



UNIVERSITÀ
DEGLI STUDI DI MILANO-BICOCCA

SYLLABUS DEL CORSO

Psicologia Sociale

1920-1-E4001N075

Learning objectives

Knowledge and understanding

- The theoretical and methodological foundations of social psychology
- The different forms of social influence.
- Social cognition processes.
- Intergroup relations.

Applying knowledge and understanding

- Understand social psychology and its specificities (theoretical, methodological, and linguistic) social sciences arena
- Knowing how to identify and deconstruct the various forms of social influence.
- Knowing how to recognize the main processes of social cognition.
- Understanding of intergroup relations and conflicts.

Contents

The course aims to provide the theoretical and methodological foundations of social psychology, with particular reference to the specificities of the discipline in the social sciences panorama. The main studies and the theories developed by the discipline to explain the processes of social influence, social cognition and relationships between individuals and between groups within different social contexts will be proposed.

Detailed program

- _____
- The different forms of social influence.
 - Direct and indirect forms of social influence
 - Informational and normative social influence
 - Influence of the majority and minority
- Attitudes and processes of persuasion
- Social cognition
- Prejudice
- Relations between groups
- Aggressiveness
- Prosocial behavior
- Applications of psychosocial studies
- Social psychology in the internet age.

Prerequisites

No one in particular.

Teaching methods

Teaching methods include the use of lectures, video clips, classroom discussions. All course material (e.g., slides, readings) are made available on the e-learning website of the course, so that also non-attending students can use it.

Assessment methods

The exam consists of a written test (including multiple choice and open-ended questions). The questions are aimed at ascertaining the effective acquisition of both theoretical knowledge and the ability to connect the different forms, spheres and processes of social psychology. The answers to each question will be evaluated in terms of correctness of the answers, argumentative capacity, synthesis, ability to form links among the different areas, and the ability to critically present the phenomena.

For students who request it, an oral exam will also be possible.

Textbooks and Reading Materials

1. Aronson, E, Wilson, TD, & Sommers, SR (2019). Psicologia Sociale. Il Mulino (relativamente ai capitoli: 1, 2, 3, 6, 7, 8, 10, 11 e 12).
 2. Cialdini, R. B. (2010). Le armi della persuasione. Giunti Editore.
-