

## **The Psychology of Social Influence (PSYC 342)**

### **Instructor:**

Dr. Leandre R. Fabrigar  
Office: Craine 319  
Phone: 533-6492  
E-mail: [fabrigar@queensu.ca](mailto:fabrigar@queensu.ca)  
Office Hours: Monday (2:00 PM - 3:15 PM) or by Appointment

### **Required Text:**

Cialdini, R. B. (2009). *Influence: Science and Practice* (Fifth Edition). Boston, MA: Allyn and Bacon.

### **Required Course Software (Top Hat):**

We will be using the Top Hat ([www.tophat.com](http://www.tophat.com)) classroom response system in class. You will be able to submit answers to in-class questions using Apple or Android smartphones and tablets, laptops, or through text message.

You can visit the Top Hat Overview (<https://success.tophat.com/s/article/Student-Top-Hat-Overview-and-Getting-Started-Guide>) within the Top Hat Success Center which outlines how you will register for a Top Hat account, as well as providing a brief overview to get you up and running on the system.

An email invitation will be sent to you by email, but if don't receive this email, you can register by simply visiting our course website: <https://app.tophat.com/e/989910>

Note: our Course Join Code is 989910

Top Hat may require a paid subscription, and a full breakdown of all subscription options available can be found here: [www.tophat.com/pricing](http://www.tophat.com/pricing).

Should you require assistance with Top Hat at any time, due to the fact that they require specific user information to troubleshoot these issues, please contact their Support Team directly by way of email ([support@tophat.com](mailto:support@tophat.com)), the in app support button, or by calling 1-888-663-5491.

### **Course Objectives and Format:**

This lecture course is designed to provide students with an introduction to research on social influence. Particular attention will be given to reviewing theory and empirical research on conformity, compliance, and obedience. The first 9 weeks of the course will focus on covering basic research in these areas. The final 3 weeks will concentrate on applying findings from the social influence literature to understanding influence processes in three social contexts (i.e., political contexts, "brainwashing" contexts, and psychological warfare contexts).

**Exams:**

There will be two exams. These exams will be a mixture of multiple choice, short answer, and essay questions. The midterm exam will include material covered in approximately the first half of the term. The final exam will primarily concentrate on material covered in the second half of the term. However, the final exam will include some questions that will require integration of material across the entire term. The emphasis of exam questions will be on material covered in lecture, but some questions will be drawn exclusively from the text or in-class videos. The midterm and final exams will be weighted such that your best exam mark will be 48% of the total course mark and your lowest exam mark will be 40% of the total course mark. It is expected that students will write both exams. If there is a valid medical reason or other important life circumstance that requires a student to miss the midterm exam, the general policy will be to prorate the midterm exam to the final exam. However, in very special circumstances (e.g., non-attendance as part of an officially sponsored Queen's activity), an alternative exam date will be arranged.

**Homework:**

There will be two homework assignments assigned during this course (each worth 4% of the total course mark). Both assignments will stress application of principles covered in lecture and the text to understanding social influence as it occurs in everyday life. Homework assignments will be posted in onQ at least 3 weeks prior to their due date. They will be submitted via onQ.

**Participation:**

Course participation will account for 4% of your total course mark. Participation will be based on the extent to which you respond to questions during the course lectures. It will be tracked by Top Hat. Your participation mark will be the percentage of questions to which you respond multiplied by 2 (with the maximum value capped at 100%). Thus, if you respond to 50% or more of the total questions presented in lecture, you will earn a mark of 100% for participation. If you respond to 40% of questions, you will earn an 80% mark for participation, and so on.

**Grading:**

- Midterm Exam (48% or 40%)
- Final Exam (40% or 48%)
- Homework 1 (4%)
- Homework 2 (4%)
- Participation (4%)

All components of this course will receive numerical percentage marks. The final grade you receive for the course will be derived by converting your numerical course average to a letter grade according to Queens Official Grade Conversion Scale:

**Queen's Official Grade Conversion Scale**

Grade	Numerical Course Average (Range)
A+	90-100
A	85-89
A-	80-84
B+	77-79
B	73-76
B-	70-72
C+	67-69
C	63-66
C-	60-62
D+	57-59
D	53-56
D-	50-52
F	49 and below

**Statement on Academic Integrity:**

Academic Integrity is constituted by the six core fundamental values of honesty, trust, fairness, respect, responsibility and courage (see [ww.academicintegrity.org](http://www.academicintegrity.org)). These values are central to the building, nurturing and sustaining of an academic community in which all members of the community will thrive. Adherence to the values expressed through academic integrity forms a foundation for the "freedom of inquiry and exchange of ideas" essential to the intellectual life of the University (see the Senate Report on Principles and Priorities [ttp://www.queensu.ca/secretariat/policies/senate/report-principles-and-priorities](http://www.queensu.ca/secretariat/policies/senate/report-principles-and-priorities)).

Students are responsible for familiarizing themselves with the regulations concerning academic integrity and for ensuring that their assignments conform to the principles of academic integrity. Information on academic integrity is available in the Arts and Science Calendar (see Academic Regulation 1 <http://www.queensu.ca/artsci/academic-calendars/regulations/academic-regulations/regulation-1>), on the Arts and Science website (see <http://www.queensu.ca/artsci/academics/undergraduate/academic-integrity>), and from the instructor of this course. Departures from academic integrity include plagiarism, use of unauthorized materials, facilitation, forgery and falsification, and are antithetical to the development of an academic community at Queen's. Given the seriousness of these matters, actions which contravene the regulation on academic integrity carry sanctions that can range from a warning or the loss of grades on an assignment to the failure of a course to a requirement to withdraw from the university.

**Accommodations Statement:**

Queen's University is committed to achieving full accessibility for people with disabilities. Part of this commitment includes arranging academic accommodations for students with disabilities to ensure they have an equitable opportunity to participate in all of their academic activities. The Senate Policy for Accommodations for Students with Disabilities was approved at Senate in November 2016 (see <https://www.queensu.ca/secretariat/sites/webpublish.queensu.ca.uslcwww/files/files/policies/senateandtrustees/ACADACCOMMPOLICY2016.pdf>). If you are a student with a disability and think you may need

academic accommodations, you are strongly encouraged to contact the Queen's Student Accessibility Services (QSAS) and register as early as possible. For more information, including important deadlines, please visit the QSAS website at: <http://www.queensu.ca/studentwellness/accessibility-services/>

### **Academic Considerations for Students in Extenuating Circumstances:**

Queen's University is committed to providing academic consideration to students experiencing extenuating circumstances that are beyond their control and are interfering with their ability to complete academic requirements related to a course for a short period of time not to exceed three months. Students receiving academic consideration must meet all essential requirements of a course. The Senate Policy on Academic Consideration for Students in Extenuating Circumstances was approved at Senate in April, 2017 (see

<http://www.queensu.ca/secretariat/sites/webpublish.queensu.ca.uslclwww/files/files/policies/senateandtrustees/Academic%20Considerations%20for%20Extenuating%20Circumstances%20Policy%20Final.pdf>)

Each Faculty has developed a protocol to provide a consistent and equitable approach in dealing with requests for academic consideration for students facing extenuating circumstances. Arts and Science undergraduate students can find the Faculty of Arts and Science protocol and the portal where a request can be submitted at: <http://www.queensu.ca/artsci/accommodations>. Students in other Faculties and Schools who are enrolled in this course should refer to the protocol for their home Faculty.

If you need to request academic consideration for this course, you will be required to provide the name and email address of the instructor/coordinator. Please use the following:

Instructor/Coordinator Name: L. Fabrigar

Instructor/Coordinator email address: [fabrigar@queensu.ca](mailto:fabrigar@queensu.ca)

### **Location and Timing of Final Examinations:**

As noted in Academic Regulation 8.2.1, "the final examination in any class offered in a term or session (including Summer Term) must be written on the campus on which it was taken, at the end of the appropriate term or session at the time scheduled by the Examinations Office." The exam period is listed in the key dates prior to the start of the academic year in the Faculty of Arts and Science Academic Calendar and on the Office of the University Registrar's webpage. A detailed exam schedule for the Fall Term is posted before the Thanksgiving holiday; for the Winter Term it is posted the Friday before Reading Week, and for the Summer Term the window of dates is noted on the Arts and Science Online syllabus prior to the start of the course. Students should delay finalizing any travel plans until after the examination schedule has been posted. Exams will not be moved or deferred to accommodate employment, travel /holiday plans or flight reservations.

## Course Outline

<u>Topic</u>	<u>Readings</u>
<b>Week 1:</b> (Sept. 10, 12) <b>Introduction To Social Influence/Conformity</b> Types of Social Influence Nondeliberative/Deliberative Processes Social Norms Classic Conformity Studies	Ch. 1
<b>Week 2:</b> (Sept. 17, 19) <b>Conformity</b> Sources of Influence in Conformity Types of Conformity Factors Regulating Conformity Behavioural Mimicry	
<b>Week 3:</b> (Sept. 24, 26) <b>Compliance</b> Introduction to Compliance Social Relationship Based Compliance - Liking - Reciprocity	Ch. 2, 5
<b>Week 4:</b> (Oct. 1, 3) <b>Compliance</b> Self-Concept/Belief Based Compliance - Reciprocity - Consistency <b>Homework 1 Due (October 5)</b>	Ch. 3
<b>Week 5:</b> (Oct. 10) <b>Compliance</b> Self-Concept/Belief Based Compliance (continued) - Consistency <b>NO CLASS on Monday (October 8) - Thanksgiving</b>	
<b>Week 6:</b> (Oct. 15, 17) <b>Compliance</b> - Consistency <b>Midterm on October 17 (will cover material up to and including the Consistency Principle in Compliance)</b>	
<b>Week 7:</b> (Oct. 22, 24) <b>Compliance</b> Information Based Compliance (Continued) - Authority - Social Proof - Scarcity	Ch. 4, 6, 7, 8

	<u>Topic</u>	<u>Readings</u>
<b>Week 8:</b> (Oct. 29, 31)	<b>Obedience</b> - Overview of the Milgram Procedure - Variations of the Milgram Procedure - Contemporary Obedience Research	None
<b>Week 9:</b> (Nov. 5, 7)	<b>Obedience</b> - Evaluating the Milgram Studies - Zimbardo's Prison Study <b>Homework 2 Due (November 9)</b>	None
<b>Week 10:</b> (Nov. 12, 14)	<b>Social Influence in Politics</b> - Media and Public Opinion - Political Campaign Tactics	None
<b>Week 11:</b> (Nov. 19, 21)	<b>"Brainwashing": Prisoners of War and Cults</b> - Definitions - Tactics - Assessing Research on "Brainwashing"	None
<b>Week 12:</b> (Nov. 26, 28)	<b>Psychological Operations (PSYOPS)</b> - Definitions and Objectives - Tactics and Principles - Case Studies of PSYOPS - Assessing Research on PSYOPS	None
Final Exam (December 5-20)		