

BA 1201 / BAS 121 – PRINCIPLES OF BEHAVIORAL SCIENCES
Tuesdays, 14.40 – 18.15

Instructor:	Dr. Meltem Özge Özcanlı
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Office Hours:	By appointment
Course Web Page:	Link to ODTUClass Course Page
Course Description:	
The human element is a major component of management. This course introduces students to the field of social psychology and provides the knowledge and insights crucial to understanding how people think, feel, and behave toward other people. It covers a wide range of topics including: social cognition and perception, the self, cognitive dissonance, attitudes, social influence, and group processes.	
Course Student Learning Objectives: (CSLOs)	
<i>Upon successful completion of this course, students should be able to:</i>	
Course Specific Skills:	
1. Better understand themselves and the social forces at work in their lives. 2. Comprehend why people think, feel, and act as they do. 3. Learn about the processes by which they can achieve change in the social world.	
Discipline Specific Skills:	
4. Demonstrate an awareness of areas of and current trends in social psychological research. 5. Understand various research methods social psychologists employ. 6. Apply knowledge of social psychological concepts and principles to current, real-world issues.	
Personal and Key Skills:	
7. Understand the relevance of social psychology to their daily social experiences and future careers. 8. Cultivate critical thinking skills. 9. Improve teamwork skills through in-class activities.	
Learning and Teaching Methods:	
This course will use lectures, discussions, and in-class exercises.	
Required Reading:	
Aronson, E., Wilson, T. D., Sommers, S. R., Page-Gould, E., & Lewis, Jr., N. (2023). <i>Social Psychology</i> , 11th Edition. Pearson. Students can use older editions of this textbook; however, they will be responsible for keeping track of the material covered in class.	

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, 9	Written and oral
Midterm exam	40	80-minute multiple-choice-type examination	1, 2, 3, 4, 5, 6, 7, 8	Written and oral
Final exam	50	80-minute multiple-choice-type examination	1, 2, 3, 4, 5, 6, 7, 8	Written and oral

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) 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. **Using AI like ChatGPT to complete exercises is regarded as cheating.**

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
September	30	Introducing Social Psychology	Chapter 1	1, 2, 4, 6, 7, 8
October	7	Methodology: How Social Psychologists Do Research In-class Exercise 1	Chapter 2	1, 2, 4, 5, 6, 7, 8, 9
	14	Social Cognition: How We Think About the Social World In-class Exercise 2	Chapter 3	1, 2, 3, 4, 5, 6, 7, 8, 9
	21	Social Perception: How We Come to Understand Other People In-class Exercise 3	Chapter 4	1, 2, 3, 4, 5, 6, 7, 8, 9
	28	National Holiday	No Class	
November	4	The Self: Understanding Ourselves in a Social Context In-class Exercise 4	Chapter 5	1, 2, 3, 4, 5, 6, 7, 8, 9
	11	The Self: Understanding Ourselves in a Social Context (Continued) In-class Exercise 5	Chapter 5	1, 2, 3, 4, 5, 6, 7, 8, 9
	18	Midterm Exam	Chapters 1, 2, 3, 4, 5	1, 2, 3, 4, 5, 6, 7, 8
	25	Cognitive Dissonance and the Need to Protect Our Self-Esteem In-class Exercise 6	Chapter 6	1, 2, 3, 4, 5, 6, 7, 8, 9
December	2	Attitudes and Attitude Change: Influencing Thoughts and Feelings In-class Exercise 7	Chapter 7	1, 2, 3, 4, 5, 6, 7, 8, 9
	9	Attitudes and Attitude Change: Influencing Thoughts and Feelings (Continued) In-class Exercise 8	Chapter 7	1, 2, 3, 4, 5, 6, 7, 8, 9
	16	Conformity and Obedience: Influencing Behavior In-class Exercise 9	Chapter 8	1, 2, 3, 4, 5, 6, 7, 8, 9
	23	Conformity and Obedience: Influencing Behavior (Continued) In-class Exercise 10	Chapter 8	1, 2, 3, 4, 5, 6, 7, 8, 9
	30	Group Processes: Influence in Social Groups In-class Exercise 11	Chapter 9	1, 2, 3, 4, 5, 6, 7, 8, 9
January	TBA	Final Exam	Chapters 6, 7, 8, 9	1, 2, 3, 4, 5, 6, 7, 8