

Individual and Society
Sociology 245
T TH 10:00-11:15
321 Tarbutton Hall
Spring 2006

Dr. Cathryn Johnson
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Office Hours:
M 3:00-4:00, T 12:30-1:30,
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REQUIRED TEXT:

The Social Animal by Elliot Aronson. 2004, Ninth Edition. Available at the Emory Bookstore.

ADDITIONAL REQUIRED READINGS:

The required packet of readings is available online through Emory reserves.

DESCRIPTION OF THE COURSE:

This course provides an introduction to social psychology which systematically examines how the actual, imagined, or implied presence of other people influences a person's thoughts, feelings, and behaviors. The content of the course is interdisciplinary in that research and theory from both sociology and psychology are covered. The emphasis throughout is on how groups, ranging from friendship circles to ethnic groups, affect the life of an individual and how an individual can affect a group. Thus, the course focuses on the reciprocal relationship between individual-level phenomena and group-level phenomena.

Some questions we will address in this course are: What do we mean by saying that the "self" is a social process? How does our self-conception change over time? How does the perception of self vary cross-culturally? What information do we use to form impressions of one another? How do we process that information and what kind of common errors do we make? How do we try to explain other people's behavior? What are the cognitive processes involved in stereotyping? How do the perceptual and cognitive biases affect everyday interaction between individuals and in groups? What factors affect interpersonal attraction? How do we respond to unfair situations in relationships? How does inequality in the larger society manifest in face-to-face interaction? How do cultural assumptions about gender, race, ethnicity, age, class, and sexual orientation affect what happens in interaction with groups? What makes effective leaders in organizations?

We will cover theories and empirical work that address these questions. Most important, we will apply these theories to our everyday experiences in groups and organizations. To facilitate this

Psychology Quarterly 67:115-131.

A2. Gender Differences in Behavior: An Issue of Context.

February 7

-Fine, Gary Alan. 1987. "One of the Boys: Women in Male-Dominated Settings." Pp. 131-147 in Changing Men: New Directions in Research on Men and Masculinity, edited by G. Fine. Sage Publications.

A3. Emotions in Interaction

February 9, 14

-Smith, Allen and Sheryl Kleinman. 1989. "Managing Emotions in Medical School: Students' Contacts with the Living and the Dead." *Social Psychology Quarterly* 52:59-69.

-DeNora, Tia. 2000. "Music in Everyday Life." Chapter 3. Cambridge: Cambridge University Press.

II. The Second Theoretical Approach: Focusing on Cognitive Processes

A. Social Cognition—Impression Formation and Attribution Processes

February 16, 21

-Chapter 4, "Social Cognition" in Aronson, pp. 93-141.

February 23

Exam 1

B. Self-Justification Processes

February 28

-Chapter 5, "Self-Justification" in Aronson, pp. 143-199.

March 2

-Dickerson et al. 1999. "Using Cognitive Dissonance to Encourage Water Conservation." Pp. 275-287 in Readings about The Social Animal, edited by Elliot Aronson. Eighth Edition, New York: Worth Publishers.

C. Stereotypes, Prejudice and Discrimination

March 7, 9

-Chapter 7, "Prejudice" in Aronson, pp. 241-287

D. Reducing Stereotyping, Prejudice and Discrimination

March 14, 16

Spring Break

III. The Third Theoretical Approach: Focusing on Group Processes

A. Liking, Loving and Interpersonal Sensitivity

A1. An Introduction

March 21

-Chapter 8, "Liking, Loving, and Interpersonal Sensitivity," in Aronson, pp. 289-314.

Hill, Mark E. 2002. "Skin Color and the Perception of Attractiveness Among African Americans: Does Gender Make a Difference?" *Social Psychology Quarterly* 65:77-91.

March 23

A2. Social Exchange Approach: Its Application to Justice and Power Issues in Relationships

B. Methods

March 28, 30

-Chapter 9, "Social Psychology as a Science," in Aronson, pp.329-347.

April 4

Exam 2

C. Group Conformity

April 6

-Chapter 2, "Conformity," pp. 11-45.

April 11

-Osherow, Neal. 1999. "Making Sense of the Nonsensical: An Analysis of Jonestown." Pp. 71-88 in Readings about The Social Animal, edited by Elliot Aronson. Eighth Edition, New York: Worth Publishers.

D. Status Processes in Groups

April 13, 18

-Michener, Andrew and John DeLamater. 1999. Chapter 14, "Group Structure and Interaction," Pp. 336-348 in Social

Psychology. Fourth Edition, Harcourt Brace.

E. Power Processes in Groups and Organizations

E2. Power in Organizations

April 20

-Kanter, Rosabeth. 1977. "Power." Pp. 164-173 in Men and Women of the Corporation. New York: Basic Books.

E1. Power in Conversation

April 25

-Tannen, Deborah. 2001. "Men and Women in Conversation." Pp. 259-264 in Sociological Odyssey, edited by Adler and Adler. Wadsworth.

-Johnson, Cathryn. 1994. "Gender, Legitimate Authority, and Leader-Subordinate Conversations." *American Sociological Review* 59:122-35.

April 27

Third Exam

May 8

Papers Due: By noon in my box only in the Sociology Office (225 Tarbutton).