Unit 9: Social Psychology

Content Area: **Social Studies**
Course(s): **AP Psychology**
Time Period: **April**
Length: **10 blocks**
Status: **Published**

Group dynamics, conformity, compliance, and obedience

Students will examine how humans interact in groups and social situations, as well as how others can affect an individual's behavior and mental processes.

Enduring Understandings

- Attribution theory can explain motives.
- Social and cultural categories influence self-concept and relations with others.
- Self-fulfilling prophecies impact behavior.
- Attitudes form and change leading to persuasion strategies and cognitive dissonance.
- Individuals respond to expectations of others, including groupthink, conformity, and obedience to authority.
- Psychologists can predict the impact of the presence of others on individual behavior.
- Different processes contribute to differential treatment of group members.
- Social variables contribute to altruism and aggression, as well as attraction.

Essential Questions

1. How do people explain (or attribute) the behavior of others?
2. What impact do these attributions have on individuals and society as a whole?
3. How are individuals affected by groups?
4. Under what conditions do people obey, conform, make friendships, find love, and help others?
5. How do attitudes and actions influence individual and group behavior?
6. How do psychologists define culture? What influence does culture have on individuals and groups?

Content

Topics will include:

- How social and cultural categories like gender and race can impact self-concept and behavior
- The factors that lead people to form and change attitudes
- Group dynamics, including conformity, compliance, and obedience to authority
- Types of behavior caused by the presence of others
- Bias, prejudice, and discrimination

- Altruism and aggression
- Variables that contribute to attraction

Vocabulary

Attribution theory, fundamental attribution error, attitude, central route to persuasion, peripheral route to persuasion, foot-in-the-door persuasion, door-in-the-face persuasion, lowballing, reciprocal determinism, role, cognitive dissonance, normative social influence, informational social influence, social facilitation, socialAttribution theory, fundamental attribution error, attitude, central route to persuasion, peripheral route to persuasion, foot-in-the-door persuasion, door-in-the-face persuasion, lowballing, reciprocal determinism, role, cognitive dissonance, normative social influence, informational social influence, social facilitation, social inhibition, social loafing, deindividuation, group polarization, groupthink, prejudice, stereotype threat, discrimination, in-group, out-group, bias, scapegoat theory, just-world phenomenon, frustration-aggression principle, mere exposure effect, passionate love, companionate love, empty love, equity, self-disclosure, altruism, bystander effect, social exchange theory, reciprocity norm, conflict, social trap, superordinate goals, GRIT

Important People

Phillip Zimbardo, Solomon Asch, Stanley Milgram, Kitty Genovese, Albert Bandura, Leon Festinger

Student Expectations

I. Social Psychology

AP students in psychology will be able to:

- Apply attribution theory to explain motives (e.g., fundamental attribution error, self-serving bias).
- Describe the structure and function of different kinds of group behavior (e.g., deindividuation, group polarization).
- Explain how individuals respond to expectations of others, including groupthink, conformity, and obedience to authority.
- Discuss attitudes and how they change (e.g., central route to persuasion).
- Predict the impact of the presence of others on individual behavior (e.g., bystander effect, social facilitation).
- Describe processes that contribute to differential treatment of group members (e.g., in-group/out-

group dynamics, ethnocentrism, prejudice).

- Articulate the impact of social and cultural categories (e.g., gender, race, ethnicity) on self-concept and relations with others.
- Anticipate the impact of behavior on a self-fulfilling prophecy.
- Describe the variables that contribute to altruism, aggression, and attraction.
- Discuss attitude formation and change, including persuasion strategies and cognitive dissonance.
- Identify important figures in social psychology (e.g., Solomon Asch, Leon Festinger, Stanley Milgram, Philip Zimbardo).

Standards

LA.RI.9-10.2	Determine a central idea of a text and analyze how it is developed and refined by specific details; provide an objective summary of the text.
LA.RI.9-10.8	Describe and evaluate the argument and specific claims in a text, assessing whether the reasoning is valid and the evidence is relevant and sufficient; identify false statements and reasoning.
LA.RI.9-10.9	Analyze and reflect on (e.g., practical knowledge, historical/cultural context, and background knowledge) documents of historical and literary significance, (e.g., Washington's Farewell Address the Gettysburg Address, Roosevelt's Four Freedoms speech, King's "Letter from Birmingham Jail", Declaration of the Rights of Man and Citizen, U.N. Universal Declaration of Human Rights, etc.), including how they relate in terms of themes and significant concepts.
LA.W.9-10	Writing
	Research to Build and Present Knowledge
LA.W.9-10.9	Draw evidence from literary or nonfiction informational texts to support analysis, reflection, and research.
LA.W.9-10.9.B	Apply grades 9–10 Reading standards to nonfiction informational (e.g., "Delineate and evaluate the argument and specific claims in a text, assessing whether the reasoning is valid and the evidence is relevant and sufficient; identify false statements and fallacious reasoning").
SCI.9-12.SC	Sociocultural Context
SCI.9-12.SC.1	Social Interactions
SCI.9-12.SC.1.1	Social cognition
SCI.9-12.SC.1.1.1	Describe attributional explanations of behavior
SCI.9-12.SC.1.1.2	Describe the relationship between attitudes (implicit and explicit) and behavior
SCI.9-12.SC.1.1.3	Identify persuasive methods used to change attitudes
SCI.9-12.SC.1.2	Social influence
SCI.9-12.SC.1.2.1	Describe the power of the situation

SCI.9-12.SC.1.2.2	Describe effects of others' presence on individuals' behavior
SCI.9-12.SC.1.2.3	Describe how group dynamics influence behavior
SCI.9-12.SC.1.2.4	Discuss how an individual influences group behavior
SCI.9-12.SC.1.3	Social relations
SCI.9-12.SC.1.3.1	Discuss the nature and effects of stereotyping, prejudice, and discrimination
SCI.9-12.SC.1.3.2	Describe determinants of prosocial behavior
SCI.9-12.SC.1.3.3	Discuss influences upon aggression and conflict
SCI.9-12.SC.1.3.4	Discuss factors influencing attraction and relationships
SCI.9-12.SC.2	Sociocultural Diversity
SCI.9-12.SC.2.1	Social and cultural diversity
SCI.9-12.SC.2.1.1	Define culture and diversity
SCI.9-12.SC.2.1.2	Identify how cultures change over time and vary within nations and internationally
SCI.9-12.SC.2.1.3	Discuss the relationship between culture and conceptions of self and identity
SCI.9-12.SC.2.1.4	Discuss psychological research examining race and ethnicity
SCI.9-12.SC.2.1.5	Discuss psychological research examining socioeconomic status
SCI.9-12.SC.2.1.6	Discuss how privilege and social power structures relate to stereotypes, prejudice, and discrimination
SCI.9-12.SC.2.2	Diversity among individuals
SCI.9-12.SC.2.2.1	Discuss psychological research examining gender identity
SCI.9-12.SC.2.2.2	Discuss psychological research examining diversity in sexual orientation
SCI.9-12.SC.2.2.3	Compare and contrast gender identity and sexual orientation
SCI.9-12.SC.2.2.4	Discuss psychological research examining gender similarities and differences and the impact of gender discrimination
SCI.9-12.SC.2.2.5	Discuss the psychological research on gender and how the roles of women and men in societies are perceived
SCI.9-12.SC.2.2.6	Examine how perspectives affect stereotypes and treatment of minority and majority groups in society
SCI.9-12.SC.2.2.7	Discuss psychological research examining differences in individual cognitive and physical abilities