

## Social Psychology (K001067)

**Course size** *(nominal values; actual values may depend on programme)*

**Credits 5.0**                      **Study time 150 h**

**Course offerings and teaching methods in academic year 2025-2026**

A (semester 2)	Dutch	Gent	lecture seminar
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**Lecturers in academic year 2025-2026**

Roets, Arne	PP07	lecturer-in-charge
Van Hiel, Alain	PP07	co-lecturer

**Offered in the following programmes in 2025-2026**

	<b>crdts</b>	<b>offering</b>
<a href="#">Bachelor of Science in Business Economics</a>	5	A
<a href="#">Bachelor of Science in Political Science</a>	5	A
<a href="#">Bachelor of Science in Sociology</a>	5	A
<a href="#">Master of Science in Industrial Design Engineering Technology</a>	5	A

**Teaching languages**

Dutch

**Keywords**

Social perception, social influence, social relationships , attitudes, helping , stereotypes and prejudice , aggression, multiculturalism , political world

**Position of the course**

This course is an introductory course aiming to provide students with insights in de main domains of social psychology and their relevance to politica sciences and sociology.

This course i.a. contributes to the following competences of the degree program in political science:

- The basic principles of the related and supporting science to know and understand their relevance to political science.
- To know the historical context of contemporary political phenomena, trends and issues and understand.
- Contemporary political phenomena, issues and developments indicate nuanced and critical from political and scientific insights.
- Knowledge and understanding of the development, design and methods of scientific research.
- Contemporary social issues translate into a political science problem.
- A scientifically based assessment forms on contemporary political phenomena, developments and issues.
- Assessing Social relevance and implications of political and scientific insights.

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This course contributes to the following competence training in sociology:

- Taking a reasoned and scientifically based stance on contemporary social phenomena and problems.
- Basic knowledge in the auxiliary sciences of sociology : biology, (social) psychology , economics, law , political science, communication sciences .
- Understanding of a specific auxilliary science of sociology.
- Understanding of social structures , institutional frameworks and processes of decision- and policy-making in political and / or social structures.

- Translating social phenomena and problems into a clear sociological problem .

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 This course contributes to the following competences of the degree program in Applied Economic Sciences: FBTOEG1.8, FBTOEG3.5, FBTOEG4.3, FBTOEG5.1

## Contents

### INTRODUCTION

- People are social animals
- Social psychology: definition and related disciplines
- A brief history of social psychology
- Social psychology in the 21st century

### PERSON PERCEPTION

- The raw materials of the first impression
- Attributions: from elements to dispositions
- Integration: from dispositions to impressions
- Confirmation biases: from impressions to reality

### SOCIAL INFLUENCE

- Social influencing as an automatic process
- Conformity: majority and minority influence
- Compliance
- Obedience to authority

### ATTITUDES

- Attitudes: basic findings
- Persuasion by communication
- Persuasion by behavior
- Advertisement and information

### HELPING OTHERS

- Why do people help?
- When do people help?
- Who is likely to help?
- Interpersonal influences: Whom do people help?

### AGGRESSION

- What is aggression?
- Cross-national and intracultural differences
- The origin of aggression
- Social psychological theories of aggression
- The impact of violent media
- Hidden violence

### STEREOTYPES AND PREJUDICE

- The expressions of prejudice
- The roots of prejudice
- Social categorization and stereotypes
- Sexism

### THE DIVERSE SOCIETY

- Diversity
- Intergroup contact
- Intergroup contact practices
- Living together in school and at work
- Well-intended measures, media, laws and rules

### TOWARDS A SUSTAINABLE WORLD

- Self-interest versus a prosocial orientation
- Ecological behaviour
- Conflict resolution

- To have or to be?

#### THE POLITICAL WORLD

- political knowledge and attitudes
- Ideological attitudes
- Personality profiles of politicians
- Terrorism

#### Initial competences

None

#### Final competences

- 1 To be able to independently and critically take note of, and examine, specialist literature and developments within the field of study.
- 2 To be able to apply principles from social psychology to social problems and realistic cases.
- 3 To be able to critically compare, integrate and combine knowledge contents from social psychology.
- 4 To be able to independently express, substantiate and assess findings from social psychology.
- 5 To be able to situate the social-psychological perspective in a social context.
- 6 To be able to situate (wo)man in his or her interpersonal, social and cultural context (for example, family, work, social context) and to adequately employ this information.
- 7 To be able to compare the social-psychological research paradigm with the perspective used in political sciences /sociology.

#### Conditions for credit contract

Access to this course unit via a credit contract is determined after successful competences assessment

#### Conditions for exam contract

Access to this course unit via an exam contract is unrestricted

#### Teaching methods

Seminar, Lecture

#### Extra information on the teaching methods

Lectures with demonstrations

'Tutorials' providing deepening of understanding and rehearsal of lecture highlights.

#### Study material

Type: Handbook

Name: social Psychology (3rd edition)

Indicative price: € 60

Optional: no

Language : Dutch

Author : Alain Van Hiel & Arne Roets

ISBN : 978-9-40148-572-2

Number of Pages : 736

Type: Handouts

Name: course slides

Indicative price: Free or paid by faculty

Optional: no

#### References

- Devine, P. & Plant, A. (Eds.). (2012). *Advances in Experimental Social Psychology* (Vol. 45). Elsevier.
- Hewstone, M., & Stroebe, W. (2011). *European Review of Social Psychology* (Vol 21). Psychology Press.
- Hogg, M. A., & Cooper, J. (Eds.). (2007). *The Sage Handbook of Social Psychology: Concise Student Edition*. Thousand Oaks, CA: Sage Publications.
- Kruglanski, A. W., & Higgins, E. T. (Eds.). (2007). *Social Psychology: Handbook of Basic Principles* (2nd ed.). New York: Guilford Press.
- Social Psychology Network. <http://www.socialpsychology.org/>

**Course content-related study coaching**

- During the intervals and before or after the lectures
- Interactive support using Ufora (documentation, demonstrations, feedback).
- Office hours: Monday 10am to 12am or by appointment

**Assessment moments**

end-of-term assessment

**Examination methods in case of periodic assessment during the first examination period**

Written assessment with multiple-choice questions

**Examination methods in case of periodic assessment during the second examination period**

Written assessment with multiple-choice questions

**Examination methods in case of permanent assessment****Possibilities of retake in case of permanent assessment**

not applicable

**Extra information on the examination methods**

Written exam with about 40 multiple choice questions testing insight and application of knowledge, in keeping with the targeted final competences.

**Calculation of the examination mark**

Periodic assessment (100%)

**Facilities for Working Students**

In agreement