

ADIKAVI NANNAYA UNIVERSITY
CBCS/SEMESTER SYSTEM
IV SEMESTER : B.A / B.Sc. PSYCHOLOGY
(With Effective from the Academic Year 2015-2016)

Social Psychology - II

UNIT I: Social Influence

- A. Forms of social influence: Conformity, compliance and obedience Asch's experiments on conformity; factors affecting conformity; the bases of conformity.
- B. Compliance: Tactics used in compliance; Ingratiation, reciprocity and multiple requests, guilt and compliance. Obedience: Milgrams Studies on destructive obedience, resisting the effects of destructive obedience, modeling as a basis for unintentional social influence.

UNIT II: Prejudice

- A) Prejudice and discrimination- Nature and origin of prejudice,
- B) Techniques of reducing prejudice

UNIT III: Aggression

- A) Definition, determiners of human aggression- social, personal and situational factors
- B) Prevention and control of aggression

UNIT IV: Groups and Individuals

- A) Definition and types of groups
- B) Group functions- roles, status, norms, cohesiveness and conformity
- C) Group and individual performance- social facilitation, social loafing, decision making by groups

UNIT V: Leadership

- A) Definition- traits of a leader, types of leaders- autocratic, democratic and charismatic leaders
- B) Classic studies on leadership, leader behavior- initiating structure and consideration

REFERENCE BOOKS:

1. Myers, David G.(1988). Social Psychology, 2nd Edition, McGraw Hill Book Company.
2. Baron, Robert. A. and Byrne, Donn . Social Psychology, 7th edition, Prentice Hall of India Pvt. Ltd.
3. Lindgren, Henry.C. (1973) .An introduction to Social Psychology, John Wiley & Sons
4. Munn, N.L., (1948). Laboratory Manual in Experimental Psychology , Houghton Mifflin co., New York.
5. Nataraj.P. (1970). A manual of laboratory experiments in psychology, Mysore printing and Publishing House. Mysore

Social Psychology Practicum-II

Conduct any Eight experiments from the following concepts

1. Adjustment Scale-Bell's Adjustment Inventory
2. Test of Values
3. Self concept
4. Emotional maturity / stability
5. The Accuracy of Testimony
6. Intergenerational conflict
7. Family Ideology
8. Decision making styles
9. Styles of leadership behaviour
10. Field work/ Project Work- Observation visit to two NGO's working with disadvantaged people