OVERVIEW OF SOCIAL PSYCHOLOGY

I. What is Social Psychology?
   A. Formal Definition of Social Psychology
   B. Social Psychology as a Science
   C. Social Psychology vs. Individual (Personality) Psychology vs. Sociology
   D. Influences on Social Behavior
      1. Behavior of Others
      2. Characteristics of Others
      3. Social Cognition
      4. Environmental Variables
      5. Sociocultural Factors
      6. Biological Factors
   E. Is Social Psychology Really "Common Sense"?

II. Theories Useful To Social Psychology
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I. Overview of Research Methods

II. Criteria For Assessing Research
   A. Reliability
   B. Validity
      1. Statistical Conclusion Validity
      2. Internal Validity
      3. Construct Validity
      4. External Validity
   C. Utility
   D. Ethics

III. Basic Types of Research
   A. Laboratory Experiments
      1. Experimental Group
      2. Control Group
      3. Random Assignment
      4. Independent Variables
      5. Dependent Variables
      6. Extraneous or Confounding Variables
         a. Placebo Effect
         b. Experimenter Expectancy -- Double-Blind Studies
         c. Demand Characteristics
      7. Experimental Realism vs. Mundane Realism
   B. Field Experiments
   C. Quasi-Experiments
   D. Observational Studies
      1. Unobtrusiveness
   E. Archival Research
   F. Survey Research
      1. Representativeness of Sample

IV. Drawing Conclusions From Research
   A. Correlations
      1. Positive Correlations
      2. Negative Correlations
      3. Zero Correlations
      4. Correlation vs. Causation
   B. Inferential Statistics
      1. The Null Hypothesis
      2. Statistical Significance
ATTITUDES TOWARD WOMEN SCALE

The statements listed below describe attitudes toward the roles of women in society which different people have. There are no right or wrong answers, only opinions. You are asked to express your feelings about each statement by indicating whether you agree strongly, agree mildly, disagree mildly, or disagree strongly.

<table>
<thead>
<tr>
<th></th>
<th>Agree Strongly</th>
<th>Agree Mildly</th>
<th>Disagree Mildly</th>
<th>Disagree Strongly</th>
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</thead>
<tbody>
<tr>
<td>1. Swearing and obscenity are more repulsive in the speech of a woman than a man.</td>
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<td>2. Under modern economic conditions with women being active outside the home, men should share in household tasks such as washing dishes and doing the laundry.</td>
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<td>3</td>
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<td>1</td>
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<td>3. It is insulting to women to have the &quot;obey&quot; clause remain in the marriage service.</td>
<td>4</td>
<td>3</td>
<td>2</td>
<td>1</td>
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<tr>
<td>4. A woman should be as free as a man to propose marriage.</td>
<td>4</td>
<td>3</td>
<td>2</td>
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<td>5. Women should worry less about their rights and more about becoming good wives and mothers.</td>
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<td>2</td>
<td>3</td>
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<td>6. Women should assume their rightful place in business and all the professions along with men.</td>
<td>4</td>
<td>3</td>
<td>2</td>
<td>1</td>
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<tr>
<td>7. A woman should not expect to go to exactly the same places or to have quite the same freedom of action as a man.</td>
<td>1</td>
<td>2</td>
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<td>4</td>
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<td>8. It is ridiculous for a woman to run a locomotive and for a man to darn socks.</td>
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<td>2</td>
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<td>9. The intellectual leadership of a community should be largely in the hands of men.</td>
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<td>10. Women should be given equal opportunity with men for apprenticeship in the various trades.</td>
<td>4</td>
<td>3</td>
<td>2</td>
<td>1</td>
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<td>11. Women earning as much as their dates should bear equally the expense when they go out together.</td>
<td>4</td>
<td>3</td>
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<td>1</td>
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<td>12. Sons in a family should be given more encouragement to go to college than daughters.</td>
<td>1</td>
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</table>
13. In general, the father should have greater authority than the mother in the bringing up of children. 
14. Economic and social freedom is worth far more to women than acceptance of the ideal of femininity which has been set up by men. 
15. There are many jobs in which men should be given preference over women in being hired or promoted.

<table>
<thead>
<tr>
<th>Question</th>
<th>Agree</th>
<th>Agree</th>
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<td>Strongly</td>
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<td>15.</td>
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</table>

Directions for scoring the scale: Add up the numbers you circled for each of the fifteen questions above. This is your score on the Attitudes Toward Women Scale.

REFERENCE

ATTITUDES

I. Definition of Attitude

II. Components of Attitudes
   A. Cognitive (Beliefs)
   B. Affective (Emotions)
   C. Behavioral (Behaviors or Behavioral Intentions)
   D. The Theory of Reasoned Action -- Martin Fishbein and Izek Ajzen
      1. Attitude
      2. Subjective Norm
      3. Behavioral Intention
      4. Behavior
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      4. Behavioral Intention
      5. Behavior

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   B. Need Satisfaction or Utilitarian
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      1. Integrative Complexity -- Philip Tetlock

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            Janet Spence and Robert Helmreich

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   1. Must Be Unobtrusive

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A. Elitist View of Public Opinion -- Philip Converse
   1. Use of Ideological Concepts
   2. Relationships Between Beliefs About Specific Issues
   3. Importance of Groups in Belief Systems
   4. Stability of Beliefs over Time
   5. Every Issue Has Its Own Public

B. Mass Politics View of Public Opinion -- Robert Lane and others
   1. Other Ideological Dimensions -- Populist Ideology
   2. Consistency Within Single Individuals
   3. Parties Rather Than Issues
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IX. Trends in American Attitudes and Public Opinions

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      d. One-Sided Messages vs. Two-Sided Messages
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D. Cognitive Dissonance Theory --
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      d. Applications of Cognitive Dissonance Theory
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   C. Covariation Model of Attributions -- Harold H. Kelley
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         c. Circumstance
   D. Causal Schema Model of Attributions -- Harold H. Kelley
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   E. Correspondent Inference Theory -- Edward E. Jones and Keith Davis
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      2. Factors Which Influence Correspondent Inferences
         a. Common Effects and Noncommon Effects
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         c. Expectancies
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   F. Comparison of the Kelley and Jones & Davis Models
   G. Dimensions of Attributions -- Bernard Weiner
      1. Locus of Causality
      2. Controllability
      3. Stability
      4. Attributions in Achievement Settings
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      1. The Fundamental Attribution Error
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   C. Gestures
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      2. Emblems
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      3. Social Distance
      4. Public Distance
      5. Sex Differences in Interpersonal Distance
   F. Sex Differences in Nonverbal Abilities
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   B. Robert Rosenthal and Lenore Jacobson's Study
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   B. Foot-In-The-Door Technique
      1. Research on the Foot-In-The-Door Technique --
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      3. Self-Presentation Effect
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   E. Low-Ball Technique
   F. Lure Technique
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   C. Legitimate Power
   D. Referent Power
   E. Expert Power
   F. Information Power

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      3. Reasons for Conformity in Asch's Study
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         b. Distortion of Judgement
         c. Distortion of Action
   C. Psychological Reasons For Conformity
      1. Informational Social Influence
      2. Normative Social Influence
   D. Independence; Anticonformity

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   A. Definition of Obedience
   B. Stanley Milgram's Study
      1. Extent of Obedience
      2. Importance of Experimenter-Subject and Subject-Victim
         Distances In Producing Obedience
      3. Legitimate Authority
      4. Ethics of Milgram's Study
      5. Recent Partial Replication of Milgram's Study
      6. Social Implications of Milgram's Study
DIRECTIONS: Think about the person of the other sex toward whom you are romantically inclined. This may be a dating partner, spouse, lover or other significant other. (If you are gay or lesbian, think of your same sex significant other.) If no one fits this description, think about your last relationship during its peak. Please circle the extent to which each of the following questions are true in reference to this romantic other.

1. In my opinion, ___ is an exceptionally mature person.
   
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<tr>
<td>Not at all true;</td>
<td>Moderately true;</td>
<td>Definitely true;</td>
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<td>disagree completely</td>
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2. It would be hard for me to get along without ____.
   
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3. If ____ were feeling bad, my first duty would be to cheer him/her up.
   
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4. ____ is one of the most likable people I know.
   
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5. I think that ____ is unusually well-adjusted.
   
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6. When I am with ____ , I spend a good deal of time just looking at him/her.
   
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</table>
7. I feel that I can confide in _____ about virtually everything.

1 2 3 4 5 6 7 8 9
Not at all true; Moderately true; Definitely true;
disagree completely agree to some extent agree completely

8. One of my primary concerns is _____'s welfare.

1 2 3 4 5 6 7 8 9
Not at all true; Moderately true; Definitely true;
disagree completely agree to some extent agree completely

9. I think that _____ and I are quite similar to one another.

1 2 3 4 5 6 7 8 9
Not at all true; Moderately true; Definitely true;
disagree completely agree to some extent agree completely

10. I feel that _____ is an extremely intelligent person.

1 2 3 4 5 6 7 8 9
Not at all true; Moderately true; Definitely true;
disagree completely agree to some extent agree completely

11. Most people would react favorably to _____ after a brief acquaintance.

1 2 3 4 5 6 7 8 9
Not at all true; Moderately true; Definitely true;
disagree completely agree to some extent agree completely

12. I feel very possessive toward _____.

1 2 3 4 5 6 7 8 9
Not at all true; Moderately true; Definitely true;
disagree completely agree to some extent agree completely

13. If I were lonely, my first thought would be to seek _____ out.

1 2 3 4 5 6 7 8 9
Not at all true; Moderately true; Definitely true;
disagree completely agree to some extent agree completely
14. When I am with _____, we almost always are in the same mood.

   1  2  3  4  5  6  7  8  9
Not at all true; Except for the situations that arise where
disagree completely    we can't control our moods,

15. I would do almost anything for _____.

   1  2  3  4  5  6  7  8  9
Not at all true; I would certainly not do
disagree completely    anything I can do for

16. I have great confidence in _____'s good judgement.

   1  2  3  4  5  6  7  8  9
Not at all true; I have no confidence
disagree completely    at all in her judgement.

17. I feel responsible for _____'s well-being.

   1  2  3  4  5  6  7  8  9
Not at all true; It is not my concern
disagree completely    at all.

18. _____ is the sort of person whom I myself would like to be.

   1  2  3  4  5  6  7  8  9
Not at all true; I am nothing like her
disagree completely    at all.

19. If I could never be with _____, I would feel miserable.

   1  2  3  4  5  6  7  8  9
Not at all true; I would not
disagree completely    be so miserable.

20. I would forgive _____ for practically anything.

   1  2  3  4  5  6  7  8  9
Not at all true; I would not
disagree completely    forgive anyone for anything.

21. I would highly recommend _____ for a responsible job.

1 2 3 4 5 6 7 8 9
Not at all true; Moderately true; Definitely true;
disagree completely agree to some extent agree completely

22. I think that _____ is one of those people who quickly wins respect.

1 2 3 4 5 6 7 8 9
Not at all true; Moderately true; Definitely true;
disagree completely agree to some extent agree completely

23. I would vote for _____ in a class or group election.

1 2 3 4 5 6 7 8 9
Not at all true; Moderately true; Definitely true;
disagree completely agree to some extent agree completely

24. I would greatly enjoy being confided in by _____.

1 2 3 4 5 6 7 8 9
Not at all true; Moderately true; Definitely true;
disagree completely agree to some extent agree completely

25. I find it easy to ignore _____’s faults.

1 2 3 4 5 6 7 8 9
Not at all true; Moderately true; Definitely true;
disagree completely agree to some extent agree completely

26. It seems to me that it is very easy for _____ to gain admiration.

1 2 3 4 5 6 7 8 9
Not at all true; Moderately true; Definitely true;
disagree completely agree to some extent agree completely
DIRECTIONS: Think about a close friend of the same sex as you. This should be your same sex "best friend" or other person you know very well. (If you are gay or lesbian, this should be a non-romantic friend.) Please circle the extent to which each of the following questions are true in reference to this close friend.

1. In my opinion, _____ is an exceptionally mature person.

   1 2 3 4 5 6 7 8 9
   Not at all true; Moderately true; Definitely true;
disagree completely agree to some extent agree completely

2. It would be hard for me to get along without _____.

   1 2 3 4 5 6 7 8 9
   Not at all true; Moderately true; Definitely true;
disagree completely agree to some extent agree completely

3. If _____ were feeling bad, my first duty would be to cheer him/her up.

   1 2 3 4 5 6 7 8 9
   Not at all true; Moderately true; Definitely true;
disagree completely agree to some extent agree completely

4. _____ is one of the most likable people I know.

   1 2 3 4 5 6 7 8 9
   Not at all true; Moderately true; Definitely true;
disagree completely agree to some extent agree completely

5. I think that _____ is unusually well-adjusted.

   1 2 3 4 5 6 7 8 9
   Not at all true; Moderately true; Definitely true;
disagree completely agree to some extent agree completely

6. When I am with _____, I spend a good deal of time just looking at him/her.

   1 2 3 4 5 6 7 8 9
   Not at all true; Moderately true; Definitely true;
disagree completely agree to some extent agree completely
7. I feel that I can confide in ____ about virtually everything.

   1  2  3  4  5  6  7  8  9
   Not at all true; Moderately true; Definitely true;
disagree completely agree to some extent agree completely

8. One of my primary concerns is ____'s welfare.

   1  2  3  4  5  6  7  8  9
   Not at all true; Moderately true; Definitely true;
disagree completely agree to some extent agree completely

9. I think that ____ and I are quite similar to one another.

   1  2  3  4  5  6  7  8  9
   Not at all true; Moderately true; Definitely true;
disagree completely agree to some extent agree completely

10. I feel that ____ is an extremely intelligent person.

    1  2  3  4  5  6  7  8  9
    Not at all true; Moderately true; Definitely true;
disagree completely agree to some extent agree completely

11. Most people would react favorably to ____ after a brief acquaintance.

    1  2  3  4  5  6  7  8  9
    Not at all true; Moderately true; Definitely true;
disagree completely agree to some extent agree completely

12. I feel very possessive toward ____.

    1  2  3  4  5  6  7  8  9
    Not at all true; Moderately true; Definitely true;
disagree completely agree to some extent agree completely

13. If I were lonely, my first thought would be to seek ____ out.

    1  2  3  4  5  6  7  8  9
    Not at all true; Moderately true; Definitely true;
disagree completely agree to some extent agree completely
14. When I am with _____, we almost always are in the same mood.

1 2 3 4 5 6 7 8 9
Not at all true; Moderately true; Definitely true;
disagree completely agree to some extent agree completely

15. I would do almost anything for _____.

1 2 3 4 5 6 7 8 9
Not at all true; Moderately true; Definitely true;
disagree completely agree to some extent agree completely

16. I have great confidence in _____'s good judgement.

1 2 3 4 5 6 7 8 9
Not at all true; Moderately true; Definitely true;
disagree completely agree to some extent agree completely

17. I feel responsible for _____'s well-being.

1 2 3 4 5 6 7 8 9
Not at all true; Moderately true; Definitely true;
disagree completely agree to some extent agree completely

18. _____ is the sort of person whom I myself would like to be.

1 2 3 4 5 6 7 8 9
Not at all true; Moderately true; Definitely true;
disagree completely agree to some extent agree completely

19. If I could never be with _____, I would feel miserable.

1 2 3 4 5 6 7 8 9
Not at all true; Moderately true; Definitely true;
disagree completely agree to some extent agree completely

20. I would forgive _____ for practically anything.

1 2 3 4 5 6 7 8 9
Not at all true; Moderately true; Definitely true;
disagree completely agree to some extent agree completely
21. I would highly recommend _____ for a responsible job.

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22. I think that _____ is one of those people who quickly wins respect.

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23. I would vote for _____ in a class or group election.

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24. I would greatly enjoy being confided in by _____.

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25. I find it easy to ignore _____'s faults.

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26. It seems to me that it is very easy for _____ to gain admiration.

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Directions for Scoring Rubin's Liking and Loving Scales

Take the questionnaire you filled out in reference to your boyfriend/girlfriend, spouse, lover, etc. Add questions 2, 3, 6, 7, 8, 12, 13, 15, 17, 19, 20, 24, and 25 together.

This is your love score for your intimate other.

Now, from the same questionnaire, add together questions 1, 4, 5, 9, 10, 11, 14, 16, 18, 21, 22, 23, and 26.

This is your liking score for your intimate other.

Now repeat this procedure for the questionnaire you filled out in reference to your close same sex friend. From this questionnaire add together questions 2, 3, 6, 7, 8, 12, 13, 15, 17, 19, 20, 24, and 25.

This is your love score for your close friend.

Finally, from the friend questionnaire, add together questions 1, 4, 5, 9, 10, 11, 14, 16, 18, 21, 22, 23, and 26.

This is your liking score for your close friend.

REFERENCES


AFFILIATION, ATTRACTION, AND LOVE

I. Loneliness
   A. Definition of Loneliness
   B. Emotional Loneliness
   C. Social Loneliness
   D. Trait Loneliness
   E. State Loneliness
   F. Loneliness At College
   G. Age and Loneliness

II. Affiliation
   A. Stanley Schachter's Experiments
   B. Social Comparison Theory
   C. Social Support

III. Personal Attraction
   A. Factors In Determining Attraction
      1. Proximity or Propinquity
      2. Similarity
         a. Similarity vs. Complementarity
      3. Physical Attractiveness
      4. Familiarity
      5. Reciprocity
      6. Competence
   B. Theories Of Attraction
      1. Reinforcement-Affect Theory
      2. Balance Theory

IV. Love and Friendship
   A. Elements of Friendship
      1. Enjoyment
      2. Acceptance
      3. Trust
      4. Respect
      5. Confiding
      6. Understanding
      7. Spontaneity
   B. Elements of Love
      1. Passion
         a. Fascination
         b. Exclusiveness
         c. Sexual Desire
      2. Caring
         a. Giving The Utmost
         b. Being A Champion Advocate
   C. Measurement of Friendship and Love -- Zick Rubin
      1. Liking and Loving Scales
      2. Research Findings
IV. Love and Friendship, continued

D. Categories of Love
1. Ellen Berscheid and Elaine Hatfield Walster
   a. Passionate Love
   b. Companionate Love
2. "The Colors of Love" -- John Alan Lee
   a. Eros -- Passionate Love
   b. Ludus -- Game-Playing Love
   c. Storge -- Friendship Love
   d. Mania -- Possessive Love
   e. Agape -- Altruistic Love
   f. Pragma -- Pragmatic Love
3. Sex Differences in Love Types
4. Changes In Love During A Relationship

E. Triangular Theory of Love -- Robert J. Sternberg
1. Intimacy
2. Passion
3. Commitment
4. Properties of Intimacy, Passion, and Commitment
5. Types of Relationships
   a. Nonlove
   b. Liking
   c. Infatuation
   d. Empty Love
   e. Romantic Love
   f. Fatuous Love
   g. Companionate Love
   h. Consummate Love
6. Love Triangles in Relationships

F. The Evaluation of Relationships
1. Social Comparison Theory
2. Social Exchange Theory
   a. Comparison Level
   b. Comparison Level For Alternatives
3. Equity Theory
   a. Contributions
   b. Outcomes
This page will be distributed in class as a handout.
IV. Love and Friendship Relationships, continued

G. Breakups -- Charles Hill, Zick Rubin, and Anne Peplau
1. Love Scores
2. Sex and Cohabitation
3. Similarity
4. Need For Power
5. Calendar
6. Initiators of Breakup
   a. Sex of Initiator
   b. Self-Serving Bias in Perceptions of Breakup
   c. Involvement in the Relationship
      i. Sex Differences
7. Friendship After Breakup
8. 15-Year Follow-Up Study
   a. Basic Findings
   b. Gender-Role Attitudes
9. Romanticism
10. Emotional Consequences
11. Reasons For Sex Differences
    a. Simple Economics
    b. Interpersonal Sensitivity
    c. Macho
SEX AND GENDER

I. Overview of Sex and Gender
   A. Sex vs. Gender
   B. Physiological Determinants of Sex
   C. Gender Identity

II. Patterns of Sexual Behavior
   A. Surveys By Alfred Kinsey, Morton Hunt, NORC Group
   B. Sexuality In Children
   C. Masturbation
      1. Frequency of Masturbation
      2. Historical Attitudes Toward Masturbation
         a. The "Cereal Barons"
   D. Petting
      1. Incidence of Petting
   E. Premarital Intercourse
      1. Incidence of Premarital Intercourse
      2. Attitudes Toward Premarital Sex
         a. The Sexual Double Standard
         b. The Boston Couples Study --
            Anne Peplau, Zick Rubin, Charles Hill
            i. Traditional Pattern
            ii. Moderate Pattern
            iii. Liberated Pattern
            iv. Importance of the Woman in Determining Activity
      3. Types of Premarital Sexual Experience
         a. Inexperienced Virgins
         b. Adamant Virgins
         c. Potential Nonvirgins
         d. Engaged Nonvirgins
         e. Liberated Nonvirgins
         f. Confused Nonvirgins
   F. Nonmarital Cohabitation
      1. Incidence of Nonmarital Cohabitation
      2. Characteristics of Cohabiting Couples
   G. Extramarital Sex
      1. Incidence of Extramarital Sex
      2. Patterns of Extramarital Sex
   H. Homosexuality
      1. Incidence of Homosexuality
      2. Homosexual Lifestyles
         a. Close Couples
         b. Open Couples
         c. Functionals
         d. Dysfunctionals
         e. Asexuals
      3. Psychological Adjustment of Homosexuals
   I. Marital Sex
      1. Incidence of Marital Sex
      2. Patterns of Marital Sex
BEM SEX-ROLE INVENTORY

Please indicate how well each of the following items describe yourself:

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<td>2. Yielding</td>
<td>1 2 3 4 5 6 7</td>
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<td>3. Helpful</td>
<td>1 2 3 4 5 6 7</td>
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<tr>
<td>4. Defends own beliefs</td>
<td>1 2 3 4 5 6 7</td>
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<td>5. Cheerful</td>
<td>1 2 3 4 5 6 7</td>
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<td>6. Moody</td>
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<td>7. Independent</td>
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<td>8. Shy</td>
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<td>9. Conscientious</td>
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<td>10. Athletic</td>
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<td>11. Affectionate</td>
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<td>14. Flatterable</td>
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<td>15. Happy</td>
<td>1 2 3 4 5 6 7</td>
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<td>16. Strong personality</td>
<td>1 2 3 4 5 6 7</td>
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<td>17. Loyal</td>
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<td>21. Reliable</td>
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<td>25. Has leadership abilities</td>
<td>1 2 3 4 5 6 7</td>
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<td>26. Sensitive to the needs of others</td>
<td>1 2 3 4 5 6 7</td>
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<td>27. Truthful</td>
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### BEM Sex-Role Inventory, page 2

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<td>53. Does not use harsh language</td>
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<td>54. Unsystematic</td>
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<td>55. Competitive</td>
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</tbody>
</table>
56. Loves children
57. Tactful
58. Ambitious
59. Gentle
60. Conventional

<table>
<thead>
<tr>
<th>Item</th>
<th>Never or almost never true</th>
<th>Almost or almost always true</th>
</tr>
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<tbody>
<tr>
<td>56.</td>
<td>1  2  3  4  5  6  7</td>
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<td>57.</td>
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<td>1  2  3  4  5  6  7</td>
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<td>60.</td>
<td>7  6  5  4  3  2  1</td>
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</table>

Directions for scoring the BSRI:

Add up the numbers you circled for items 1, 4, 7, 10, 13, 16, 19, 22, 25, 28, 31, 34, 37, 40, 43, 46, 49, 52, 55, and 58. This is your score on the Masculinity scale.

Add up the numbers you circled for items 2, 5, 8, 11, 14, 17, 20, 23, 26, 29, 32, 35, 38, 41, 44, 47, 50, 53, 56, and 59. This is your score on the Femininity scale.

Add up the numbers you circled for items 3, 6, 9, 12, 15, 18, 21, 24, 27, 30, 33, 36, 39, 42, 45, 48, 51, 54, 57, and 60. This is your score on the Social Desirability scale.

If you scored 98 or more on the masculinity scale and 96 or more on the femininity scale, you are androgynous by the criteria of Sandra Bem (1977).

If you scored 96 or more on the femininity scale but 97 or less on the masculinity scale, you are feminine-typed.

If you scored 98 or more on the masculinity scale but 95 or less on the femininity scale, you are masculine-typed.

If you scored 97 or less on the masculinity scale and 95 or less on the femininity scale, you are undifferentiated.

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   1. Men are Instrumental or Agentic
   2. Women are Expressive or Communal
   3. Sex Differences in Gender Traits --
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      a. Size and Origins of Sex Differences
      b. Aggression in Boys
      c. Visual/Spatial Abilities in Boys
      d. Mathematical Abilities in Boys
      e. Verbal Abilities in Girls
   4. Breadwinners and Homemakers
   5. Sexist Practices
   6. Evaluation Bias

B. Stereotypes and Negative Impacts on Women --
   Jean Lipman-Blumen's Nine "Control Myths"

C. Differential Impacts on Men and Women

D. Themes In The Male Gender Role -- Robert Brannon, James A. Doyle
   1. No Sissy Stuff; The Anitfeminine Element
   2. The Big Wheel; The Success Element
   3. The Sturdy Oak; The Self-Reliant Element
   4. Give 'Em Hell; The Aggressive Element
   5. The Sexual Element
   6. Evaluation of the Male Gender Role

E. Negative Impacts on Men -- Joseph Pleck
   1. The Male Sex Role Identity (MSRI) Paradigm
   2. The Sex Role Strain (SRS) Paradigm

F. Gender Stereotypes in Psychotherapy -- The Broverman Study

G. Androgyny -- Sandra Bem
   1. Incidence of Sex-Typing and Androgyny
   2. Advantages of Androgyny
   3. Criticisms of Androgyny

H. Gender Roles In The Work Setting
   1. The Sex Role Spillover Model -- Barbara Gutek

I. Gender Roles in Intimate Relationships
   1. Courtship
   2. The "Norm of Male Superiority"
   3. Marriage
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      b. Modern
         i. Patterns of Employment and Household Labor
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   B. Theories of Aggression
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      2. Freud
      3. Learning Theory
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         b. Observational Learning or Modeling
            i. Albert Bandura's Research
            ii. Catharsis vs. Modeling
            iii. Aggression on TV and in the Movies
            iv. Pornography
   C. Factors Which Promote Aggression
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      2. Discriminative Stimuli
      3. Attack
      4. Alcohol
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      6. Deindividuation
      7. Arousal-Labeling Theory
   D. Situations Where Aggression Occurs
      1. Families
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         c. Relative Deprivation
            i. Egoistic Deprivation
            ii. Fraternal Deprivation
II. Bystander Apathy and Bystander Intervention
   A. The Kitty Genovese Case
   B. Conditions For Bystander Intervention
      1. Notice Emergency
      2. Define Situation As An Emergency
      3. Taking Responsibility
      4. Action

III. Prosocial Behavior and Altruism
   A. Definition of Prosocial Behavior
   B. Definition of Altruism
   C. Does Altruism Really Exist?
   D. Theories of Prosocial Behavior
      1. Evolutionary Psychology (Sociobiology)
         a. Kin Selection
      2. Freud
      3. Learning Theory
   E. Norms For Prosocial Behavior
      1. Norm of Reciprocity
      2. Norm of Social Responsibility
      3. Norms of Social Justice
         a. Equality
         b. Relative Need
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I. Definition of Groups

II. Group Socialization
   A. Processes in Group Socialization
      1. Evaluation
      2. Commitment
      3. Role Transitions
   B. Stages of Group Socialization -- Richard Moreland and John Levine
      1. Investigation
      2. Entry
      3. Socialization
      4. Acceptance
      5. Maintenance
      6. Divergence
      7. Resocialization
      8. Exit
      9. Remembrance

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   B. Basic Types of Leadership
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      2. Socioemotional Leadership, Relationship Leadership, Consideration, or Expressive Leadership
   C. Contingency Model of Leadership -- Fred Fiedler
      1. Situation Factors
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         b. Task Structure
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            ii. Solution Specificity
            iii. Decision Verifiability
         c. Position Power
      2. Situational Control and Leader Effectiveness
      3. Criticisms of Fiedler's Theory
         a. Operational Definition of Situational Control
         b. Least Preferred Co-Worker (LPC) Scale
III. Leadership, continued

D. Decision Making by Leaders -- Victor Vroom and Phillip Yetton
   1. Autocratic I (AI)
   2. Autocratic II (AII)
   3. Consultation I (CI)
   4. Consultation II (CII)
   5. Group II (GII)

E. Bases of Social Power -- John French and Bertram Raven
   1. Rewards
   2. Coercion
   3. Legitimate Authority
   4. Referent Power
   5. Expertise
   6. Information

F. Communication Networks
   1. Types of Networks
      a. Wheel
      b. Chain
      c. Y
      d. Circle
      e. Comcon
   2. Network Patterns and Leadership
   3. Group Members' Satisfaction and Morale
   4. Task Efficiency

G. Models of Societal Leadership
   1. The “Great Person” Theory
   2. The Theory of Social Determinism or Zeitgeist

IV. Group Processes

A. Effects of The Mere Presence of Others
   1. Social Facilitation
   2. Social Inhibition
   3. Social Loafing

B. Group Polarization
   1. The Risky Shift Phenomenon
   2. Reasons for Group Polarization
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      b. Informational Influence; Persuasive Arguments
      c. Group Identification or Social Influence

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   B. Causes of Group Differences
   C. Ingroups and Outgroups
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      4. Reward Structures
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      2. Stereotypes
      3. Reasons For Prejudice
         a. Conflict or Competition Over Scarce Resources
         b. Historical Factors
         c. Socio-Economic Factors
         d. Learning
         e. Authoritarian Personality -- Theodor W. Adorno
            i. Nature of Authoritarian Personality
            ii. The F-Scale
            iii. Findings on Authoritarianism
            iv. Criticisms of Authoritarianism Research
               a. Based on Psychoanalytic Theory
               b. Assumption of Stable Personality Traits
               c. Response Bias on F-Scale
   G. Eliminating Prejudice and Group Conflict
      1. Equal Status Inter-Group Contact
      2. The "Robber's Cave" Study -- Muzafar Sherif
         a. Cooperation To Achieve Superordinate Goals
      3. Jigsaw Classrooms -- Elliot Aronson
         a. The Jigsaw Technique
         b. Results of Research on Jigsaw Classrooms
            i. Liking of Classmates
            ii. Self-Esteem
            iii. Cooperation
            iv. Academic Performance
            v. Liking of School
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A. Groupthink -- Irving Janis
   1. Historical Examples of Groupthink
   2. The Groupthink Phenomenon
      a. Antecedent Conditions
         i. Cohesive Decision-Making Group
         ii. Structural Faults of the Organization
         iii. Provocative Situational Context
      b. Concurrence-Seeking -- The Groupthink Tendency
      c. Observable Consequences
         i. Symptoms of Groupthink
         ii. Symptoms of Defective Decision-Making
         iii. Low Probability of Successful Outcome
      d. Preventing Groupthink

B. Brainstorming

A flow-chart of the Groupthink process will be distributed in class as a handout.
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I. Overview of Organizations
   A. Definition of Organizations
   B. Units of Analysis
      1. Individuals
      2. Groups
      3. Tasks and Technology
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II. Organizations as Open Systems -- Daniel Katz and Robert Kahn
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   D. External Environment
   E. Cyclic Character of the Transformation
   F. Negative Entropy
   G. Information Control Mechanisms
   H. Steady State Behavior
   I. Role Differentiation
   J. Integration and Coordination
   K. Equifinality
   L. Boundary of Systems
   M. Levels of Analysis of Systems
      1. Subsystems
      2. Supersystems

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   A. Resource Acquisition
   B. Production
   C. Output
   D. Efficiency
   E. Rational Coordination
   F. Renewal and Adaptation
   G. Conformity
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IV. Generic Subsystems of Organizations -- Daniel Katz and Robert Kahn
   A. Productive or Technical Subsystem
   B. Supportive Subsystem
   C. Maintenance Subsystem
   D. Adaptive Subsystem
   E. Managerial or Political Subsystem
   F. Organizations as Generic Subsystems of the Overall Social System

V. Organizational Structure
   A. Organizational Hierarchy
      1. Centralization
      2. Formalization
      3. Specialization or Division Of Labor
      4. Steepness of Hierarchy -- Tall vs. Flat Hierarchies
   B. Size
   C. Technology
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   A. Definition of Role
   B. Organizations as Role Systems
      1. Role Senders
      2. Focal Persons
      3. Boundary Roles

A flow-chart of Organizations as Role Systems will be distributed in class as a handout.

C. Role Conflict
   1. Inter-Sender Conflict
   2. Intra-Sender Conflict
   3. Inter-Role Conflict
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   5. Role Overload
   6. Role Ambiguity

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VII. Job Satisfaction
   A. The Work Itself
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   C. Seating Arrangements at a Table -- Robert Sommer
      1. Conversing
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      3. Cultural Differences

III. Architecture
   A. Proximity and Attraction
   B. Housing Designs and Interaction Possibilities
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      1. Studies of Dorm Design
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   B. Levels of Privacy in Different Environments
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      2. Semipublic Spaces
      3. Semiprivate Spaces
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   A. Types of Territories -- Irwin Altman
      1. Primary Territories
      2. Secondary Territories
      3. Public Territories
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   C. Crowding and Location
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   B. The History of Applied Social Psychology
      1. Action Research -- Kurt Lewin

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      2. Life Changes as Stress
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      2. Capital Punishment
   B. The Trial Process
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         b. Primacy Effect
         c. Following Through During the Trial
      2. Eyewitness Testimony

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      2. Normative-Reeducative Strategy
      3. Power-Coercive Strategy
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