

BA 1201 / BAS 121 – PRINCIPLES OF BEHAVIORAL SCIENCES
Wednesdays, 14.40 – 18.15, G110

Instructor:	Dr. Meltem Özge Özcanlı
Office:	
Phone:	
E-mail:	meltemo@metu.edu.tr
Office Hours:	By appointment
Course Web Page:	https://odtuclass2026f.metu.edu.tr/
Course Description:	
The human factor is crucial to success in managing organizations of any type. This course introduces students to various aspects of social psychology that would operate in an organization. Topics include social cognition and perception, the self, cognitive dissonance, 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. Understand the social forces at work in their lives. 2. Explain why people think, feel, and act as they do in social situations. 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 exercises.	
Learning and Teaching Methods:	
The course combines lectures, discussions, and in-class exercises.	
Required Reading:	
<i>Social Psychology</i> , 11 th Edition, 2023, by Aronson E., Wilson T. D., Sommers S. R., Page-Gould E., and Lewis Jr. N., Pearson Education, Inc. Students can use previous editions of the text; 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
Midterm exam 1	30	60-minute multiple-choice-type examination	1, 2, 3, 4, 5, 6, 7, 8	Written and oral
Midterm exam 2	30	60-minute multiple-choice-type examination	1, 2, 3, 4, 5, 6, 7, 8	Written and oral
Final exam	40	80-minute multiple-choice-type examination	1, 2, 3, 4, 5, 6, 7, 8	Written and oral

Course Policies:

DIGITAL DEVICES: Using a laptop, tablet, or phone to take notes during class is acceptable, as long as you do so without disrupting class in any way. All device sounds must be silenced. Under no circumstances are you allowed to make audio or video recordings during class.

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.**

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.

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