

The Psychology of Social Influence (PSYC 342)

Instructor:

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Office Hours: Tuesday (2:30 PM - 3:45 PM) or by Appointment

Statement on Academic Integrity:

Academic Integrity is constituted by the five core fundamental values of honesty, trust, fairness, respect and responsibility (see [www.academicintegrity.org](http://www.academicintegrity.org)). These values are central to the building,

## Course Outline

	<u>Topic</u>	<u>Readings</u>
Week 8: (Nov. 1, 3)	Obedience - Overview of the Milgram Procedure - Variations of the Milgram Procedure - Contemporary Obedience Research	None
Week 9: (Nov. 8, 10)	Obedience - Evaluating the Milgram Studies - Zimbardo's Prison Study	None
Week 10: (Nov. 15, 17)	Social Influence in Politics - Media and Public Opinion - Political Campaign Tactics	None
Week 11: (Nov. 22, 24)	"Brainwashing": Prisoners of War and Cults - Definitions - Tactics - Assessing Research on "Brainwashing" No Class (November 24)	None
Week 12: (Nov. 29, Dec. 1)	Psychological Operations (PSYOPS) - Definitions and Objectives - Tactics and Principles - Case Studies of PSYOPS - Assessing Research on PSYOPS	None
Final Exam (December 7-21)		