

**BA 1201– PRINCIPLES OF BEHAVIORAL SCIENCES**  
**Course Schedule (Tuesdays & Thursdays 10.35- 12.10 ONLINE)**

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<b>Office Hours:</b>	To be announced later
<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, self, attitudes and behaviors, attitude change, conformity, group influence, and stereotypes, prejudice, and discrimination.	
<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 this semester.	
<b>Personal and Key Skills:</b> 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.	
<b>Learning and Teaching Methods:</b>	
This course will use online lectures, in-class discussions and individual assignment	
<b>Required Reading:</b>	
Aronson, E., Wilson, T. D., Akert, R. M. & Sommers, S. R. (2018). Social Psychology. Pearson	

**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 non-academic criteria will be considered in grading.

The percentages applying to the coursework are seen in the following table.

No “extra” work above the following assessments will be accepted or credited.

Form of Assessment	% Contribution	Size of the assessment	CSLOs covered by the assessment	Feedback Method
Midterm Examination	35 %	Multiple Choice and Short-Essay Questions	1,2,3,4,7	Written
Assignment	20 %	Essay: Summary and Critical Analysis	3,4,7	Written
Final Examination	45 %	Multiple Choice and Short-Essay Questions	1 to 9	Written

**Course Policies:**

**EXAMINATIONS:** The examinations assess students' degree of knowledge of the conceptual material. All course materials including the textbook, lectures, and related discussions are included in the exam. If the student misses the exam with a documented health excuse, the instructor will offer only one make-up exam.

**ASSIGNMENT:** The assignment will be posted and collected at the webpage for this course. Please remember that it is the student's responsibility to follow the due dates for the assignment.

**PRESENTATION SLIDES:** A copy of the presentation slides is available at the course web page. Students should also take down notes during class.

**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.

**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. Persons observed to plagiarize while preparing assignments will be referred to the Dean of the Faculty for additional disciplinary action and also they will receive a score of zero for the portion of the semester grade that is allocated to such assignments.

### 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."

**CIVILITY IN THE CLASSROOM:** Students are expected to assist in maintaining a classroom environment which is conducive to learning. In order to assure that all students have an opportunity to gain from time spent in class, unless otherwise approved by the instructor, students are prohibited from using laptop computers and cellular phones, making offensive remarks, reading newspapers, sleeping, or engaging in any other form of distraction. Inappropriate behavior in classroom shall result, minimally, in a request to leave class.

**KNOW YOUR RIGHTS AND RESPONSIBILITIES!** <http://oidb.metu.edu.tr/en/academic-rules-and-regulations>

**NOTE THE IMPORTANT DATES ON THE ACADEMIC CALENDAR!** <http://oidb.metu.edu.tr/en/academic-calendar>

The following table gives the tentative schedule for the semester. The students are required to read the chapters before they are covered in class.

<b>Tentative Course Schedule</b>				
<b>Month</b>	<b>Day</b>	<b>Topic</b>	<b>Reading/ Assignment</b>	<b>CSLO</b>
<b>October</b>	19	Introducing Social Psychology	Chapter 1	1
	21	Introducing Social Psychology (Cont'd)	Chapter 1	1
	26	Methodology: How social psychologists do research	Chapter 2	4
	28	Methodology: How social psychologists do research (Cont'd)	Chapter 2	4
<b>November</b>	2	Social Cognition: How we think about the social world	Chapter 3	2, 3,7
	4	Social Cognition: How we think about the social world (Cont'd)	Chapter 3	2, 3,7

	9	Social Perception: How we come to understand other people	Chapter 4	2, 3, 7
	11	Social Perception: How we come to understand other people (Cont'd)	Chapter 4	2, 3, 7
	16	Self in the Social World	Chapter 5	1,3,7
	18	Self in the Social World (Cont'd)	Chapter 5	1,3,7
	23	Self in the Social World (Cont'd)	Chapter 5	1,3,7
	25	Self in the Social World (Cont'd)	Chapter 5	1,3,7
	30	<b>Midterm Examination</b> Chapters 1, 2, 3, 4, 5		1,2,3,4,7
<b>December</b>	2	The Nature and Formation of Attitudes	Chapter 7	1
	7	Attitude-Behavior Relationship (Theory of Planned Behavior)	Chapter 6 & 7	3,5,6
	9	Attitude-Behavior Relationship (Cognitive Dissonance Theory)	Chapter 6 & 7	3,5,6
	14	Attitude Change (Message-Learning Approach)	Chapter 7	3,5,6
	16	Attitude Change (Elaboration Likelihood Model)	Chapter 7	3,5,6
	21	Resisting Persuasive Messages (Reactance Theory)	Chapter 7	3,5,6
	23	Conformity	Chapter 8	2,3,7
	28	Conformity (Cont'd)	Chapter 8	2,3,7
	30	Obedience	Chapter 8	2,3,7
<b>January</b>	4	Obedience (Cont'd)	Chapter 8	2,3,7
	6	Group Influence	Chapter 9	2,3,8
	11	Group Influence (Cont'd)	Chapter 9	2,3,8
	13	Stereotyping, Prejudice and Discrimination	Chapter 13	2,8,9
	18	Stereotyping, Prejudice and Discrimination (Cont'd)	Chapter 13	2,8,9
	20	Review of the topics <b>Due date for the assignment</b>		
		<b>Final Examination</b> All chapters covered in the course. The majority of the questions will be on Chapters 6, 7, 8, 9 and 13.		1 through 9

**ASSIGNMENT:**

Find **a research article** (preferably from reputable psychology journals in Web of Science database) on the topics that we discuss in the course. **Summarize this article** in your own words in detail considering the following issues (below), and **critically evaluate the findings in relating to business life**.

*Introduction: The topic, aim, hypotheses (if any) and motivation (rationale) for the study*

*Method: The procedure, sample, and materials used in the study*

*Results: The main findings of the study*

*Discussion: Its contribution to the area as well as limitations and suggestions for future research.*

If you copy and paste, you **WILL NOT GET GRADE!**

Format: The assignment should be written according to APA Publication Manual (6<sup>th</sup> Edition).

Times New Roman, 12 punto, including a title page where your name, number and reference of the article are written. Save the file as "*yourname and surname\_ASG*"