

SOCIAL PSYCHOLOGY
UN2630X Fall 2026

TIME: Tu. & Th. 2:40-3:55
ROOM: SCHERMERHORN 501

INSTRUCTOR: E. Tory Higgins

OFFICE HOURS: Tuesday & Thursday 4:00 in Office 811, URIS

TEXTBOOK: E. R. Smith & D. M. Mackie & H. M. Claypool
SOCIAL PSYCHOLOGY (4th Edition 2014/2015)
Psychology Press ISBN-10: 1848728948

FINAL EXAM PROJECTED: Thursday, December 17 (12:00-3:00PM)

PART I: PEOPLE AS SCIENTISTS
[ATTRIBUTION; CONSISTENCY]

<u>DATE</u>	<u>READINGS</u>
September 8	<i>INTRODUCTION</i>
September 10	Chpt. 1
September 15	Chpt. 2
September 17	Chpt. 3
September 22	Chpt. 7
September 24	Chpt. 8
September 29	

PART II: PEOPLE AS FAULTY COMPUTERS
[MISATTRIBUTION; SOCIAL COGNITIVE BIASES]

<u>DATE</u>	<u>READINGS</u>
October 1	
October 6	Chpt. 4
October 8	Chpt. 5
October 13	HAND OUT EXERCISE 1
October 15	Chpt. 6
October 20	
October 22	<i>MIDTERM EXAM</i>

PART III: PEOPLE AS CIVILIZED BEINGS
[SOCIALIZATION; NORMS; ROLES; SHARED REALITY]

<u>DATE</u>	<u>READINGS</u>
October 27	Chpt. 9
October 29	Chpt. 10
November 3	ELECTION DAY NO CLASS
November 5	

READINGS

November 10

Chpt. 11

November 12

Chpt. 12

November 17

PART IV:

PEOPLE AS EMOTIONAL SELFISH BEASTS *[ANIMAL PASSION; AROUSAL; FEELINGS]*

DATE

READINGS

November 19

HAND OUT EXERCISE 2

Chpt. 13

November 24

November 26

THANKSGIVING HOLIDAY

December 1

Chpt. 14

December 3

December 8

December 10

LAST CLASS

EXAMS & OUT-OF-CLASS “CRITICAL ANALYSIS” EXERCISES

A. EXAMS

There are two exams—a midterm exam (worth 35% of the final grade) and a final exam (worth 50% of the final grade). Each exam is divided into two parts. The first part (PART A) has multiple-choice questions. The second part (PART B) has an option—to continue with multiple-choice questions or to switch to essay questions.

B. OUT-OF-CLASS EXERCISES

There will be 2 out-of-class “critical analysis” exercises. Each exercise will involve evaluating commercial advertisements in a manner that relates to the lessons of the first half or the second half of the course. Each exercise should take less than three hours. Each exercise will be graded as Fail (if not handed in or completed as instructed), C, B, and A (for exceptional work). The exercises as a whole are worth 15% of the final grade. It is expected that all students will complete and hand in *both* exercises.

From the Faculty Statement on Academic Integrity

The intellectual venture in which we are all engaged requires of faculty and students alike the highest level of personal and academic integrity. As members of an academic community, each one of us bears the responsibility to participate in scholarly discourse and research in a manner characterized by intellectual honesty and scholarly integrity. In practical terms, this means that, as students, you must be responsible for the full citations of others' ideas in all of your research papers and projects; you must be scrupulously honest when taking your examinations; you must always submit your own work and not that of another student, scholar, or internet agent.

Columbia College Honor Code

The Columbia College Student Council, on behalf of the whole student body, has resolved that maintaining academic integrity is the preserve of all members of our intellectual community – including and especially students.

As a consequence, all Columbia College students will now make the following pledge:

We, the undergraduate students of Columbia University, hereby pledge to value the integrity of our ideas and the ideas of others by honestly presenting our work, respecting authorship, and striving not simply for answers but for understanding in the pursuit of our common scholastic goals. In this way, we seek to build an academic community governed by our collective efforts, diligence, and Code of Honor.

In addition, all Columbia College students are committed to the following honor code:

I affirm that I will not plagiarize, use unauthorized materials, or give or receive illegitimate help on assignments, papers, or examinations. I will also uphold equity and honesty in the evaluation of my work and the work of others. I do so to sustain a community built around this Code of Honor.