

BA1201 – PRINCIPLES OF BEHAVIORAL SCIENCES
Tuesdays & Thursdays 10.40-12.15

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Office Hours:	By appointment
Course Description:	
<p>This course provides an introduction to the field of social psychology. Social Psychology is the scientific study of how individuals think, behave, and are influenced by others. Current theories in the field will be applied to real-life situations to make sense of human behavior. Students will examine perceptions of self as a social being, attitudes, impressions, close relationships, group processes and influences, and social motives. Furthermore, theoretical and empirical work in the areas of interpersonal attraction, group processes including norms, conformity, aggression, negotiation, cooperation, conflict, leadership, productivity and socialization processes will be discussed. The theories and ideas we will discuss in this course apply to almost every aspect of our day-to-day lives as well as business life. Thus, this course will prepare the foundations for developing effective relations with people not only in everyday life but in organizational life too.</p>	
Course Student Learning Objectives: (CSLOs)	
<p><i>Upon successful completion of this course, students should be able to: Course Specific Skills:</i></p> <ol style="list-style-type: none">1. Develop an insight about self, others and human conditions.2. Understand the dynamics behind interpersonal relationships.3. Develop the ability to relate the findings of psychological research to their life and to important issues in business life, our society and the world at large. <p><i>Discipline Specific Skills:</i></p> <ol style="list-style-type: none">4. Become familiar with research methods in psychology and learn strengths and weaknesses of these methods.5. Recognize and appreciate how basic theory and experimental findings apply to everyday situations.6. Demonstrate a general knowledge of the major theories and current findings within each of the research topics covered this semester. <p><i>Personal and Key Skills:</i></p> <ol style="list-style-type: none">7. Improve vocabulary and the concepts of psychology that will help you to study further in the following years.8. Improve interpersonal relationships in groups.9. Recognize and value human diversity.	
Learning and Teaching Methods:	
<p>Online classes will be a combination of synchronous and asynchronous teaching on ZOOM environment. The course will consist of lectures, class discussions, class exercises, and supplementary audio-visual materials. Students' participation in the synchronous class meetings and in-class activities is encouraged and expected. Students should take responsibility in learning and keep up with the weekly reading schedule available in the syllabus to gain a strong background that will be building blocks for courses they will take in subsequent years. It is particularly important to attend synchronous meetings since students are liable to know about knowledge not just contained in the textbook but discussed during lectures as well.</p>	
Required Reading:	
<p>Myers, D. G. (2017). Exploring Social Psychology 8th Edition. McGraw Hill. A limited number of copies of the book is available through the METU Bookstore at https://www.odtuden.com.tr. The textbook is also available in the library reserve and stacks. Students can also use older editions of this text; however, they will be responsible for tracking which chapter corresponds to the material covered in class.</p>	

Assessment and Grading:

Grades are not subject to change unless there is a miscalculation. **No individual request for additional study for raising a grade will be accepted. No “extra” work other than those stated below will be accepted or credited.** No non-academic criteria will be considered in grading. The percentages applying to the coursework are seen in the following table.

Form of Assessment	Contribution %	Size of the assessment	CSLOs covered by the assessments	Feedback Method
Midterm Exam 1	25%	True/False, multiple choice, and essay type questions	1, 2, 3, 4, 5, 6, 7, 8, 9	Grade announced and oral feedback
Midterm Exam 2	25%	True/False, multiple choice, and essay type questions	1, 2, 3, 5, 6, 7, 8, 9	Grade announced and oral feedback
Midterm Exam 3	35%	True/False, multiple choice, and essay type questions	1, 2, 3, 5, 6, 7, 8, 9	Grade announced and oral feedback
Quizzes	10%	Multiple choice quizzes	1, 2, 3, 4, 5, 6, 7, 8, 9	Grade announced and oral feedback
Discussion, Attendance, and Participation	5%	Class participation during regular lectures	1, 2, 3, 4, 5, 6, 7, 8, 9	Oral feedback (in person)

Bonus Points:

Though participation is not mandatory, student may gain 3 bonus points by participating and completing a psychology related research study conducted by the course instructor. If a student is not eligible to participate, she/he can find someone eligible and volunteer to participate.

There will be more than one research study, which will be introduced to the students in mid-April. Students may participate one of them before the third midterm exam.

Course Policies:

You are obliged to follow all e-mail announcements sent via METUCLASS on a daily basis! Once it's sent, it will be assumed that students have read it and will act accordingly!

Class Format: Spring semester will start with online synchronous lectures. Unless the Council of Higher Education makes any changes in April, we will meet synchronously twice a week —Tuesdays and Thursdays—on Zoom. I will be lecturing live during those times. I encourage you to attend the live lectures just as you would if class were in-person. During live class sessions, you'll have a chance to ask questions or receive clarification that you otherwise won't have. Class meetings will consist of lectures, videos, activities, and discussions. Because exams will include information that is covered in class that is NOT in the reading material, I strongly recommend attending every lecture. You should attend all lectures 5 minutes before the lecture starts and remain connected throughout the meeting. Preferably, arrange yourself a silent corner at home which will prevent distraction.

Civility: Civility is a requirement. Developing and maintaining a course environment that is conducive to learning is the responsibility of students as much as instructors. Inappropriate behavior in offline or online course settings will result, minimally, in a request to leave the setting. Students are required to use an impersonal, professional language in discussions and avoid offensive remarks.

Class Participation: A significant portion of the class will be spent discussing the related readings. Please note that attendance does NOT mean participation. You are encouraged to demonstrate your knowledge of the assigned material or make comments during class. You may also be called on randomly. In participation, quality is more important than quantity. In-class experiments, group discussions and hands-on activities are important learning tools used in this course.

Quizzes: The lowest 3 quiz grades will not be taken into account. There will be no make-ups for the missed quizzes.

Midterm Exams: There will be three exams in this class: Midterm exam 1, 2, and 3. This course does not have a final exam. The exams will be during class hours. The questions will measure students' degree of knowledge of the

conceptual material. The exam will be composed of true/false questions, multiple choice questions, and short essay questions. All the course materials including the textbook, lectures, and class discussions are included in the examination. The midterm exams will cover everything since the last midterm exam. **The tentative date for the first midterm exam is April 4, the second midterm is May 9, and the third midterm is June 8, 2023.** If students miss the exam, they will get no credit for that part of the course. If you must miss an exam, you need to inform the instructor via e-mail before the exam starts and ask for a make-up exam.

Make-up Exams: All make up exams will be “essay” type and will be given upon reports provided from METU Health Care Center (or equivalent) as soon as the student recovers! Make-up exams will be scheduled within the week following the exam that was missed. **There will be no make-up for the make-up exams.**

Student Disabilities: Any student, who, because of a disabling condition, may require special arrangements in order to meet course requirements, should contact the instructor as soon as possible. Students should present the appropriate documentation from the university’s Disability Support Office (Engelsiz ODTÜ Birimi, ODTÜ Kütüphanesi, Solmaz İzdemir Salonu, Tel: 2107196; engelsiz@metu.edu.tr) verifying their disability, and outlining the special arrangements required. **Please note that no accommodations will be provided prior to the completion of this approved University process.**

Academic Regulations: See the regulations for graduate studies at: <http://oidb.metu.edu.tr/en/middle-east-technical-university-rules-and-regulations-governing-undergraduate-studies>

Academic Dishonesty: The Department of Business Administration has no tolerance for acts of academic dishonesty. Such acts damage the reputation of METU, the department and the BA/MBA/MS degree and demean the honest efforts of the majority of the students. **The minimum penalty for an act of academic dishonesty will be a zero for that assignment or exam.**

Cheating: All university, faculty/institute, and department principles on academic honesty will be strictly enforced. **The usual consequence for academic dishonesty is failure of the course and referral of the case to the Dean of the Faculty/Institute for additional disciplinary action.** Examinations are individual and are to be completed without outside assistance of any sort. Students observed cheating during examinations will receive a failing grade in the course. Homework assignments are individual, unless otherwise specified by the instructor, and are to be completed without outside assistance of any sort, as well. Persons observed cheating in their homework assignments will receive a score of zero for the portion of the semester grade that is allocated to such assignments.

Plagiarism: The instructor assumes that students will do their own work. By placing their names on assignments (individual or team), students are affirming that the contents are their original work. **Any previous work available from files or past students, as well as materials available on the internet may be used only as a suggestive model.** Violation of this provision will be considered as unethical behavior, subject to disciplinary action. If you have any doubt about the use of a specific material, see the instructor ahead of time. Any material used from outside sources should be referenced appropriately.

METU Honor Code

Every member of METU community adopts the following honor code as one of the core principles of academic life and strives to develop an academic environment where continuous adherence to this code is promoted.

"The members of the METU community are reliable, responsible and honorable people who embrace only the success and recognition they deserve, and act with integrity in their use, evaluation and presentation of facts, data and documents."

Tentative Course Schedule

The following table gives the tentative schedule for the semester. The lectures will stress the most important and/or most difficult material. We have a lot of topics to cover so based on our pace, adjustments may be required in the schedule. The students are required to read the chapters before they are covered in class.

Week	Month	Day	Topic	Reading Assignment	CSLOs
1	March	7	Overview of the Course and Syllabus		
	March	9	Introduction to Social Psychology Research Methods	Modules 1 and 2	1, 3, 4, 7
2	March	14	The Self (Perception and Presentation)	Modules 3 and 4	1, 2, 3, 5, 6, 7, 8
	March	16	The Self cont. (Presentation and Personality)	Modules 4 and 5	1, 2, 3, 5, 6, 7, 8
3	March	21	Social Cognition	Modules 6, 7, and 8	1, 2, 3, 5, 6, 7, 8
	March	23	Social Cognition cont.	Modules 6, 7, and 8	1, 2, 3, 5, 6, 7, 8
4	March	28	Attitudes (Formation and Change)	Module 9	1, 2, 3, 5, 6, 7, 8
	March	30	Psychological Well-Being	Modules 10 and 11	1, 2, 3, 5, 6, 7, 8
5	April	4	Midterm Exam 1 (Modules 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11)		
	April	6	Diversity, Gender, and Culture	Modules 12 and 13	1, 2, 3, 5, 6, 7, 8, 9
6	April	11	Diversity, Gender, and Culture cont.	Modules 12 and 13	1, 2, 3, 5, 6, 7, 8, 9
	April	13	Social Influence (Norms, Conformity, Compliance, Obedience)	Module 14	1, 2, 3, 5, 6, 7, 8, 9
7	April	18	Social Influence cont. (Norms, Conformity, Compliance, Obedience)	Module 14	1, 2, 3, 5, 6, 7, 8, 9
	April	20	Review Session		
8	April	25	Persuasion	Modules 15 and 16	1, 2, 3, 5, 6, 7, 8
	April	27	Group Processes	Modules 17, 18, and 19	1, 2, 3, 5, 6, 7, 8, 9
9	May	2	Group Processes cont.	Modules 17, 18, and 19	1, 2, 3, 5, 6, 7, 8, 9
	May	4	Intergroup Relations	Module 20	1, 2, 3, 5, 6, 7, 8, 9
10	May	9	Midterm Exam 2 (Modules 12, 13, 14, 15, 16, 17, 18, 19, 20)		
	May	11	Stereotype, Prejudice, Discrimination	Modules 22 and 23	1, 2, 3, 5, 6, 7, 8
11	May	16	Stereotype, Prejudice, Discrimination cont.	Modules 22 and 23	1, 2, 3, 5, 6, 7, 8
	May	18	Aggression	Module 24	1, 2, 3, 5, 6, 7, 8
12	May	23	Altruism and Prosocial Behaviors	Module 30	1, 2, 3, 5, 6, 7, 8
	May	25	The Role of Media	Module 25	1, 2, 3, 5, 6, 7, 8, 9
13	May	30	Close Relationships and Interpersonal Attraction	Modules 26 and 27	1, 2, 3, 5, 6, 7, 8
	June	1	Conflict and Conflict Resolution	Module 28	1, 2, 3, 5, 6, 7, 8, 9
14	June	6	Peacemaking	Module 29	1, 2, 3, 4, 5, 6, 7, 8, 9
	June	8	Midterm Exam 3 (Modules 22, 23, 24, 25, 26, 27, 28, 29, 30)		