

**INTRODUCTION TO SOCIAL PSYCHOLOGY**  
**PSYCHOLOGY 135 - FALL 2009**  
MOORE 100, TUES/THURS 12:30PM - 1:45PM

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**OFFICE HOURS:** Wed 12:30-2:30

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**Course Overview:** Welcome! One of the greatest things about social psychology is that you can talk about it at parties and no one will ever think its weird. Social psychology is about the kinds of things that most of us already care a lot about and have probably already thought about a lot: how people make sense of other people, how people relate to one another, and how our thoughts and behaviors are influenced by those around us. Lectures will be full of cool and counterintuitive findings: a lot of what you think you know about yourself and other folks is probably wrong. After taking this class, you'll know a lot more than your friends about human nature. If you can't stay awake in this class, then I'm not doing my job right.

**Readings:** There will be no textbook for this class. Most students have said they were very happy to rely on the podcast of the lecture and my powerpoint slides that are posted on the course website. Instead of a textbook, you will be reading a series of books for sections including: *Mindfulness* by Ellen Langer, *White Bears* by Dan Wegner, *The Tipping Point* by Malcolm Gladwell, *Stumbling on Happiness* by Daniel Gilbert.

**PowerPoint Slides:** I will post the powerpoint slides from my lecture *after* each lecture. Please do not ask me to post these slides before class because there are important reasons for why I wait until after class. If you ask, you will just be the 497<sup>th</sup> person I say 'no' to, not the first I say 'yes' to. My class is similar in some ways to a magic show. If you knew how the trick worked, it wouldn't be interesting to watch. I know from having taught this class several times that if you download the slides after class and have the lecture notes, the vast majority of you will be just fine.

**Sections.** Sections begin during week 2. This means the first date that anyone should be going to section is Monday, October 5th. Unless you can find someone from another section to officially switch with you, you are just going to have to tough it out in whichever section you are officially enrolled. Unlike most classes, sections will be very important in this class. For most sections you will be reading and discussing most of a book that will not be discussed in lecture but will be on the exams. There are 6 sections (not counting the 2 review sections). Of the 6, you can miss one without penalty (so you must attend 5 of the 6 sections).

**Grades:** Midterm (40%), Final (40%), Section (18%), Attendance (2%). Exams are multiple choice. Practice exams will be made available and there will be review sessions. Section grade is based on attendance, thought questions, and in class participation. Class attendance will be taken twice during the course (1% each time). Your score will be combined and weighted to yield one total score out of 100 points. I will average the top 10 scores from the class. To get an A- you will need to get 90% of the average score from the top 10. To get a B- you will need to get 80% of this average top 10 score and so on. Below 60% of the average top 10 score will be the cutoff for an F. For instance, if the average of the top 10 scores is a 92, you would need an 83 for an A- and a 74 for a B-. This system has the advantage of a curve in that if everyone does poorly on the exams because they are too hard, you don't suffer but also, it is possible for every single person to get an A (since theoretically, all of you could do as well as 90% of the average of the top 10 scores).

Week of	Tuesday	Thursday
Week 1: September 28	Five Hypotheses	Situational Construal & Naïve Realism
Week 2: October 5	Automaticity & Priming	NO CLASS
Week 3: October 12	Consciousness & Control	NO CLASS
Week 4: October 19	What is the self? (part 1)	What is the Self? (part 2)
Week 5: October 26	Self-control	Losing control
Week 6: November 2	Midterm Exam	Self-esteem
Week 7: November 9	Social Comparison	Rationalization & Belief
Week 8: November 16	Attribution	Judgment & Decision-Making
Week 9: November 23	Stereotyping & Nonverbal Communication	NO CLASS
Week 10: November 30	Social Influence	Helping

<http://www.lsic.ucla.edu/webapps/login/>

Final exam: December 11 (11:30am-2:30am)

## Schedule for Sections

Week 1: No Section

Week 2: Phenomenology Exercise

Week 3: Read *Mindfulness* by Ellen Langer (chapters 1-6 & chapter 9)

Week 4: Read *White Bears* by Dan Wegner (chapters 1-6)

Week 5: Section review for midterm

Week 6: No section

Week 7: Read *The Tipping Point* by Malcolm Gladwell (chapters 1-4)

Week 8: Read *Stumbling on Happiness* by Daniel Gilbert (chapters 1,4,5,6,9,11)

Week 9: Helping Demonstration

Week 10: Section review for final

**Extra Credit:** You have the opportunity to earn 1.5 extra credit point(s) by participating in experiments through the Psychology Department Subject Pool. Serving as a subject in an experiment provides students with direct exposure to psychological research. By participating in experiments, you will have the opportunity to contribute to on-going research at UCLA while getting an inside glimpse of how research studies are conducted.

One-half point is added to your final total (after the “curve” is already set) for every hour of experiment participation. If you complete 3 hour(s) of experiment(s), you will have 1.5 points added to your final “out of 100” grade at the end of the quarter. Note that my determination of the “average of the top 10 scores” that sets the grading curve for the class is done *before* extra credit points are included. This means that your extra credit points are not washed out by the top 10 students if they also do extra credit.

The posting and scheduling of experiments is handled via the Psychology Department Subject Pool system at <http://ucla.sona-systems.com>. More information on how to use the system can be found at <http://www.psych.ucla.edu/undergraduate/subject-pool-experiment-participation>

## HYPOTHESES & COROLLARIES

**Hypothesis 1:** Situations are powerful.

**Corollary 1a:** We are unaware of the power of situations.

**Corollary 1b:** We are unaware of how situations influence our perception of others.

**Corollary 1c:** The history of situations you've been in shape your experience and reactions today.

**Hypothesis 2:** We often don't know why people do what they do.

**Corollary 2a:** We are also inaccurate about why we ourselves do the things we do.

**Corollary 2b:** Conscious experience is constructed and not always accurate.

**Hypothesis 3:** We don't know what we don't know.

**Corollary 3a:** We are built not to know what we don't know.

**Corollary 3b:** We don't know the bias in our judgments because they are made automatically.

**Hypothesis 4:** It is amazing that we are as accurate as we are about why people do what they do and what kind of people they are.

**Corollary 4a:** Our judgments are often accurate because they are made automatically.

**Hypothesis 5:** People have two fundamental social motivations

**Corollary 5a:** People want to be liked and have a need to belong

**Corollary 5b:** People want to be accurate, consistent, and authentic