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*By: Sumandeep Kaur*



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# QUESTION PAPER

June – 2023

(Solved)

## ADVANCED SOCIAL PSYCHOLOGY

M.P.C.-4

Time: 2 Hours ]

[ Maximum Marks: 50

Note: All sections are compulsory.

### SECTION-A

Note: Answer the following questions:

**Q. 1. Describe the historical development and emergence of Modern Social Psychology.**

**Ans. Ref.:** See Chapter-1, Page No. 2-3, 'Historical Developments: The Emergence of Modern Social Psychology'.

**Q. 2. Discuss the compliance of obedience as areas of social influence.**

**Ans. Ref.:** See Chapter-5, Page No. 4, 'Obedience'.

**Q. 3. Elaborate upon the errors involved in attribution.**

**Ans. Ref.:** See Chapter-2, Page No. 15, 'Errors in Attribution'.

**Q. 4. Describe the meaning and characteristics of stereotypes. Discuss their development and maintenance.**

**Ans. Ref.:** See Chapter-9, Page No. 85, 'Stereotypes' and 'Development and Maintenance of Stereotypes'.

### SECTION-B

Note : Answer the following questions:

**Q. 5. Describe the factors responsible for interpersonal attraction.**

**Ans. Ref.:** See Chapter-7, Page No. 62-63, 'Interpersonal Attraction'.

**Q. 6. Explain Bem's self-perception theory.**

**Ans. Ans.** Daryl Bem proposed self-perception theory in 1967 when he argued that people sometimes analyze their own behaviour in the same fashion as they would analyze someone else's behaviour. Self-perception theory describes the process in which people, lacking initial attitudes or emotional responses, develop them by observing their own behaviour and coming to

conclusions as to what attitudes must have driven that behaviour. Self-perception theory is counter-intuitive. Common knowledge would have us assume that a person's personality and attitudes drive their actions; however, self-perception theory shows that this is not always the case. In simple terms, it illustrates that "We are what we do." According to self-perception theory, we interpret our own actions the way we interpret others' actions, and our actions are often socially influenced and not produced out of our own free will, as we might expect. At the time, Bem was proposing something that was counter to how people's attitudes and behaviours were thought of. Most people would agree, *for example*, that a person who perceives himself or herself as interested in road biking may, as a result of that interest, buy bicycling equipment and go on long cycling rides. That is, the person's attitudes and self-perception influence his or her behaviour. Bem, however, reversed this relation by suggesting that it is also possible that people understand their attitudes and interests because they have made inferences based on their behaviour. Thus, this person could infer that he or she is interested in road biking on the basis of frequent cycling trips and lavish spending on a nice road bike. Self-perception theory provides a similar explanation for emotion by suggesting that people infer their emotions by observing their bodies and their behaviours. In other words, people's emotions and other feelings come from such actions as facial expressions, postures, level of arousal and behaviours. In this way, feelings are consequences of behaviour rather than the other way around. People are angry because they scowl and are happy because they smile-this is the self-perception effect.

**Q. 7. Discuss the factors leading to formation of attitude.**

**Ans. Ref.:** See Chapter-10, Page No. 92, 'Attitude Change' and Chapter-9, Page No. 88, Q. No. 1.

**Q. 8. Explain the meaning and characteristics of a group.**

**Ans. Ref.:** See Chapter-13, Page No. 109, 'Definition and Meaning of Group' and Page No. 110, 'Characteristics of a Group'.

**Q. 9. Explain the theories of crowd behaviour.**

**Ans. Ref.:** See Chapter-15, Page No. 127, 'Theories of Crowd Behaviour'.

**SECTION-C**

**Note: Write short notes on the following:**

**Q. 10. Social Impact theory.**

**Ans. Ref.:** See Chapter-5, Page No. 45, 'Social Impact Theory'.

**Q. 11. Cognitive algebra.**

**Ans. Ref.:** See Chapter-2, Page No. 13, 'Cognitive Algebra : Additive and Averging Models'.

**Q. 12. Characteristics of prejudice.**

**Ans. Ref.:** See Chapter-11, Page No. 97, 'Characteristics of Prejudice'.



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# ADVANCED SOCIAL PSYCHOLOGY

## INTRODUCTION TO SOCIAL PSYCHOLOGY

### Nature and Concept of Social Psychology and Social Psychology Related to Other Disciplines



#### INTRODUCTION

Social psychology is the scientific study of how people's thoughts, feelings, and behaviours are influenced by the actual, imagined, or implied presence of others. The study of social psychology analyses the nature of humans and the relation of man to society. Social psychology involves many interactions like person to person, person to group and a group related to other group. It emerged in the early 20th century and uses scientific methods to study social events and to influence others and get influenced. The social psychology's main focus is individual and its sphere is social.

So, in this chapter we will study about the social psychology definition, nature, scope, historical perspective and social psychology as related to other disciplines.

#### CHAPTER AT A GLANCE

##### NATURE AND CONCEPT OF SOCIAL PSYCHOLOGY

The creation of new sciences and specialized branches for specific needs have changed the scenario of education and knowledge in the last century. It studies the psychic planes and currents that came into existence among individual in consequence of their association. Social psychology comes into existence at the time when the world was undergoing a great upheaval. The two sciences psychology and sociology are regarded as the

parents of social psychology. Societies manifest through communication and interaction which in turn shape the behaviour of individuals. Social psychology intrudes social life by, providing practical recommendation in various areas.

In shifting attention from the agreements in which men rest, such as languages, religions, and cultures, to the agitations into which they are drawn, it is natural to change the metaphor from plane to current. The practical needs of the discipline have been increased by the increased demand for efficient management in the areas of industry, health, education, public services and mass communication systems etc. Floyd Allport (1942) has defined social psychology as 'The scientific study of the experience and behaviour of individuals in relation to other individuals, groups and culture' and in 1968 Gordon W. Allport has given a similar definition that it is a discipline "That attempts to understand and explain how the thought, feeling and behaviour of and individual are influenced by the actual presence of others".

##### Social Psychology is Scientific

##### In Nature

The social psychology is scientific in nature because it bears to understand the nature and causes of individual behaviour in social situations. In reality science is not a label for certain fields of advanced studies in natural science.

It adopts scientific methods i.e. a 3 basics steps process has been employed by Mc David & Harari, 1994.

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1. Careful observation needs the gathering of information about the essential concerns and processes related with interest and an attitude of skepticism.
2. The statements of general principles and the ordered observations.
3. There is also the predict future observations with the help of the utilization of important principles.

We can also take this statement as an example. When people try to dismiss who are the big public questions on being emotional it is a strategy to avoid debates. So this is how social psychology is scientific in nature

### Social Psychology Studies The Experience and Behaviour of Individuals

The experience and behaviour of individuals focus on individuals not groups. Behaviour is a function of person and environment by the Kurt Lewin's (1951) famous heuristic formula,  $B=f(P,E)$

### Culture

Mc David and Harare said that social stimulus situations have some important capacities for change that non-social stimulus situations lack.

### Causes of Social Behaviour Thought

Human's social behaviour and thoughts are caused by many things by which social psychology would try to understand then the following five factors which have been studied by Baron and Byron in 1995 are:

1. **Cognitive process:** memory reasoning belief, ideas, judgement about others. This basically in studies in the area of social cognitions.
2. The action and characteristics of others.
3. **Ecological variables/environments:** This basically gives direct/indirect influence of the physical environment.
4. **Cultural context:** The culture in which we stay or born and brought up determines our behaviour. It is sum of values, beliefs and language. It also has cultural norms and membership in various groups.
5. **Biological factors:** This influences our social behaviour.

Biological of human behaviour and genetic inheritance relevant to social behaviour. Social psychologists are primarily interested in understanding many factors and conditions that shape the social behaviour and thoughts of individual.

Baron & Byron (1995:13), said that the basic assumption behind is accurate and useful information.

About the most important of social behaviour thoughts can be through the use of basic methods of science.

### SCOPE OF SOCIAL PSYCHOLOGY

Social psychology's scope attempts to understand, predict and other needed three general ways:

- (1) Firstly, have the thoughts, feelings and behaviour of individual are influenced by the actual or imagined presence of others. It include social perception, social interaction and many kinds of social influence (like trust, power and persuasion)
- (2) Secondly, it tries to understand the influence that individual perception and behaviour have upon the behaviour of groups. It includes group decision-making and group product in the workplace.
- (3) Thirdly, social psychology tries to understand groups themselves as behavioural entities and the relationship and influences that one group has upon other group. It also includes the ideological fourth level called, the level "which is given in European textbook. The ideological level studies the social forces that influence the human psyche.

### HISTORICAL DEVELOPMENTS: THE EMERGENCE OF MODERN SOCIAL PSYCHOLOGY

In this point we will understand the contribution of social psychology and we will get to know the historical origins. The social psychology ideas originally took shape within the realm of philosophy and the gradually branched off from the system of psychological knowledge. Now, firstly we will discuss the social thought before the advent of social science.

### Social Thought before the Advent of Social Science

The social thought before the advent of social science is that the thought provides general theories to explain actions and behaviour of society as a whole, encompassing sociological, political and philosophical ideas.

The two earlier forms of social thoughts over the centuries are Platonic and Aristotelian.

1. According to the platonic thinking the main emphasis on the states apart from the individual who had to be educated to become a good citizen.
2. According to the Aristotelian thinking it focused on the human being who is social in nature to make the individuals to live together and develop a good relationship with each other.

The two traditions of social thought in modern times have been known as socio centred approach and individual centred approach. According to German Philosopher Hegal (1770-1831), the state is not only the ultimate form of society but the incarnation of the objective social minds of which individual minds are active participants.

Social psychology has been defined from the beginning as the scientific study of the individual in the social context. Individualism has appeared in two forms in sociological thought:

1. According to hedonism the masses cooperate with each other to maintain pleasure and peace.
2. The utilitarianism thoughts advocate the pursuit of the greatest happiness of the greatest number.

The concept of power and its role in social relationships returned in social psychology from Machiavelli (1513) and Thomas Hobbes (1651), they also found its proper frame of reference in the field theory and social exchange theory. Aggression, conformity to group pressure and obedience to authority, and power in language are research areas where power has been studied.

In the 19th century the two major areas; sociology and theory of evolution, the modern social psychology was influenced by the developments.

### **The Second Stage of Development Social Psychology Emerges as a Discipline**

Social psychology is a discipline that uses scientific method to understand and explain have the thought, feeling and behaviour of individuals imagined or implied presence of other human beings.

Three moments are important to be outlined according to (Galina Andreyeva 1990):

1. In the first moment the need of the socio-psychological problems which are related with the various sciences.
2. The second moment comes with the separate problems i.e., psychology and sociology.
3. Lastly, the third moment emphasizes with the types of psychological knowledge.

The three theories which developed in the background of philosophical and descriptive traditions are people's psychology, mass psychology and the theory of instincts of social behaviour.

### **People's Psychology**

In the mid-nineteenth century people's psychology developed as one of the first form of socio-psychological

### **NATURE AND CONCEPT OF SOCIAL PSYCHOLOGY AND SOCIAL PSYCHOLOGY RELATED TO OTHER DISCIPLINES / 3**

theory in Germany. There were many outstanding creators of this psychology which are Moritz Lazarus (1824-1903) and Heymann Steinthal (1823-1893). The article "*Introductory Thoughts on People's Psychology*" was printed which was written by Lazarus and Steinthal. Then Wilhelm Wundt (1832-1920) gave views for the further development of this psychology and he also proposed that it consists of two parts: physiological psychology and people's psychology.

The views which were given by Wundt were criticized by Vygotsky. People's psychology considered language, myths, customs, art and religion as objectives of study. The personality of the individual is also social. So, therefore social psychology focuses on the mentality of the separate individual and collective psychology. It is the study of cultural and historical determination of mentality. Lev Vygotsky dealt with two questions directly related to the development of social psychology.

### **Mass Psychology**

Mass Psychology, also known as crowd psychology, is a branch of social psychology. Social psychologists have developed several theories for explaining the ways in which the psychology of the crowd differs from and interacts with that of the individuals within it. Major theorists in crowd psychology include Gustave Le Bon, Gabriel Tarde, Sigmund Freud and Steve Reicher. This field relates to the behaviours and thought processes of both the individual crowd members and the crowd as an entity. Crowd behaviour is heavily influenced by the loss of responsibility of the individual and the impression of universality of behaviour, both of which increase with the size of the crowd.

### **The First Textbooks of Social Psychology**

William Mc Dougall confounded the British psychological society in 1908 and published one of the first social psychology textbooks. After the introduction, the two works in 1897, James Mark Baldwin's work, *Social and Ethical Interpretation in Mental Development* was published in New York.

Social psychology deals with uniformities in feeling, belief, and action according to E.A Ross. Inborn instincts are the cause of social behaviour which was proposed by Mc Dougall's theory. Tendencies of imitation and suggestion are rooted in their biological nature according to his views.

### **The Beginning of Experimental Research**

One of the first experiences in Social Psychology was the Norman Triplett (1897), that an individual could prove that enhances your physical activity when present

another doing the same task. The experiments made it possible to study the phenomenon of social influence and small groups as entities with their own operating way, mainly with the aim of developing standards. It can create social groups scheduled laboratory to reproduce democratic ideologies, authoritarian, permissive, etc. The group has also been studied in relation to productivity, which has shown to be stimulated by the participation. From the beginning, the social sciences were interested in cultural diversity and the phenomenon of ethnocentrism. Ethnocentrism refers to the conscious or unconscious tendency to consider the customs, values and modes of behaviour of one social group or race to which they belong, as universal models for all humanity.

Allport viewed the experience as an attempt by Freud to turn a simple observation into an analysis of Allport's supposed unconscious memory of his own childhood. The experience would later serve as a reminder that psychoanalysis tended to dig too deeply. Behaviourism, Allport suggested, did not dig deeply enough. Instead, Allport chose to reject both psychoanalysis and behaviourism and embraced his own unique theory of personality. Allport began working at Harvard in 1924, and later left to accept a position at Dartmouth. By 1930, he returned to Harvard where he would remain for the rest of his academic career. During his first year at Harvard, he taught what was most likely the first personality psychology class offered in the United States. His work as a teacher also had a profound effect on some of his students, which included Stanley Milgram, Jerome S. Bruner, Leo Postman, Thomas Pettigrew, and Anthony Greenwald. Allport is perhaps best-known for his trait theory of personality. He began developing this theory by going through a dictionary and noting every term he found that described a personality trait. In addition to his trait theory of personality, Gordon Allport left an indelible mark on psychology. He is often described as one of the founding figures of personality psychology, and his lasting influence is still felt today. Rather than focusing on the psychoanalytic and behavioral approaches that were popular during his time, Allport instead chose to utilize an eclectic approach.

Newcomb was, however, thoroughly committed to experiments in progressive education and was aware of the new college's philosophies. He found the prospect of dispensing wisdom in a more intimate setting an exciting one, and it was not until he had

moved to Vermont that the sympathizer with the underdog came to realize that the Bennington student body was unrelievedly "upper crust." Mozafer Sherif focused his studies mainly on understanding group processes and succeeded in making significant contributions to the field of social psychology. Active in the fields of psychology and sociology, Sherif belonged to many organizations: fellow and council member of American Psychological Association, American Sociological Association, and Society for the Psychological Study of Social Issues, American Orthopsychiatric Association, American Association of University Professors, and Sigma XI.

### **Middle Range Theories**

Middle range theory refers to theories linking human behaviour and natural processes to physical remains in the archaeological record. It allows archaeologists to make inferences in the other direction: from archaeological finds in the present to behaviours in the past. Middle range theories are derived from ethno archaeology and experimental research in combination with the study of taphonomic processes.

The term was adapted from middle range theory in sociology by Kurt Lewin. He conducted ethnographic fieldwork amongst modern hunter-gatherer peoples such as the Nunamiut Eskimo, the Navajo, and Australian Aborigines in order to understand the pattern of waste their activities generated. He then used this data to infer the behaviour of Palaeolithic hunter-gatherers from the waste they left in the archaeological record.

Binford and many of his contemporaries viewed the construction of middle range theories as a fundamental first step in understanding how people in the past behaved. However, middle range research has since been criticised as logically flawed. Its critics argued that it rested on the unjustified assumption that there is a uniform link between behavior and physical remains that holds true throughout human history. Its conclusions were argued to be untestable because their application was founded on a tautology: evidence from contemporary peoples (e.g. modern hunter-gatherers) was asserted to be applicable to people in the past (e.g. Palaeolithic hunter-gatherers) because they behaved in a similar way, but that same evidence was used to reconstruct the behaviour of the past people.

The middle-range theory in archaeology is narrowly conceived in current conception and negated in use. Theory building began to gain tract in the late 1970s in