

BA 1201 / BAS 121 – PRINCIPLES OF BEHAVIORAL SCIENCES  
Tuesdays, 14.40 – 17.30

<b>Instructor:</b>	Dr. Meltem Özge Özcanlı
<b>Office:</b>	
<b>Phone:</b>	
<b>E-mail:</b>	
<b>Office Hours:</b>	By appointment
<b>Course Web Page:</b>	Link to ODTUClass Course Page
<b>Course Description:</b>	
The human element is a fundamental component of management. This course introduces students to the fundamental concepts and research in social psychology. The course focuses on how social factors influence individual behavior. Topics include basic research methods, social cognition and perception, the self, cognitive dissonance, attitudes and attitude change, conformity and obedience, and group processes.	
<b>Course Student Learning Objectives: (CSLOs)</b>	
<i>Upon successful completion of this course, students should be able to:</i>	
<b>Course Specific Skills:</b>	
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 your life and to important issues in business life, our society, and the world at large.	
<b>Discipline Specific Skills:</b>	
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.	
<b>Personal and Key Skills:</b>	
7. Grasp the basic concepts of psychology that will help you study further in the following years. 8. Improve interpersonal relationships in groups.	
<b>Learning and Teaching Methods:</b>	
This course will use lectures, in-class exercises, and discussions.	
<b>Required Reading:</b>	
Aronson, E., Wilson, T. D., Sommers, S. R., Page-Gould, E., & Lewis, Jr. N. (2023). <i>Social Psychology</i> , 11th Edition. Pearson.	

Assessment and Grading:				
Form of Assessment	% Contribution	Size of the assessment	CSLOs covered by the assessment	Feedback Method
In-class exercises	10	Handout exercises, critical thinking and discussion questions	1, 2, 3, 4, 5, 6, 7, 8	Oral (in class)
Midterm exam	40	75-minute multiple-choice and/or short answer questions	1, 2, 3, 4, 5, 6, 7	Written
Final exam	50	75-minute multiple-choice and/or short answer questions	1, 2, 3, 4, 5, 6, 7, 8	Written

#### Course Policies:

**MAKE-UP EXAMINATIONS:** Students must submit medical reports or other official forms of documentation to be eligible to take a make-up exam. Make-up exams will be essay-type. There will be no make-up for in-class exercises.

**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: 210.7196; [engelsiz@metu.edu.tr](mailto:engelsiz@metu.edu.tr)) verifying their disability, and outlining the special arrangements required. Please note that no accommodations will be provided to the disabled students prior to the completion of this approved University process.

**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. Persons 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."

The following table gives the tentative schedule for the semester. The lectures will stress the most important and/or most difficult material. Appendices are required only if they are assigned. The students are required to read the chapters and appendices before they are covered in class.

Tentative Course Schedule				
Month	Day	Topic	Reading/Assignment	CSLO
October	1	Introducing Social Psychology	Chapter 1	1, 7
	8	Methodology: How Social Psychologists Do Research	Chapter 2	4, 5
	15	Social Cognition: How We Think About the Social World	Chapter 3	1, 3, 6, 7
	22	Social Perception: How We Come to Understand Other People	Chapter 4	1, 2, 3, 6, 7
	29	<b>National Holiday</b>	<b>No Class</b>	
November	5	The Self: Understanding Ourselves in a Social Context	Chapter 5	1, 3, 6, 7
	12	The Self: Understanding Ourselves in a Social Context (Continued)	Chapter 5	1, 3, 6, 7
	19	<b>Midterm Exam</b>		1, 2, 3, 4, 5, 6, 7
	26	Cognitive Dissonance and the Need to Protect Our Self-Esteem	Chapter 6	1, 3, 5, 6, 7
December	3	Attitudes and Attitude Change: Influencing Thoughts and Feelings	Chapter 7	1, 3, 5, 6, 7
	10	Attitudes and Attitude Change: Influencing Thoughts and Feelings (Continued)	Chapter 7	1, 3, 5, 6, 7
	17	Conformity and Obedience: Influencing Behavior	Chapter 8	1, 2, 3, 6, 7
	24	Group Processes: Influence in Social Groups	Chapter 9	1, 2, 3, 6, 7, 8
	31	Overall Evaluation and Conclusion	Review all the topics covered	1, 2, 3, 4, 5, 6, 7, 8
January	TBA	<b>Final Exam</b>		1, 2, 3, 4, 5, 6, 7, 8