

**UNIT I**

**Introduction:** Basic nature, history, paradigmatic debates and methodologies of the discipline; construction of social reality; social intuitions; human values; theories of social psychology.

**UNIT II**

**Social Thinking:** The Self in a Social World: Self-Concept, Self-Esteem, Perceived Self-Control, Self-Serving Bias, Self-Preservation, helps to understand the understanding about our own selves vis-à-vis significant others in our lives; Human Attitudes & Behaviors, Measurement of Attitudes;

**UNIT III**

**Social Influence:** Human Influence on others' behaviour, Social Psychological roots of power; Gender Similarities & Differences; Genes, Culture, & Gender; Conformity & Obedience; Pathways and Elements of Persuasion; Group Influence – Social Facilitation, Social Loafing, Deindividuation, Group Polarization, Influence of Minority, Inter-Group Relations.

**UNIT IV**

**Social Relations:** Prejudice – Nature & Power, Social-Motivational-Cognitive Sources of Prejudice, Consequences of Prejudice; Aggression; Attraction & Intimacy; Helping Others; Conflict & Peacemaking.

**UNIT V**

**Applying Social Psychology:** Course Project

**TEXTBOOKS/REFERENCES:**

1. Myers, David G., Sahajpal Prem, and Behra Pushpita, "*Social Psychology*", 10<sup>th</sup> Edition, McGraw Hill India Private Limited, 2012
2. Baron, R. A., Branscombe, N. R., & Byrne, D., "*Social Psychology*", 12th Edition, Pearson/Allyn and Bacon, 2009.
3. Gergen, Kenneth J., "*An Invitation to Social Construction*", Sage, Thousand Oaks, CA, 1999.
4. McGarty, C. & Haslam, S. A. (Eds.), "*The Message of Social Psychology: Perspectives on Mind in Society*", Oxford, UK and Cambridge, MA, Blackwell, 1997.
5. Misra, G. & Dalal, A. K. (Eds.), "*New Directions in Indian Psychology (Vol. 1): Social Psychology*", Sage, New Delhi, 2006.
6. Strickland, L. H., Aboud, F. E., & Gergen, K. J. (Eds), "*Social Psychology in Transition*", Plenum, New York, 1976.

**RELATED LINKS:**

<http://www.swarthmore.edu/x20604.xml>

<https://explorable.com/social-psychology-experiments>

<http://www.spring.org.uk/2007/11/10-piercing-insights-into-human-nature.php>

**ADDITIONAL READINGS:**

1. Bakhurst, D., & Sypnowich, C. (Eds.), *“The Social Self”*, Sage, London, 1995.
2. Gergen, K. J., *“Social Psychology as History”*, *Journal of Personality and Social Psychology*, 1973, 26(2), 309-320.