

**Sociology 529/491: Social Psychology**  
**Fall 2008**  
**Tuesday 1:10 – 3:50 p.m. Lucy Stone Hall A256**

Professors:

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Course Description: This is an intensive lecture and discussion course surveying social psychology, with an emphasis on the interrelations among individuals, groups, and society. Social psychology has four major concerns: (1) the impact that individuals have on one another; (2) the impact that a group has on its individual members; (3) the impact that individual members have on the group; and (4) the impact that groups have on one another. The course will begin with an overview of theoretical perspectives and research methods. The remaining weeks will be devoted to core areas of theory and empirical research, including social cognition, attitudes, persuasion and social influence, group conformity and cohesion, interpersonal attraction, the self, impression management, altruism, aggression, and deviance.

Social psychology is a vast field; as such, this course cannot cover everything. The course incorporates material from both psychological and sociological psychology, but is somewhat slanted toward psychological approaches. Students are encouraged to further pursue their interests in social psychology in other courses, such as Social Structure and Personality.

Prerequisites: Graduate standing or permission of the instructor is required. Some familiarity with quantitative research methods is highly recommended. A handout distributed on the first day of class provides a basic review of statistical methodologies; students with limited backgrounds in statistics should familiarize themselves with this information.

Readings Assignments: The course reading list includes review chapters and articles, classic works, and recent empirical studies. Five books and a course pack of journal articles and book chapters are required. The books are available at the Livingston College bookstore. Most required and recommended articles and chapters are available on a CD-ROM, to be distributed on the first day of classes. All other readings are on reserve at the Kilmer Library (KL). Although the “recommended” books and articles are not required for the course, students are encouraged to scan these work, as they are essential reading for serious students of social psychology. For the most part, the recommended readings are either reference/background sources, or recent controversial works in social psychology. Students are strongly encouraged to read recent issues of the two premier social psychology journals: *Social Psychology Quarterly* (a publication of the American Sociological Association) and *Journal of Personality and Social Psychology* (a publication of the American Psychological Association).

*Required books:*

(A) Aronson, Elliott. 2007. *Readings about the Social Animal*. New York: Worth Publishers. (ISBN: 1429206179).

(CFH) Cook, Karen S., Gary Allan Fine, and James S. House (Eds.). 1995. *Sociological Perspectives on Social Psychology*. Boston: Allyn & Bacon. (ISBN: 0205-137164)

Goffman, Erving. 1959. *The Presentation of Self in Everyday Life*. New York: Doubleday.

(HC) Hogg, Michael A. and Joel Cooper (Eds.). 2003. *The Sage Handbook of Social Psychology*. Thousand Oaks, CA: Sage Publications. (ISBN: 07619-66366)

(Z) Zimbardo, Philip. 2008. *The Lucifer Effect: Understanding How Good People Turn Evil*. New York. Random House Trade Paperbacks. (ISBN: 0812974441).

*Recommended reference book:*

(RT) Rosenberg, Morris and Ralph H. Turner (Eds.). 2004[1990]. *Social Psychology: Sociological Perspectives*. Piscataway, NJ: Transaction Publishers. (ISBN:088738-854X)

*Overview of Course Requirements and Grading:*

The course is organized as a seminar. We will provide an overview of each week's readings, but instruction also will take place in the context of student discussions, presentations, and exchanges focused on the readings. Course grades will be based on three major requirements.

***We will not give grades of “incomplete.”***

**(1) Leading a class discussion (10 percent of class grade).**

Each week, a student or pair of students will be responsible for leading discussion. The student leader(s) may base the discussion on the questions submitted by class participants, or may design a discussion that incorporates both assigned readings and his/her own research interests. Each week, class members will email 3-4 discussion questions to the discussion leader and professors, no later than noon Monday on the day prior to class.

**(2) Participation in weekly discussion (20 percent of class grade).**

This grade reflects participation in discussion, and the quality of the questions submitted each week. Students should read carefully so that they come to class with both insightful comments and questions. Students who read materials that are not on the syllabus but that are germane to the discussion should feel free to contribute this knowledge to the discussion; the class as a whole will benefit from the specialized knowledge of all participants

**(3) Final research paper or proposal (70 percent of class grade).**

The main course requirement is the preparation of an original research paper or research proposal (about 20-25 pages, double spaced). Each student will present a brief synopsis of their research project during the final class session. Paper topic and methodology will be chosen in consultation with the instructor. The paper should define a research question, review relevant prior studies, and either: (1) analyze suitable data, and present the findings and their implications (research

paper) or (2) propose a detailed strategy and justification for conducting an original research project (research proposal). Students are encouraged to use this class project to develop a qualifying paper, conference paper, dissertation prospectus, or journal article. Completion of the paper/proposal will proceed in four steps.

1. Each student will submit a brief (2-3 page) proposal **by the start of class on October 14th**. This brief proposal should describe your research question, the data or methodology to be used, and the analyses to be undertaken. You are encouraged to meet with us early in the semester to discuss your research plan.
2. OPTIONAL. A first draft of the paper/proposal is due **by 7 p.m. on Monday December 2**. Students who submit early drafts will receive feedback by Friday December 6, so that they may incorporate this feedback into their final class presentations.
3. Each student will make a 10 minute presentation to the class on **December 9**.
4. The final draft of the paper/proposal is due **no later than Monday December 16 at noon. We will not accept papers submitted after that deadline.**

### \*\*\*READING SCHEDULE\*\*\*

#### September 2. Introduction & Theoretical Perspectives

Required:

(HC) Chapter 1. Goethals, George R. "A Century of Social Psychology: Individuals, Ideas, and Investigations" (Pp. 3-23).

House, James S. 1977. "The Three Faces of Social Psychology." *Sociometry (now Social Psychology Quarterly)* 40: 161-77.

Kressel, Neil J. 1990. "Systematic Barriers to Progress in Academic Social Psychology." *Journal of Social Psychology* 130: 5-27.

(CFH) Chapter 1. Piliavin, Jane and Paul LePore. "Biology and Social Psychology: Beyond Nature versus Nurture" (Pp 9-40).

Stryker, Sheldon. 1987. "The Vitalization of Symbolic Interactionism." *Social Psychology Quarterly* 50: 83-94.

Turner, Ralph H. 1988. "Personality in Society: Social Psychology's Contribution to Sociology." *Social Psychology Quarterly* 51: 1-10.

Recommended:

Berscheid, Ellen. 1992. "A Glance Back at a Quarter Century of Social Psychology." *Journal of Personality and Social Psychology* 63: 525-33.

(RT) Chapter 2. Emerson, Richard. "Social Exchange Theory" (Pp. 30-65).

House, James S., Gary A. Fine, and Karen S. Cook. 1995. "Reply: The Promise of Sociological Social Psychology." *Social Psychology Quarterly* 58: 336-38.

(RT) Chapter 3. Singer, Eleanor. "Reference Groups and Social Evaluations" (Pp. 66-93).

Stryker, Sheldon. 1977. "Developments in 'Two Social Psychologies': Toward an Appreciation of Mutual Relevance." *Sociometry* 40: 145-60.

Stryker, Sheldon. 1995. "Review Essay: Progress? Well, Yes and No. The Status of Sociological Social Psychology." *Social Psychology Quarterly* 58: 326-331.

(RT) Chapter 1. Stryker, Sheldon. "Symbolic Interactionism: Themes and Variations" (Pp. 3-29).

#### September 9. Research Methods

Required:

(CFH) Chapter 25. Alwin, Duane. "Quantitative Methods in Social Psychology" (Pp. 650-680).

(CFH) Chapter 23. Cahill, Spencer, Gary Alan Fine and Linda Grant. "Dimensions of Qualitative Research." (Pp 605-628).

(HC) Chapter 2. Ellsworth, Phoebe C., and Richard Gonzalez. "Questions and Comparisons: Methods of Research in Social Psychology." (Pp. 24-42).

(CFH) Chapter 24. Meeker, Barbara Foley, and Robert K. Leik. "Experimentation in Sociological Social Psychology" (Pp. 629-649).

Sears, David O. 1986. "College Sophomores in the Laboratory: Influences of a Narrow Data Base on Psychology's View of Human Nature." *Journal of Personality and Social Psychology* 51: 515-30.

Tebes, Jacob Kraemer. 2000. "External Validity and Scientific Psychology." *American Psychologist*. 55(12):1508-1509.

Recommended:

Adair, John G., Terrance W. Dushenko, and R.C. L. Lindsay. 1985. "Ethical Regulations and their Impact on Research Practice." *American Psychologist* 40: 59-72.

Baron, Reuben M. and David A. Kenny. 1986. "The Moderator-Mediator Variable Distinction in Social Psychological Research: Conceptual, Strategic, and Statistical Considerations." *Journal of Personality and Social Psychology* 51: 1173-1182.

Baumrind, Diana. 1985. "Research Using Intentional Deception: Ethical Issues Revisited." *American Psychologist* 40: 165-174.

Cohen, Bernard P. 2003. "Creating, Testing, and Applying Social Psychological Theories." *Social Psychology Quarterly* 66: 5-16.

Tourangeau, Roger. 2004. "Survey Research and Societal Change." *Annual Review of Psychology* 55: 775-801.

**September 16. Social Cognition Processes: Attribution Theory and Person Perception**

***Social Cognition***

Required:

Heider, Fritz. 1967. "On Social Cognition." *American Psychologist* 22: 25-31.

Freeman, Linton C. 1992. "Filling in the Blanks: A Theory of Cognitive Categories and the Structure of Social Affiliation." *Social Psychology Quarterly* 55: 118-127.

Higgins, E. Tory and John A. Bargh. 1987. "Social Cognition and Social Perception." *Annual Review of Psychology* 38: 369-425.

(CFH). Chapter 4: Howard, Judith. "Social Cognition" (Pp 90-117).

Recommended:

Morgan, David L. and Michael L. Schwalbe. 1990. "Mind and Self in Society: Linking Social Structure and Social Cognition." *Social Psychology Quarterly* 53: 148-64.

(HC) Chapter 4. Sherman, Steven J., Matthew T. Crawford, David L. Hamilton, and Leonel Garcia-Marques. "Social Inference and Social Memory: The Interplay between Systems" (Pp. 66-86).

Tversky, Amos and Daniel Kahneman. 1974. "Judgments under Uncertainty: Heuristics and Biases." *Science* 185: 1124-1131.

**Attribution**

Required:

Jones, E. E., 1979. "The Rocky Road from Acts to Dispositions." *American Psychologist* 34: 107-117.

Kelley, Harold H. 1973. "The Process of Causal Attribution." *American Psychologist* 28: 107-28.

Phelan, Jo. 2005. "Geneticization of Deviant Behavior and Consequences for Stigma: The Case of Mental Illness." *Journal of Health and Social Behavior* 46: 307-322.

Peterson, Christopher. 1991. "The Meaning and Measurement of Explanatory Style." *Psychological Inquiry* 1:1-10, and replies:

Abramson, Lyn Y., Benjamin M. Dykman, and Douglas J. Needles. 1991. "Attributional Style and Theory: Let No One Tear Them Asunder" (Pp. 11-49).

Brewin, Chris R. 1991. "The Social Context of Explanatory Style" (Pp. 19-21).

Weiner, Bernard. 1991. "An Attributional Look at Explanatory Style" (Pp. 43-44).

(HC) Chapter 9: Trope, Yaacov and Ruth Gaunt. "Attribution and Person Perception" (Pp. 190-207).

Recommended:

Gilbert, Daniel T. and Patrick S. Malone. 1995. "The Correspondence Bias." *Psychological Bulletin* 117: 21-38

**Person Perception**

Required:

Campbell, Donald T. 1967. "Stereotypes and the Perception of Group Differences." *American Psychologist* 22: 817-29.

Dion, Karen, Ellen Berscheid, and Elaine Walster. 1972. "What is Beautiful is Good." *Journal of Personality and Social Psychology* 24: 285-90.

Kelley, Harold H. 1950. "The Warm-Cold Variable in First Impressions." *Journal of Personality* 18: 431-9.

(HC) Chapter 5: Quinn, Kimberly A., C. Neil Macrae, and Galen V. Bodenhausen. "Stereotyping and Impression Formation: How Categorical Thinking Shapes Person Perception" (Pp. 87-109).

Recommended:

Correll, Joshua, Bernadette Park, Charles M. Judd, Bernd Wittenbrink, Melody S. Sadler, and Tracie Keene. 2007. "Across the Thin Blue Line: Police Officers and Racial Bias in the Decision to Shoot." *Journal of Personality and Social Psychology* 92: 1006-1023.

(HC) Chapter 20: Wright, Stephen C. and Donald M. Taylor. "The Social Psychology of Cultural Diversity: Social Stereotyping, Prejudice and Discrimination" (Pp. 432-458).

**September 23. Attitudes and Attitude-Behavior Linkages**

Required:

Ajzen, Icken. 1991. "The Theory of Planned Behavior." *Organizational Behavior and Human Decision Processes* 50: 179-211.

Ajzen, Icken. 2001. "Nature and Operation of Attitudes." *Annual Review of Psychology* 52: 27-58.

Bagozzi, Richard P. 1992. "The Self-Regulation of Attitudes, Intentions and Behavior." *Social Psychology Quarterly* 55: 178-204.

Eagly, Alice. 1992. "Uneven Progress: Social Psychology and the Study of Attitudes." *Journal of Personality and Social Psychology* 63: 693-710.

(HC) Chapter 7: Fazio, Russell H. and Michael A. Olson. "Attitudes: Foundations, Functions, and Consequences" (Pp. 137-160).

Festinger, Leon and James M. Carlsmith. 1959. "Cognitive Consequences of Forced Compliance." *Journal of Abnormal and Social Psychology* 58: 203-210.

(KL) Festinger, Leon. 1957. *A Theory of Cognitive Dissonance*. Stanford, CA: Stanford University Press. Pp. 1-31.

LaPiere, R.T. 1934. "Attitudes vs. Actions." *Social Forces* 13: 230-237.

(CFH) Chapter 3. Schuman, Howard.. "Attitudes, Beliefs, and Behavior" (Pp 68-89).

Recommended:

(KL) Alwin, Duane F., Ronald L. Cohen, and Theodore W. Newcomb. 1991. *Political Attitudes over the Life Span: The Bennington Women after Fifty Years*. Madison, WI: University of Wisconsin Press.

Barber, Jennifer S. 2001. "Ideational Influences on the Transition to Parenthood: Attitudes towards Childbearing and Competing Alternatives." *Social Psychology Quarterly* 64: 101-27.

(RT) Chapter 12: Hill, Richard J. "Attitudes and Behavior" (Pp. 347-377).

Wright, Bradley Entner. 1998. "Behavioral Intentions and Opportunities among Homeless Individuals: A Reinterpretation of the Theory of Reasoned Action." *Social Psychology Quarterly* 61: 271-86.

**September 30. Persuasion and Social Influence**

Recommended:

(A) Chapter 2: Asch, Solomon. "Opinions and Social Pressure" (pp. 13-22).

(A) Chapter 3: Milgram, Stanley. "Behavioral Study of Obedience" (pp. 23-36).

(Z) Chapters 1-3; 9-14: Zimbardo, Philip. *The Lucifer Effect* (pp. 3-56; 174-379) .

(HC) Chapter 10: Visser, Penny S. and Joel Cooper. "Attitude Change" (Pp. 211-231).

(A) Chapter 8: Miller, Richard, Brickman, Philip, and Bolen, Diana. "Attribution Versus Persuasion as a means for Modifying Behavior" (pp. 100-119)

(A) Chapter 16: Freedman and Fraser "Compliance Without Pressure: The Foot-in-the-Door Technique" (pp. 238-249)

Recommended:

Petty, Richard and John Cacioppo 1986 "The Elaboration Likelihood Model of Persuasion" *Advances in Experimental Social Psychology* 19: (pp. 124-205).

(RT) Chapter 21: Lang, Gladys Engel and Kurt Lang. "Mass Communications and Public Opinion" (Pp. 653-82).

(A) Chapter 6: Osherow, Neal. "Making Sense of the Nonsensical: An Analysis of Jonestown" (pp 68-86).

(A) Chapter 31: Walster, Elaine, William Walster, and Jane Piliavin "Playing Hard to Get: Understanding an Elusive Phenomenon" (pp 463-476).

(HC) Chapter 22: Worchel, Stephen. "Come One, Come All: Toward Understanding the Process of Collective Behavior" (pp 477-493).

Zablocki, Benjamin. 2001 "Toward a Demystified and Disinterested Scientific Theory of Brainwashing" in Zablocki and Robbins *Misunderstanding Cults*. Toronto: U of Toronto Press (pp 159-214) [Note: This reading is available at Ben Zablocki's website: [www.rci.rutgers.edu/~zablocki](http://www.rci.rutgers.edu/~zablocki)]

## **October 7. Self & Identity**

### Required:

Baumeister, Roy. 1987. "How the Self became a Problem: A Psychological Review of Historical Research." *Journal of Personality and Social Psychology* 52: 163-76.

Cooley, Charles Horton. 1902. "The Looking Glass Self." Pp. 179-185 in *Human Nature and the Social Order*. New York: Scribner's.

Festinger, Leon. 1954. "A Theory of Social Comparison Processes." *Human Relations* 7: 117-140.

(CFH) Chapter 2. Gecas, Viktor and Peter J. Burke. "Self and Identity" (Pp. 41-67).

Higgins, E. Tory. 1987. "Self-Discrepancy: A Theory Relating Self and Affect." *Psychological Review* 94: 319-340.

Hogg, Michael A. and Cecelia Ridgeway. 2003. "Social Identity: Sociological and Social Psychological Perspectives." *Social Psychology Quarterly* 66: 101-117.

Hogg, Michael A., Deborah J. Terry, and Katherine M. White. 1995. "A Tale of Two Theories: A Critical Comparison of Identity Theory with Social Identity Theory." *Social Psychology Quarterly* 58: 255-269.

Howard, Judith A. 2000. "Social Psychology of Identities." *Annual Review of Sociology* 26: 367-93.

Markus, Hazel and Paula Nurius. 1986. "Possible Selves." *American Psychology* 4: 954-69.

Mead, George Herbert. 1913. "The Social Self." *Journal of Philosophy, Psychology, and Scientific Methods*: 373-80.

(HC) Chapter 6. Sedikides, Constantine and Aiden P. Gregg. "Portraits of the Self" (Pp. 110-138).

### Recommended:

(RT) Chapter 5: Bush, Diane Mitsch and Robert G. Simmons. "Socialization Processes over the Life Course" (Pp. 133-64).

Crocker, Jennifer and Brenda Major. 1989. "Social Stigma and Self-Esteem: The Self-Protective Properties of Stigma." *Psychological Review* 96: 608-30.

Crocker, Jennifer and Connie T. Wolfe. 2001. "Contingencies of Self-Worth." *Psychological Review* 108: 593-623.

(RT) Chapter 6: Gecas, Viktor. "Contexts of Socialization" (Pp. 165-199).

(RT) Chapter 19. Rosenberg, Morris. "The Self-Concept: Social Product and Social Force." (Pp. 593-624).

#### **October 14. Interpersonal Attraction and Close Relationships**

##### Required:

Backman, Carl W. and Paul F. Secord. 1959. "The Effect of Perceived Liking on Interpersonal Attraction." *Human Relations* 12: 379-84.

Berscheid, Ellen. 1994. "Interpersonal Relationships." *Annual Review of Psychology* 45: 79-129.

Buss, David M. and Michael L. Barnes. 1986. "Preferences in Human Mate Selection." *Journal of Personality and Social Psychology* 50: 559-570.

(HC) Chapter 12. Fitness, Julie, Garth Fletcher, and Nickola Overall. "Interpersonal Attraction and Intimate Relationships" (Pp. 258-78).

Kollock, Peter, Philip Blumstein, and Pepper Schwartz. 1994. "The Judgment of Equity in Intimate Relationships." *Social Psychology Quarterly* 57: 340-51.

Kurdek, Lawrence and J. Patrick Schmitt. 1987. "Partner Homogamy in Married, Heterosexual Cohabiting, Gay, and Lesbian Couples." *Journal of Sex Research*, 23, 212-32.

Reis, Harry T., W. Andrew Collins, and Elaine Berscheid. 2000. "The Relationship Context of Human Behavior and Development." *Psychological Bulletin* 126: 844-72.

Walster, Elaine, Ellen Berscheid, and G. William Walster. 1973. "New Directions in Equity Research." *Journal of Personality and Social Psychology* 25: 151-76.

##### Recommended:

(RT) Chapter 8. Backman, Carl W. "Attraction in Interpersonal Relationships" (Pp 235-268).

Berscheid, Ellen K., Karen Dion, Elaine Walster, and G. William Walster. 1971. "Physical Attractiveness and Dating Choice: A Test of the Matching Hypothesis." *Journal of Experimental Social Psychology* 7: 173-189.

Felmlee, Diane and Susan Sprecher. 2000. "Close Relationships and Social Psychology: Intersections and Future Paths." *Social Psychology Quarterly* 63: 365-376.

Stevens, Gillian, Dawn Owens and Eric C. Schaeffer. 1990. "Education and Attractiveness in Marriage Choices." *Social Psychology Quarterly* 53: 62-70.

### **October 21. Groups and Group Dynamics: Cohesion, Conformity, and Conflict**

#### Required:

(CFH) Chapter 8: Molm, Linda and Karen Cook "Social Exchange and Exchange Networks" (pp 209-235).

Harrington, Brooke and Gary Alan Fine. 2000. "Opening the "Black Box": Small Groups and 21<sup>st</sup> Century Sociology." *Social Psychology Quarterly* 63: 312-323.

(HC) Chapter 18: Tindale, R. Scott, Tatsuya Kameda, and Verlin Hinsz. "Group Decision Making" (pp 381-406).

Friedkin, Noah. 2004 "Social Cohesion." *Annual Review of Sociology* 30: 409-425.

(CFH) Chapter 10: Hegtvedt, Karen and Barry Markovsky. "Justice and Injustice" (pp 257-280).

(A) Sherif, Muzafer. "Experiments in Group Conflict" (pp 422-431).

(CFH) Chapter 13: Michener, H. Andrew and Michelle Wasserman "Group Decision Making" (pp 336-361).

(HC) Chapter 19: Hogg, Michael A. and Dominic Abrams. "Intergroup Behavior and Social Identity" (Pp. 407-431).

#### Recommended:

Coser, Lewis. 1974 *Greedy Institutions: Patterns of Undivided Commitment* New York: Free Press

(CFH) Chapter 11: Ridgeway, Cecelia and Henry Walker. "Status Structures" (pp 281-310).

Isenberg, Daniel. 1986. "Group Polarization: A Critical Review and Meta-Analysis" *Journal of Personality and Social Psychology* 6:1141-1151

Janis, Irving. 1971. "Groupthink Among Policy Makers" in Sanford and Comstock (ed.) *Sanctions for Evil*. San Francisco: Jossey-Bass (pp 71-89).

Whyte, Glen. 1989. "Groupthink Reconsidered" *The Academy of Management Review* 14:40-56.

## **October 28. Group Leadership: Instrumental, Expressive, and Charismatic**

### Required:

Van Vugt, Mark. 2006 “Evolutionary Origins of Leadership and Followership” *Personality and Social Psychology Review* 10:354-371.

Mazur, Allan. 1985. “A Biosocial Model of Status in Face-to-Face Primate Groups” *Social Forces* 64:117-140.

Homans, George. 1974. Chapter 12 (“Leadership”) in *Social Behavior: Its Elementary Forms* New York: Harcourt (pp 269-298).

Rees, C. Roger and Mady Wechsler Segal. 1984. “Role Differentiation in Groups: The Relationship Between Instrumental and Expressive Leadership” *Small Group Behavior* 15:109-123

Coleman, James. 1990. Chapter 4 (“Authority Relations”) in James Coleman, *Foundations of Social Theory* Cambridge MA: Harvard University Press (pp 65-90).

(HC) Chapter 16: Martin, Robin and Miles Hewstone. “Social Influence Processes of Control and Change: Conformity, Obedience to Authority, and Innovation” (pp 347-366)

Oaks, Len. 1997. Chapters 1-3, 8, 11 *Prophetic Charisma: The Psychology of Revolutionary Religious Personalities* Syracuse: Syracuse University Press: pp 1-73, 144-164, 185-195.

Toth, Michael. 1981. *The Theory of the Two Charismas* Washington DC: University Press of America (pp 1-52).

### Recommended:

Selznick, Philip. 1984. *Leadership in Administration: A Sociological Interpretation* Berkeley: University of California Press.

Hare, Paul. 1976. “Leadership” in A. Paul Hare (ed.) *Handbook of Small Group Research* New York: Free Press (pp 278-303).

Gershonoff, Amy and Roseanne Foti. 2003. “Leader Emergence and Gender Roles in All-Female Groups” *Small Group Research* 34:170-196.

Lindholm, Charles. 1990. *Charisma* Cambridge: Basil Blackwell.

Schweitzer, Arthur. 1986 “Hitler’s Dictatorial Charisma” in Glassman and Swatos (ed.) *Charisma, History, and Social Structure* New York: Greenwood (pp 147-162).

## November 4. Symbolic Interactionism and Impression Management

### Required:

Fine, Gary Allan. 1993. "The Sad Demise, Mysterious Disappearance, and Glorious Triumph of Symbolic Interactionism." *Annual Review of Sociology*. 19: 61-87.

Goffman, Erving. 1951. "Symbols of Class Status." *British Journal of Sociology* 2: 294-304.

(KL) Goffman, Erving. 1959. *The Presentation of Self in Everyday Life*. New York: Doubleday.

Jones, Edward E. 1965. "Conformity as a Tactic of Ingratiation." *Science* 149: 144-50.

(CFH) Chapter 7. Lofland, Lyn H. "Social Interaction: Continuities and Complexities in the Study of Nonintimate Sociality" (Pp. 176-202).

Mead, George Herbert. 1934. "Social Attitudes and the Physical World." Pp. 178-185 in *Mind, Self, and Society*. Chicago: University of Chicago Press.

Sauder, Michael. 2005. "Symbols and Contexts: An Interactionist Approach to the Study of Social Status." *Sociological Quarterly* 46: 279-298.

Stryker, Sheldon. 1987. "The Vitalization of Symbolic Interactionism." *Social Psychology Quarterly* 50: 83-94. [re-read]

### Recommended:

(KL) Berger, Peter and Thomas Luckmann. 1966. *The Social Construction of Reality*. Garden City, NY: Doubleday.

(CFH) Chapter 6. Maynard, Douglas W. and Marilyn R. Whalen. "Language, Action, and Social Interaction." (Pp. 149-176).

(KL) Mead, George Herbert. 1934. *Mind, Self, and Society*. Chicago: University of Chicago Press.

(KL) Hewitt, John P. 2002. *Self and Society: A Symbolic Interactionist Social Psychology* (9th Edition). Boston: Allyn & Bacon.

(RT) Chapter 7: Grimshaw, Allen D. "Talk and Social Control" (Pp. 200-234).

(RT) Chapter 1. Stryker, Sheldon. "Symbolic Interactionism: Themes and Variations" (Pp. 3-29). [re-read]

Walzer, Susan and Thomas P. Oles. 2003. "Accounting for Divorce: Gender and Uncoupling Narratives." *Qualitative Sociology* 26: 331-349.

## **November 11. Helping and Altruism**

### Required:

(HC) Chapter 13. Batson, C. Daniel, Paul A. M. van Lange, Nadia Ahmad, and David L. Lishner. "Altruism and Helping Behavior" (Pp. 279-295).

Eagly, Alice and Crowley, Maureen 1986. "Gender and Helping Behavior: A Meta-analytic View of the Social Psychological Literature." *Psychological Bulletin* 100: 283–308.

Levine, Robert V., Todd Simon Martinez, Gary Brase, and Kerry Sorenson. 1994. "Helping in 36 U.S. Cities." *Journal of Personality and Social Psychology* 67: 69-82.

Penner, Louis A., John F. Dovidio, Jane A. Piliavin, and David A. Schroeder. 2005. "Prosocial Behavior: Multilevel Perspectives." *Annual Review of Psychology* 56: 365-92.

Piliavin, Jane A. and Hong-wen Charng. 1990. "Altruism: A Review of Recent Theory and Research." *Annual Review of Sociology*. 16: 27-65.

Sturmer, Stefan, Mark Snyder, and Allen M. Omoto. 2005. "Prosocial Emotions and Helping: The Moderating Role of Group Membership." *Journal of Personality and Social Psychology* 88: 532-46.

Trivers, Robert L. 1971. "The Evolution of Reciprocal Altruism." *The Quarterly Review of Biology* 46:35-55.

### Recommended:

Becker, Gary. 1976. "Altruism, Egoism, and Genetic Fitness: Economics and Sociobiology." *Journal of Economic Literature* 14: 817-26.

Lee, Lichang, Jane Allyn Piliavin, and Vaughn R. A. Call. 1999. "Giving Time, Money, and Blood: Similarities and Differences." *Social Psychology Quarterly* 62: 276-290.

Lois, Jennifer. 1999. "Socialization to Heroism: Individualism and Collectivism in a Voluntary Search and Rescue Group." *Social Psychology Quarterly* 62: 117-35.

Simon, Herbert A. 1990. "A Mechanism for Social Selection and Successful Altruism". *Science* 250:1665-1668.

## **November 18. Aggression and Anti-Social Behavior**

### Required:

Anderson, Craig A., Leonard Berkowitz, Edward Donnerstein, L. Rowell Huesmann, James D. Johnson, Daniel Linz, Neil M. Malamuth, and Ellen Wartella. 2003. "The Influence of Media Violence on Youth." *Psychological Science in the Public Interest* 4: 81-110.

Anderson, Craig A. and Brad J. Bushman. 2002. "Human Aggression." *Annual Review of Psychology* 53: 27-51.

(HC) Chapter 14. Anderson, Craig A. and L. Rowell Huesmann. "Human Aggression: A Social-Cognitive View" (Pp. 296-326).

Archer, Dane and Rosemary Gartner. 1976. "Violent Acts and Violent Times: A Comparative Approach to Postwar Homicide Rates." *American Sociological Review* 41: 937-63.

Bandura, Albert, Dorothea Ross, and Sheila A. Ross. 1961. "Transmission of Aggressions through Imitation of Aggressive Models." *Journal of Abnormal and Social Psychology* 63: 575-582.

Berkowitz, Leonard. 1989. "The Frustration-Aggression Hypothesis: An Examination and Reformulation." *Psychological Bulletin* 106: 59-73.

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Recommended:

Anderson, Craig A., Nicholas L. Carnagey, and Janie Eubanks. 2003. "Exposure to Violent Media: The Effects of Songs with Violent Lyrics on Aggressive Thoughts and Feelings." *Journal of Personality and Social Psychology* 84: 960-71.

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**November 23. Class cancelled. Happy Thanksgiving!**

**December 2. Deviance**

Required:

Agnew, Robert. 1985. "A Revised Strain Theory of Delinquency." *Social Forces* 64: 151-67.

(CFH) Chapter 20: Hamilton, V. Lee and David Rauma. "Social Psychology of Deviance and Law" (Pp. 524-547).

Cohen, Albert. 1965. "The Sociology of the Deviant Act: Anomie Theory and Beyond." *American Sociological Review* 45: 95-110.

Conrad, Peter. 1992. "Medicalization and Social Control." *Annual Review of Sociology* 18: 209-232.

Link, Bruce G., Cullen, F. T., Streuning, E., Shrout, P. E., & Dohrenwend, B. P. 1989. "A Modified Labeling Theory Approach to Mental Disorders: An Empirical Assessment." *American Sociological Review* 54: 400-423.

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Merton, Robert. 1938. "Social Structure and Anomie." *American Sociological Review* 3: 672-82.

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Sykes, Gresham and David Matza. 1957. "Techniques of Neutralization: A Theory of Delinquency." *American Sociological Review* 22: 664-70.

Recommended:

(KL) Becker, Howard. 1963. *Outsiders: Studies in the Sociology of Deviance*. New York: Free Press.

(KL) Goffman, Erving. 1961. *Asylums*. New York: Doubleday-Anchor.

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(RT) Chapter 17: Gibbs, Jack. "The Sociology of Deviance and Social Control" (Pp. 483-524).

**December 9. Student Presentation**

**Have a wonderful winter vacation!**