



COURSE UNIT (MODULE) DESCRIPTION

Course unit (module) title in Lithuanian	Course unit (module) title in English	Code
Taikomoji socialinė psichologija	Applied Social Psychology	

Lecturer(s)	Department(s) where the course unit (module) is delivered
Coordinating: assoc. prof. dr. Alfredas Laurinavičius Other(s):	Clinical and Organizational Psychology, Faculty of Philosophy, Universiteto str. 9/1, Vilnius

Study cycle	Level of the course unit (module)	Type of the course unit (module)
First	-	Optional

Mode of delivery	Period when the course unit (module) is delivered	Language(s) of instruction
Face-to-face and self-study	Autumn	English

Requirements for students	
Prerequisites: Satisfactory level of English language proficiency	Additional requirements (if any): none

Course (module) volume in credits	Total student's workload	Contact hours	Self-study hours
5	130	48	82

Purpose of the course unit (module): programme competences to be developed		
<p>In the course students will become familiar with theories of social psychology, its manifestation laws in different fields and everyday situations; students will develop an ability to understand and explain social behaviour; students will learn to apply laws of social psychology in everyday situations and professional practice.</p>		
Learning outcomes of the course unit (module)	Teaching and learning methods	Assessment methods
Students will understand laws of social behaviour and will be able to identify manifestations of these laws.	Interactive lectures, visualizations, discussions, case studies.	Test (open-ended and closed-ended questions), active participation in discussions during the seminars.
On a basis of theories of social psychology student will be able to analyse human behaviour and decision-making; student will be able to analyse	Interactive lectures, visualizations, discussions, case studies, self-study analysis of	Test (open-ended and closed-ended questions), active participation in

critically scientific studies of social psychology, will be able to evaluate its relation to various fields of human activity.	studies of social psychology.	discussions during the seminars.
Student will be able to apply knowledge of social psychology for understanding and analysis of every day's human behaviour.	Presentations based on analysis of every day's situations. Group work. Discussions, case studies	Participation in group presentations, active participation in discussions during the seminars.

Content: breakdown of the topics	Contact hours						Self-study work: time and assignments		
	Lectures	Tutorials	Seminars	Exercises	Laboratory work	Practice	Contact hours	Self-study hours	Assignments
1. The main concepts of social psychology. Social psychology and common sense. Personality and social situation. Social psychology as a science. Research methods of social psychology.	2						2	4	Self-study literature review: 1 [number of resource in compulsory reading list] p. 2-26; 2: p. 87-116; 3: p. 1-20.
2. The Self in a Social World. Self-concept. Self-esteem. Perceived self-control. Self-serving bias. Self-presentation.	2						2	4	Self-study literature review: 1: p. 27-60.
3. Explaining human behaviour (attributions). Perceiving and judging our social worlds. Attributing causality of social behaviour. Attributional errors. Self-attribution.	4						4	4	Self-study literature review: 1: p. 61-96.
4. Behaviour and Attitudes. Predicting behaviour using attitudes. Explaining influence of behaviour on attitudes: conditions and mechanisms.	2		2				4	5	Self-study literature review: 1: p.97-120.
5. Conformity and obedience. Definition of conformity and obedience. Classical studies. Predictors and causes of conformity and obedience. Relationship between personality traits and conformity.	4		2				6	4	Self-study literature review: 1: p. 153-187.

6. Persuasion. Paths of persuasion. Elements of persuasion. Interventions in applied social psychology.	4		2				6	4	Self-study literature review: 1: p. 188-217; 2: p. 57 – 86.
7. Prejudices, stereotypes and mass media. Origins of prejudices. Stereotypes: formation principles and functions. Influence of stereotypes. Stereotypic presentation of social groups in mass media.	2		2				4	4	Self-study literature review: 1: p. 254-294. 2: p. 141-161.
8. Attraction and Intimacy. Causes of attraction. Physical attraction. The influence of physical attraction for decision-making and behaviour. Love.	2		2				4	4	Self-study literature review: 1: p. 333-374. 3: p. 349-364.
9. Aggression and criminality. Aggression: definitions, causes and types. Individual and situational sources of aggression. Modification of aggression. Criminality and aggressive behaviour. Aggression modification methods. Aggression and mass media. Aggression and computer games.	2		2				4	4	Self-study literature review: 1 p. 296-332; 3: p. 137-164.
10. Helping. Prosocial behaviour. Motives of volunteering. Altruism. Conditions facilitating helping and non-helping behaviour.	2		2				4	4	Self-study literature review: 1: p. 375-411.
11. Social psychology and economic behaviour. Personal, social and situational reference. Loss aversion. Time preference.	2						2	4	Self-study literature review: 1: p. 517-528; 2: p. 117-136.
12. Social groups and organizations. Groups: definitions, types, development. Group processes: facilitation and social loafing. Groups and teams in organizations. Leadership. Conflicts and negotiations. Groupthink.	2		2				4	4	Self-study literature review: 1: p. 218-253; 2: p. 271-290.
13. Social psychology of health and illness. Understanding health and illness behaviours. Social psychology in clinic. Social-psychological approaches to treatment Promoting health behaviour.	2						2	4	Self-study literature review: 1: p. 448-477. 2: p. 226-270; 3: p. 165-190.
Preparation for presentation								12	
Preparation for exam								17	
Total	32		16				48	82	

Assessment strategy	Weight, %	Deadline	Assessment criteria
Written exam (can take place in VU E-Learning and Examination Centre)	70	Examination session	The test consists of 15-25 questions related to lectures and self-study materials. The test consist of different type questions (open-ended and closed-ended) of different weight. The grade 10 is given if the student collects 90% of all available points, 0 – if the student collects 0 points.
Active and constructive participation in seminar activities	30	Before examination session	Participation in seminars is compulsory. If student misses more than 25% seminars, he/she is not allowed to take the exam. The criteria for assessment of participation in the seminars are as follows: <ol style="list-style-type: none"> 1. Well-run, clear, interesting, interactive presentation (34%). 2. Constructive participation in seminar activities (participates in group discussions, uses information from scientific literature, analyses, provides examples, generates ideas, explains the ideas using laws of social psychology (33%). 3. Seminar attendance (33%).

Author	Year of publication	Title	Issue of a periodical or volume of a publication	Publishing place and house or web link
Compulsory reading				
1. Myers D. G., Twenge J. M.	2017	Social Psychology		New York: McGraw-Hill Education
2. Steg L., Buunk A. P., Rothengatter T. (eds.)	2008	Applied Social Psychology		Cambridge: Cambridge University Press
3. Schneider F. W., Gruman J. A., Coutts L. M.	2012	Applied Social Psychology: Understanding and Addressing Social Practical Problems		Los Angeles: Sage
Optional reading				
4. Aronson E., Wilson T. D., Akert R. M.	2010	Social Psychology		Boston: Pearson
5. R. B. Cialdini R. B.	1993	Influence: The Psychology of Persuasion		New York: Morrow

6. Suls J., Wallston K. A.	2003	Social Psychological Foundations of Health and Illness		Malden: Blackwell Publishing
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