

# **Social Psychology**

**Duration: 8 Hours**

## **Course Overview:**

This course was designed to be able to connect these concepts to your everyday life. I'm also on call to answer any questions you have as you move through the course.

This course includes helpful thought exercises, outside resources, and quizzes to keep you on track.

## **Course Outline:**

### **Module 1: Introduction and fundamentals**

- Defining Social Psychology
- Thinking Socially
- Difference between social psychology and sociology/individual psychology
- Key research methods in social psychology

### **Module 2: The Self in a Social World**

- Self-concept, self-esteem, and self-awareness
- Social comparison theory
- Impression management and self-presentation
- Schemas & Self-Fulfilling Prophecy
- Accessibility & Priming

### **Module 3: Social Perception & Attribution**

- Heuristics
- How we perceive others
- Attribution theory (dispositional vs. situational)
- Fundamental attribution error and biases
- The Anchoring Heuristic

### **Module 4: Conformity, Compliance, and Obedience**

- Perceptions, Attitudes and Beliefs – How they affect Performance
- Classic studies: Asch, Milgram, Zimbardo
- Why people conform or obey
- Ethical boundaries in influence

### **Module 5: Group Behavior & Decision Making**

- Managing your time vs. managing others
- Social facilitation & inhibition
- Groupthink and group polarization
- Deindividuation and crowd behavior

- Origins of stereotypes
- In-group vs. out-group dynamics
- Implicit bias and microaggressions

### **Module 6: Aggression and Prosocial Behavior**

- Theories of aggression (biological, social learning, frustration-aggression)
- Helping behavior and altruism
- The bystander effect

### **Module 7: Social Psychology in the Workplace**

- Leadership styles and influence
- Social norms and organizational culture
- Motivation and recognition using social principles
- Social dilemmas and trust
- Conflict resolution and negotiation strategies

### **Module 8: Social Psychology and Technology**

- Social media and impression management
- Online group behavior (trolling, cancel culture, anonymity)
- The psychology of likes, shares, and online validation