

Psychology 2500: Proseminar in Social Psychology

Fall 2019

Fridays, Noon – 2:45 PM

William James Hall 1465

FACULTY ORGANIZER: Prof. Daniel Gilbert, gilbert@wjh.harvard.edu

TEACHING FELLOW: Arunima Sarin asarin@g.harvard.edu

COURSE DESCRIPTION: This team-taught seminar provides an advanced overview of selected topics in social psychology.

Date	Seminar Leader	Topic
SEP 6	Prof. Daniel Gilbert (Psychology)	The Field of Social Psychology
SEP 13	Prof. Joshua Greene (Psychology)	Morality
SEP 20	Prof. James Sidanius (Psychology)	Intergroup Relations
SEP 27	HARVEST DAY, NO CLASS	
OCT 4	Prof. Ellen Langer (Psychology)	Health Psychology
OCT 11	Prof. Max Krasnow (Psychology)	Social Evolution
OCT 18	Prof. Julian Zlatev (HBS)	Decision Making
OCT 25	Prof. Jason Mitchell (Psychology)	Mind Perception
NOV 1	Prof. Leah Somerville (Psychology)	Emotion
NOV 8	Prof. Michael Norton (HBS)	Inequality
NOV 15	Prof. Todd Rogers (HKS)	Applied Social Psychology
NOV 22	Prof. Ashley Whillans (HBS)	Subjective Well-being

Preparation: This is an advanced course. Students who have never taken an undergraduate course in social psychology should read a current college textbook to get a general sense of the field. The faculty members who lead each seminar will assume that students are knowledgeable about the methods and major topics in social psychology.

Weekly Meetings: Each meeting will begin with a brief lecture by a faculty member who will typically speak for no more than an hour before opening the meeting for discussion of the issues raised in the lecture and weekly readings.

To facilitate the discussion, each student is expected to submit a *discussion seed* by 5 PM on the Wednesday before each meeting. A discussion seed is a roughly 200-word comment based on the readings. The discussion seed should raise an issue that the student believes is interesting and important enough to warrant the time and attention of the seminar's members.

Discussions will not be initiated by faculty members. Instead, each week a different student will be assigned to read all the discussion seeds and use them to initiate the discussion. Every student will play the role of initiator at least once.

Papers and Grades: At the end of the term, each student will write a roughly 2500-word paper that presents an original idea based on some of the readings and discussions. The paper should not simply be a review. Rather, it should use the literature to develop an original thesis that seeks to make a meaningful contribution to social psychology. The paper should demonstrate the student's mastery of the material with which the seminar has been concerned.

When the paper is complete, students will submit it to the *Journal of Interesting Ideas in Social Psychology*. This is an imaginary journal and the Faculty Organizer is its editor. He will read the submission, and he will also assign two other students to read the submission and provide an anonymous "peer review." The Faculty Organizer will consider the peer reviews when evaluating the quality of the submission. In addition, he will evaluate the quality of the peer reviews.

A student's course grade will therefore be determined by (a) the quality of their submission and (b) the quality of their peer reviews.

Logistics: Readings will be distributed through Canvas. Discussion seeds and term papers will be submitted through Canvas.

SEP 6	Gilbert	The Field of Social Psychology
<p>History</p> <p>Wegner, D. M., & Gilbert, D. T. (2000). Social psychology—The science of human experience. In H. Bless & J. P. Forgas (Eds.), <i>The message within: The role of subjective experience in social cognition and behavior</i>. Philadelphia, PA: Psychology Press.</p> <p>Ross, L., Lepper, M.R., & Ward, A.F. (2010). History of social psychology: insights, challenges, and contributions to theory and application. In Gilbert, D. T., Fiske, S. T., & Lindzey, G., (Eds.), <i>Handbook of social psychology</i> (5th ed.) New York: Wiley.</p> <p>Crisis</p> <p>Gilbert, D. T., King, G., Pettigrew, S., & Wilson, T. D. (2016). Comment on "Estimating the reproducibility of psychological science." <i>Science</i>, 351, 1037-a-1038-a.</p> <p>Wilson, B. M., & Wixted, J. T. (2018). The prior odds of testing a true effect in cognitive and social psychology. <i>Advances in Methods and Practices in Psychological Science</i>, 1(2), 186–197.</p>		
SEP 13	Greene	Morality
<p>Overview</p> <p>Greene, J. (2013). <i>Moral tribes: Emotion, reason, and the gap between us and them</i>. New York: Penguin. [Read chapters 1-4. Material on pp.12-16 and 108-113 is optional].</p> <p>Graham, J., Nosek, B. A., Haidt, J., Iyer, R., Koleva, S., & Ditto, P. H. (2011). Mapping the moral domain. <i>Journal of Personality and Social Psychology</i>, 101, 366-385.</p> <p>Intuition and Reason</p> <p>Haidt, J. (2001). The emotional dog and its rational tail: a social intuitionist approach to moral judgment. <i>Psychological Review</i>, 108, 814--834.</p> <p>Cushman, F. (2013). Action, outcome, and value: A dual-system framework for morality. <i>Personality and Social Psychology Review</i>, 17, 273-292.</p> <p>Moral development</p> <p>Hamlin, J. K., Wynn, K., & Bloom, P. (2007). Social evaluation by preverbal infants. <i>Nature</i>, 450, 557--559.</p>		

SEP 20	Sidanius	Intergroup Relations
		<p>Dovidio, J.F., Gaertner, S.L. (2010). Intergroup bias. In Gilbert, D. T., Fiske, S. T., & Lindzey, G., (Eds.), <i>Handbook of social psychology</i> (5th ed.) New York: Wiley.</p> <p>Pratto, F., Sidanius, J., Stallworth, L. M., & Malle, B. F. (1994). Social dominance orientation: A personality variable predicting social and political attitudes. <i>Journal of Personality and Social Psychology</i>, 67(4), 741-763.</p> <p>Mintz, A., Terris, L., Sidanius, J., Hudson, S., Davis, G., & Bergh, R. (2019). The theory of gendered prejudice: A social dominance and intersectionalist perspective. In A. Mintz & L. Terris (Eds.), <i>The Oxford Handbook of Behavioral Political Science</i>. Oxford: Oxford University Press.</p> <p>Kurzban, R., Tooby, J., & Cosmides, L. (2001). Can Race be Erased? Coalitional Computation and Social Categorization. <i>Proceedings of the National Academy of Sciences</i>, 98, 15387-15392.</p>

OCT 4	Langer	Health Psychology
<p>Overview</p> <p>Taylor, S. E. (2010). Health. In Gilbert, D. T., Fiske, S. T., & Lindzey, G., (Eds.), <i>Handbook of social psychology</i> (5th ed.) New York: Wiley.</p> <p>Langer, E. J. (2009). <i>Counterclockwise: Mindful health and the power of possibility</i>. New York: Ballantine Books.</p> <p>Gawande, A. (2014). <i>Being mortal: Medicine and what matters in the end</i>. New York, NY: Metropolitan Books. [Skim]</p> <p>Health Biases</p> <p>Dodd, S., Dean, O. M., Vian, J., & Berk, M. (2017). A review of the theoretical and biological understanding of the nocebo and placebo phenomena. <i>Clinical Therapeutics</i>, 39, 469-476.</p> <p>Schwartz, J., Mochon, D., Wyper, L., Maroba, J., Patel, D., & Ariely, D. (2014). Healthier by precommitment. <i>Psychological science</i>, 25, 538-546.</p> <p>Park, C., Pagnini, F., Reece, A., Phillips, D., & Langer, E. (2016). Blood sugar level follows perceived time rather than actual time in people with type 2 diabetes. <i>Proceedings of the National Academy of Sciences</i>, 113, 8168–8170.</p> <p>Social Support & Stress</p> <p>Kok, B. E., Coffey, K. A., Cohn, M. A., Catalino, L. I., Vacharkulksemsuk, T., Algae, S. B. & Fredrickson, B. L. (2013). How positive emotions build physical health perceived positive social connections account for the upward spiral between positive emotions and vagal tone. <i>Psychological Science</i>, 24, 1123-1132.</p> <p>Pagnini, F., Phillips, D., Bosma, C., Reece, A., & Langer, E. (2015). Mindfulness, Physical Impairment and Psychological Well-Being in People with Amyotrophic Lateral Sclerosis. <i>Psychology & Health</i>, 30, 503-517.</p>		

OCT 11	Krasnow	Social Evolution
<p>Social Exchange:</p> <p>Cosmides, L. & Tooby, J. (1989). Evolutionary psychology and the generation of culture, Part II. Case study: A computational theory of social exchange. <i>Ethology & Sociobiology</i>, 10, 51-97.</p> <p>Cosmides, L., Barrett, H.C., & Tooby, J. (2010). Adaptive specializations, social exchange, and the evolution of human intelligence. <i>Proceedings of the National Academy of Sciences</i>, 107, 9007-9014.</p> <p>The Altruism Debate:</p> <p>Fehr, E., Fischbacher, U. & Gächter, S (2002). Strong reciprocity, human cooperation, and the enforcement of social norms. <i>Human Nature</i> 13, 1-25.</p> <p>Delton, A. W, Krasnow, M. M., Cosmides, L. & Tooby, J. (2011). Evolution of direct reciprocity under uncertainty can explain human generosity in one-shot encounters. <i>Proceedings of the National Academy of Sciences</i>, 108, 13335-13340.</p> <p>Krasnow, M.M., Delton, A.W., Cosmides, L. & Tooby, J. (2016). Looking under the hood of third-party punishment reveals design for personal benefit. <i>Psychological Science</i>, 27, 1-14.</p> <p>West, S.A., Griffin, A.S., & Gardner, A. (2007) "Social semantics: altruism, cooperation, mutualism, strong reciprocity and group selection." <i>Journal of Evolutionary Biology</i> 20, 415-432.</p>		

OCT 18	Zlatev	Decision Making
<p>Overview</p> <p>Kahneman, D. (2003). A perspective on judgment and choice: mapping bounded rationality. <i>American Psychologist</i>, 58(9), 697-720.</p> <p>Heuristics and Biases</p> <p>Tversky, A., & Kahneman, D. (1974). Judgment under uncertainty: Heuristics and biases. <i>Science</i>, 185(4157), 1124-1131.</p> <p>Shah, A. K., & Oppenheimer, D. M. (2008). Heuristics made easy: An effort-reduction framework. <i>Psychological Bulletin</i>, 134(2), 207.</p> <p>Debiasing and Choice Architecture</p> <p>Milkman, K. L., Chugh, D., & Bazerman, M. H. (2009). How can decision making be improved?. <i>Perspectives on Psychological Science</i>, 4(4), 379-383.</p> <p>Krijnen, J. M., Tannenbaum, D., & Fox, C. R. (2017). Choice architecture 2.0: Behavioral policy as an implicit social interaction. <i>Behavioral Science & Policy</i>, 3(2), 1-18.</p> <p>Zlatev, J. J., Daniels, D. P., Kim, H., & Neale, M. A. (2017). Default neglect in attempts at social influence. <i>Proceedings of the National Academy of Sciences</i>, 114(52), 13643-13648.</p>		

OCT 25	Mitchell	Mind Perception
<p>Overview</p> <p>Epley, N., & Waytz, A. (2010). Mind perception. In Fiske, S. T., Gilbert, D. T., & Lindzey, G. (Eds.), <i>Handbook of social psychology</i> (5th ed.) (pp. 498-541). New York: John Wiley & Sons, Inc.</p> <p>Gray, H. M., Gray, K., & Wegner, D. M. (2007). Dimensions of mind perception. <i>Science</i>, 315, 619-619.</p> <p>Autism</p> <p>Baron-Cohen, S. (1997). <i>Mindblindness: An essay on autism and theory of mind</i>. Cambridge, MA: MIT Press. [Read chapters 1-5 (pp. 1-84)]</p> <p>Development of Theory-of-Mind</p> <p>Kovács, Á. M., Téglás, E., & Endress, A. D. (2010). The social sense: Susceptibility to others' beliefs in human infants and adults. <i>Science</i>, 330, 1830-1834.</p> <p>The Social Brain</p> <p>Buckner, R. L., & Carroll, D. C. (2007). Self--projection and the brain. <i>Trends in Cognitive Sciences</i>, 11, 49-57.</p> <p>Amodio, D. M., & Frith, C. D. (2006). Meeting of minds: the medial frontal cortex and social cognition. <i>Nature Reviews Neuroscience</i>, 7, 268-277.</p> <p>Mitchell, J. P. (2013, September). <i>The sovereignty of social cognition: Insights from neuroscience</i>.</p>		

NOV 1	Somerville	Emotion
<p>Overview Barrett, L.F., Mesquita, B., Ochsner, K.N., & Gross, J.J. (2007). The experience of emotion. <i>Annual Review of Psychology</i>, 58, 373-403.</p> <p>The structure of emotion Ekman, P. (1992) An argument for basic emotions. <i>Cognition & Emotion</i>, 6, 169-200.</p> <p>Feldman Barrett, L. (2011). Constructing emotion. <i>Psychological Topics</i>, 20, 359-380.</p> <p>Emotional expression Shariff, A.F., & Tracy, J.L. (2011). What are emotion expression for? <i>Current Directions in Psychological Science</i>, 20, 395-399.</p> <p>Susskind, J.M., Lee, D.H., Cusi, A., Feiman, R., Grabsi, W., & Anderson, A.K. (2008). Expressing fear enhances sensory acquisition. <i>Nature Neuroscience</i>, 11, 843-850. [Skim]</p> <p>Emotion in social contexts Feinberg, M., Willer, R., & Keltner, D. (2012). Flustered and faithful: Embarrassment as a signal of prosociality. <i>Journal of Personality and Social Psychology</i>, 102, 81-97.</p> <p>Tangney, J.P., Stuewig J., & Mashek, D.J. (2007). Moral emotions and moral behavior. <i>Annual Review of Psychology</i>, 58, 345-372.</p>		
NOV 8	Norton	Inequality
<p>Davidai, S., & Gilovich, T. (2016). The headwinds/tailwinds asymmetry: An availability bias in assessments of barriers and blessings. <i>Journal of Personality and Social Psychology</i>, 111, 835-851.</p> <p>Norton, M. I., & Ariely, D. (2011). Building a Better America—One Wealth Quintile at a Time. <i>Perspectives on Psychological Science</i>, 6, 9–12.</p> <p>Kuziemko, I., Buell, R. W., Reich, T., & Norton, M. (2014). 'Last-place Aversion': Evidence and Redistributive Implications." <i>Quarterly Journal of Economics</i>, 129, 105–149.</p> <p>Shah, A. K., Mullainathan, S., & Shafir, E. (2012). Some consequences of having too little. <i>Science</i>, 338, 682-685.</p> <p>Kawachi, I., Kennedy, B. P., Lochner, K., & Prothrow-Stith, D. (1997). Social capital, income inequality, and mortality. <i>American Journal of Public Health</i>, 87, 1491-1498.</p>		

NOV 15	Rogers	Applied Social Psychology
<p>Overview</p> <p>Rogers, T., Goldstein, N. J., & Fox, C. R. (2018). Social mobilization. <i>Annual Review of Psychology</i>, 69, 357-381.</p> <p>Sunstein, C. R., & Thaler, R. H. (2003). Libertarian paternalism is not an oxymoron. <i>The University of Chicago Law Review</i>, 1159-1202.</p> <p>Insights and applications from other fields</p> <p><i>[SKIM THESE TO UNDERSTAND EFFECTS, READ MORE CLOSELY IF INTERESTED IN HOW THESE FINDINGS ARE FRAMED IN THESE FIELDS]</i></p> <p>Gerber, A. S., Green, D. P., & Larimer, C. W. (2008). Social pressure and voter turnout: Evidence from a large-scale field experiment. <i>American political Science review</i>, 102, 33-48.</p> <p>Bursztyn, L., & Jensen, R. (2015). How does peer pressure affect educational investments?. <i>The quarterly journal of economics</i>, 130, 1329-1367.</p> <p>Grant, A. M., Campbell, E. M., Chen, G., Cottone, K., Lapedis, D., & Lee, K. (2007). Impact and the art of motivation maintenance: The effects of contact with beneficiaries on persistence behavior. <i>Organizational behavior and human decision processes</i>, 103, 53-67.</p> <p>Thaler, R. H., & Benartzi, S. (2004). Save more tomorrow™: Using behavioral economics to increase employee saving. <i>Journal of political Economy</i>, 112, S164-S187.</p> <p>Examples from recent education research</p> <p>Bergman, P., Lasky-Fink, J., & Rogers, T. (in press). Simplification and defaults affect adoption and impact of technology, but decision makers do not realize it. <i>Organizational Behavior and Human Decision Processes</i>.</p> <p>Rogers, T., & Feller, A. (2018). Reducing student absences at scale by targeting parents' misbeliefs. <i>Nature Human Behaviour</i>, 2, 335.</p>		

NOV 22	Whillans	Subjective Well-being
<p>Overview</p> <p>Diener, E. (2013). The remarkable changes in the science of subjective well-being. <i>Perspectives on Psychological Science</i>, 8, 663-666.</p> <p>Fredrickson, B. L. (2001). The role of positive emotions in positive psychology: The broaden-and-build theory of positive emotions. <i>American Psychologist</i>, 56, 218.</p> <p>What does “happiness” mean and how can it be measured?</p> <p>Gilbert, D. (2006). “The view from in here.” In <i>Stumbling on Happiness</i>. New York: Knopf.</p> <p>Kahneman, D. (1999). Objective happiness. In D. Kahneman, E. Diener & N. Schwarz (Eds.), <i>Well-being: The foundations of hedonic psychology</i>. (pp. 3-25). New York, NY: Russell Sage Foundation.</p> <p>Money and happiness</p> <p>Jebb, A. T., Tay, L., Diener, E., & Oishi, S. (2018). Happiness, income satiation and turning points around the world. <i>Nature Human Behaviour</i>, 33-40.</p> <p>Kahneman, D., Krueger, A. B., Schkade, D., Schwarz, N., & Stone, A. A. (2006). Would you be happier if you were richer? A focusing illusion. <i>Science</i>, 312, 1908-1910.</p> <p>Can happiness be increased?</p> <p>Sheldon, K. M., & Lyubomirsky, S. (2006). Achieving Sustainable Gains in Happiness: Change Your Actions, not Your Circumstances. <i>Journal of Happiness Studies</i>, 7, 55-86.</p> <p>Dunn, E.W., Whillans, A.V., Aknin, L.B. & Norton, M.I. (in press). Prosocial Spending and Buying Time: Money as a Tool for Increasing Subjective Well-being. <i>Advances in Experimental Social Psychology</i>.</p> <p>Recommended Reading (optional)</p> <p>Sheldon, K. M. (2018). Understanding the good life: Eudaimonic living involves well-doing, not well-being. In <i>The social psychology of living well</i> (pp. 116-136). Routledge.</p>		