



Утвърдил:

Декан

Дата

СОФИЙСКИ УНИВЕРСИТЕТ "СВ. КЛИМЕНТ ОХРИДСКИ"

Факултет: Философски

Специалност:

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Магистърска програма General Psychology in English

SYLLABUS

Course:

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Social Cognition

Lecturer: Assoc. Prof. Ludmilla Andreeva, Ph.D.

Учебна заетост	Форма	Хорариум
Аудиторна заетост	Lectures	15
	Seminars	15
Обща аудиторна заетост		
Извънаудиторна заетост	12 weekly quizzes	
	Weekly independent work in Moodle	
	Homework assignments	
Обща извънаудиторна заетост		
ОБЩА ЗАЕТОСТ		
Кредити аудиторна заетост		
Кредити извънаудиторна заетост		
ОБЩО ЕКСТ		

№	Grade formation	% of the final grade
1.	Weekly quizzes and homework assignments	30%
2.	Final Test	70%

Quizzes and tests are graded as follows:

- 85-100% - excellent 6
- 70-84% - very good 5
- 60-69% - good 4
- 50-59% - satisfactory 3
- <49% - fail 2

Information about the Course:

One of the defining features that sets human beings apart from other animals is not only our ability to think, but also our ability to be aware of what we are thinking. A second feature, although shared with some other animal species, is our sociability and the central importance we place on relationships with other people. These features are at the heart of social cognition: the manner in which we interpret, analyze and remember information about the social world. The course will present the three cognitive processes that we apply to our social world: (1) information we receive about other people (and ourselves, for that matter) is interpreted, i.e. the information is given meaning often by both the social context and our previous experience, cultural values, etc. (2) Social information is analyzed, i.e. the initial interpretation

may be adjusted, changed or even rejected. (3) Social information is stored in memory from which it may be recalled or retrieved. Recalling information from memory may require considerable effort; effort that we may not always be willing to make. As “social world” refers both to other people and ourselves, theories and research presented in this course are equally about other people, ourselves, and about ourselves in interaction with other people.

Prerequisites:

None

Aims of the course:

When students finish this course, they will:

- have the knowledge of most of the major themes that have been central to social cognition both historically and currently;
- be able to think more carefully about the complexities of social cognition and social experience;
- be able to critically engage with the issues social cognition deals with
- be able to evaluate research and theories in the domain of social cognition.
- be able to apply the knowledge and principles of social cognition to their own life and their social world.

Topics

№	Topic:	Хорар нум
1	INTRODUCTION TO SOCIAL COGNITION What is social cognition? Social cognition and social psychology. Social cognition and cognitive psychology. Historical perspective. Three principles of social cognition. People as cognitive misers. Spontaneous and deliberative thought. Self-esteem.	1
2	SELF-PERCEPTION AND SELF-CONCEPT Personal factors which influence the self-concept. Focusing on self-awareness. Gender differences in self-definition. Social factors which influence the self-concept. Ways to maintain a positive self-concept. The downside of overly positive self-views. Ways people present themselves to others. The positive and the negative sides of self-presentation. Culture influences on self-perception and self-presentation. Ineffective self-presentation and spoiled identities (Embarrassment and saving face; Cooling-out and identity degradation; Stigma).	1
3	SOCIAL SCHEMAS AND IMPRESSION FORMATION Schemas (Types of schemas; Schematic processing). Person schemas and group stereotypes (Person schemas; Group stereotypes). Impression formation (Trait centrality; First impressions; Impressions as self-fulfilling prophecies; Heuristics).	1
4.	CHOICES AND ACTIONS: THE SELF IN CONTROL What people do and what it means. Freedom of action. Goals, plans, intentions. Self-regulation. Irrationality and self-destruction. Money and decision-making. Gender, sex, and decisions. Delay of gratification. Putting the cultural animal in perspective.	1
5.	SOCIAL PERCEPTION Thinking about why other people do what they do. Types of errors in thinking about other people. Errors when thinking about other people. Forming impressions of people based on nonverbal behavior. Culture influences on social perception.	1
6.	ERRORS AND BIASES Confirmation Bias. Conjunction Fallacy. Illusory Correlation. Base Rate Fallacy. Gambler's Fallacy and the Hot Hand. False Consensus Effect. False Uniqueness Effect. Statistical Regression. Illusion of Control. Magical Thinking. Counterfactual Thinking. Are people really idiots? How Serious Are the Errors? Reducing Cognitive Errors.	2
7.	SOCIAL IDENTITIES AND IMPRESSION MANAGEMENT The self we know (Role identities; Social identities; Research on self-concept formation; The situated self). The self we enact (Identities and behavior; Choosing an identity to enact; Identities as sources of consistency; self-awareness and self-discrepancies). Self-esteem (Assessment of self-esteem; Sources of self-esteem; Self-esteem and behavior; Protecting self-esteem). Tactical impression management (Managing appearances;	2

	Ingratiation; Aligning actions; Altercasting; Impression management online). Detecting deceptive impression management (Ulterior motives; Nonverbal cues of deception).	
8.	ATTRIBUTION THEORY Theories of attribution. Individual differences. Cultural differences. Dispositional versus situational attributions. Inferring dispositions from acts. Covariation model of attribution. Attributions for success and failure. Bias and error in attribution. Overattribution to Dispositions. Focus-of-attention bias. Actor–observer difference. Motivational biases.	1
9.	PREJUDICE AND DISCRIMINATION A social problem. Racism and sexism: old and new. The role of stereotype (The stereotype rebound effect; Stereotypes and expectations). Realistic group conflict (Sherif’s “robber’s cave” experiment). Group membership (The minimal group paradigm; Social identity theory; Self-categorization theory; Outgroup homogeneity). Relative deprivation theory. Individual approaches (The authoritarian personality. Frustration and aggression). Is stereotyping inevitable? Reducing prejudice and discrimination (Setting superordinate goals; The contact hypothesis; Recategorization).	1
10.	DEVIANT BEHAVIOR AND SOCIAL REACTION The violation of norms (Norms; Anomie theory; Control theory; Differential association theory; Routine activities perspective). Reactions to norm violations (Reactions to rule breaking; Determinants of the reaction; Consequences of labeling). Labeling and secondary deviance (Societal reaction; Secondary deviance). Formal social controls (Formal labeling and the creation of deviance; Long-term effects of formal labeling).	1
11.	SOCIAL INFLUENCE AND PERSUASION Two types of social influence. Techniques of social influence. Persuasion. Resisting persuasion.	1
12.	EMOTION AND AFFECT What is emotion? Emotional arousal. Some important emotions. Why do we have emotions? Group differences in emotion. Arousal, attention, and performance. Emotional intelligence (EQ). Affect regulation.	1
13.	CLOSE RELATIONSHIPS: PASSION, INTIMACY, AND SEXUALITY What is love? Different types of relationships. Maintaining relationships. Sexuality.	

Topics, which will be included in the Final Test

№	Topic:
1	INTRODUCTION TO SOCIAL COGNITION
2	SELF-PERCEPTION AND SELF-CONCEPT
3	SOCIAL SCHEMAS AND IMPRESSION FORMATION
4.	CHOICES AND ACTIONS: THE SELF IN CONTROL
5.	SOCIAL PERCEPTION
6.	ERRORS AND BIASES
7.	SOCIAL IDENTITIES AND IMPRESSION MANAGEMENT
8.	ATTRIBUTION THEORY
9.	PREJUDICE AND DISCRIMINATION
10.	DEVIANT BEHAVIOR AND SOCIAL REACTION
11.	SOCIAL INFLUENCE AND PERSUASION
12.	EMOTION AND AFFECT
13.	CLOSE RELATIONSHIPS: PASSION, INTIMACY, AND SEXUALITY

References

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- Aronson, E., Wilson, T. D., & Sommers, S. R. (2019). *Social psychology* (10th ed.). New York, NY : Pearson
- Augoustinos, M., Walker, I, & Donaghue, N. (2014). *Social cognition: An integrated introduction*. SAGE Publications Ltd.
- Brewer, M. & Hewstone, M. (Eds.). (2004). *Social cognition*. Oxford: Blackwell Publishing Ltd.
- Delamater, J. (Ed.). (2006). *Handbook of social psychology* (Chapter 11, pp. 259–283). London: Springer.
- Floyd, K. (2021). *Interpersonal communication* (4th ed.). Boston: McGrawHill.

Hargie, O. D. W. (Ed.) (2018). *Handbook of communication skills* (4th ed.). London: Routledge.
Moskowitz, G. B. (2005). *Social cognition: understanding self and others*. New York: The Guilford Press.
Paul Verhaeghen, Christopher Hertzog (2014). (Eds.). *The Oxford Handbook of Emotion, Social Cognition, and Problem Solving in Adulthood*. Oxford: Oxford University Press.
Pennington, D. C. (2000). *Social Cognition* (Routledge modular psychology). London: Routledge.

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