

The Psychology of Social Influence (PSYC 342)

Instructor:

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Exams:

There will be two exams. These exams will be a mixture of multiple choice, short answer, and essay questions. The midterm exam will include material covered in approximately the first half of the term.

The final exam will primarily concentrate on material covered in the second half of the term. However, the final exam will include some questions that will require integration.

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academic accommodations, you are strongly encouraged to contact the Queen's Student Accessibility Services (QSAS) and register as early as possible. For more information, including important deadlines, please visit the QSAS website at: <http://www.queensu.ca/studentwellness/accessibility-services/>

Academic Considerations for Students in Extenuating Circumstances:

Queen's University is committed to providing academic consideration to students experiencing extenuating circumstances that are beyond their control and are interfering with their ability to complete academic requirements related to a course for a short period of time not to exceed three months. Students receiving academic consideration must meet all essential requirements of a course. The Senate Policy on Academic Consideration for Students in Extenuating Circumstances was approved at Senate in April, 2017 (see

<http://www.queensu.ca/secretariat/sites/webpublish.queensu.ca/us/cwww/files/files/policies/senateandtrustees/Academic%20Considerations%20for%20Extenuating%20Circumstances%20Policy%20Final.pdf>)

Each Faculty has developed a protocol to provide a consistent and equitable approach in dealing with requests for academic consideration for students facing extenuating circumstances. Arts and Science undergraduate students can find the Faculty of Arts and Science protocol and the portal where a request can be submitted at: <http://www.queensu.ca/artsci/accommodations>. Students in other Faculties and Schools who are enrolled in this course should refer to the protocol for their home Faculty.

If you need to request academic consideration for this course, you will be required to provide the name and email address of the instructor/coordinator. Please use the following:

Instructor/Coordinator Name: L. Fabrigar

Instructor/Coordinator email address: fabrigar@queensu.ca

Location and Timing of Final Examinations:

As noted in Academic Regulation 8.21, "the final examination in any class offered in a term or session (including Summer Term) must be written on the campus on which it was taken, at the end of the appropriate term or session at the time scheduled by the Examinations Office." The exam period is listed in the key dates prior to the start of the academic year in the Faculty of Arts and Science Academic Calendar and on the Office of the University Registrar's webpage. A detailed exam schedule for the Fall Term is posted before the Thanksgiving holiday; for the Winter Term it is posted the Friday before Reading Week and for the Summer Term the window of dates is noted on the Arts and Science Online syllabus prior to the start of the course. Students should delay finalizing any travel plans until after the examination schedule has been posted. Exams will not be moved or deferred to accommodate employment, travel/holiday plans or flight reservations.

Course Outline

	<u>Topic</u>	<u>Readings</u>
Week 1: (Sept. 10, 12)	Introduction To Social Influence/Conformity Types of Social Influence Nondeliberative/Deliberative Processes Social Norms Classic Conformity Studies	Ch. 1
Week 2: (Sept. 17, 19)	Conformity Sources of Influence in Conformity Types of Conformity Factors Regulating Conformity Behavioural Mimicry	
Week 3: (Sept. 24, 26)	Compliance Introduction to Compliance Social Relationship Based Compliance - Liking - Reciprocity	Ch. 2, 5
Week 4: (Oct. 1, 3)	Compliance Self-Concept/Belief Based Compliance - Reciprocity - Consistency Homework 1 Due (October 5)	Ch. 3
Week 5: (Oct. 10)	Compliance Self-Concept/Belief Based Compliance (continued) - Consistency NO CLASS on Monday (October 8) - Thanksgiving	
Week 6: (Oct. 15, 17)	Compliance - Consistency Midterm on October 17 (will cover material up to and including the Consistency Principle in Compliance)	
Week 7: (Oct. 22, 24)	Compliance Information Based Compliance (Continued) - Authority - Social Proof - Scarcity	Ch. 4, 6, 7, 8

	<u>Topic</u>	<u>Readings</u>
Week 8: (Oct. 29, 31)	Obedience - Overview of the Milgram Procedure - Variations of the Milgram Procedure - Contemporary Obedience Research	None
Week 9: (Nov. 5, 7)	Obedience - Evaluating the Milgram Studies - Zimbardo's Prison Study Homework 2 Due (November 9)	None
Week 10: (Nov. 12, 14)	Social Influence in Politics - Media and Public Opinion - Political Campaign Tactics	None
Week 11: (Nov. 19, 21)	"Brainwashing": Prisoners of War and Cults - Definitions - Tactics - Assessing Research on "Brainwashing"	None