

Psychology 4518
Attitudes: Structure, Function, and Consequences
Spring 2016
Tuesday & Thursday 12:45 - 2:05
Jennings Hall 060

Instructor

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Course Overview

This course is intended to provide an introduction to basic theory and research regarding attitudes. The focus will be on the bases of attitudes, how they are represented in memory, the functional value that they serve and the consequences that they have for information processing, judgment, and behavior.

Course Textbooks

Fazio, R. H., & Petty, R. E. (Eds.) (2008). *Attitudes: Structure, Function, & Consequences*. New York: Psychology Press.

This book of readings is a collection of classic and contemporary journal articles from the social psychological literature on attitudes. It also includes valuable ancillary material introducing each major topic area.

Cooper, J., Blackman, S. F., & Keller, K. T. (2016). *The Science of Attitudes*. New York: Routledge.

This new text is an excellent overview of the literature, thus providing a context in which to place and integrate the journal articles from the Fazio & Petty reader.

Course Requirements

Readings are assigned for each class meeting, and are to be read prior to the class with which they are associated. Each day's readings consist of articles from the Fazio & Petty reader (referred to as F&P in the Tentative Schedule) and/or sections of the Cooper et al. text (referred to as CBK).

Grades will be based on three equally-weighted exams, each consisting of multiple choice, brief identification, and short essay questions.

1. Exam #1, covering the first third of the course, will be administered during class on February 11.
2. Exam #2, covering the next third, will be administered during class on March 24. Although the focus will be on the second third of the course, students will be expected to be able to integrate these topics with the material that was covered earlier.
3. Exam #3 will be administered during finals week. According to the Registrar's final exam schedule, the exam is scheduled for April 28, 2:00 - 3:45. Again, the focus will be on the material covered since the previous exam, but students will be expected to integrate these topics with the earlier material.

Academic Misconduct

All students at the Ohio State University are bound by the Code of Student Conduct (see <http://oaa.ohio-state.edu/coam/code.html>). Suspected violations of the code in this class will be dealt with according to the procedures detailed in that code. Specifically, any alleged cases of misconduct will be referred to the Committee on Academic Misconduct.

Students with disabilities

This syllabus is available in alternative formats upon request. In addition, if you may need an accommodation based on the impact of a disability, you should contact the instructor immediately. Students with special needs should contact the Office of Disability Services (ODS) at 292-3307 for certification if they have not already done so. Upon such certification, the ODS and the instructor will make every effort to accommodate special needs. However, to ensure that evaluation of student performance in the course is conducted in a manner that is fair to all students, special accommodations will not be granted in the absence of ODS certification.

Tentative schedule (subject to change)

Note: F&P refers to the Fazio & Petty reader; CBK refers to the Cooper, Blackman, & Keller text.

Jan 12: Course introduction

Part 1. Conceptualizing attitudes

Jan 14: F&P Appendix: How to Read a Journal Article in Social Psychology

F&P Section overview

CBK pp. 1-7

Jan 19: F&P Reading 1

CBK pp. 23-40

Jan 21: F&P Reading 2

Part 2. Measurement

Jan 26: F&P Section overview

F&P Readings 3 & 4

CBK pp. 7-14

Jan 28: no class; use the time to review and integrate the readings

Feb 2: F&P Readings 5 & 6

CBK pp. 15-22

Feb 4: F&P Reading 7

CBK pp. 226-240

Feb 9: CBK pp. 241-252

Feb 11: Exam I

Part 3. Bases of Attitudes

Feb 16: F&P Section overview

F&P Reading 8

CBK pp. 51-57, 226-240

Feb 18: F&P Reading 9

CBK Chapter 4 (note: this chapter is not required reading; recommended only)

Feb 23: F&P Reading 10

Feb 25: CBK pp. 46-51, 253-255

Mar 1: F&P Readings 11 & 12

CBK pp. 40-43, 169-173

Mar 3: CBK pp. 174-198

Part 4. Functions of Attitudes

Mar 8: F&P Section overview

F&P Reading 13

CBK Chapter 3

Mar 10: F&P Readings 14, 15, & 16

Mar 22: F&P Readings 17 & 18

Mar 24: Exam II

Part 5. Impact on Perception and Cognition

Mar 29: F&P Section overview

F&P Reading 19

Mar 31: F&P Reading 20

CBK pp. 214-225

Apr 5: F&P Reading 23

Apr 7: F&P Reading 21

CBK pp. 43-46

Apr 12: F&P Reading 22

Part 6. Impact on Behavior

Apr 14: F&P Section overview

F&P Readings 24 & 25

Apr 19: F&P Readings 26 & 27

CBK Chapter 6

Apr 21: **Wrap-up**

CBK Chapter 10 (note: this chapter is not required reading; recommended only)

April 28, 2:00 - 3:45: Exam III

Table of Contents of Fazio, R. H., & Petty, R. E. (Eds.) (2008). *Attitudes: Their Structure, Function and Consequences*. New York: Psychology Press.

Preface

Part 1. Conceptualizing Attitudes

Section Overview

Readings:

(1) Zanna, M. P., & Rempel, J. K. (1988). Attitudes: A new look at an old concept. In D. Bar-Tal & A. W. Kruglanski (Eds.), The social psychology of knowledge (pp. 315-334). New York: Cambridge University Press. (ABRIDGED)

(2) Fazio, R. H., Sanbonmatsu, D. M., Powell, M. C., & Kardes, F. R. (1986). On the automatic activation of attitudes. Journal of Personality and Social Psychology, 50, 229-238.

Part 2. Measurement of Attitudes

Section Overview

Readings:

(3) Thurstone, L. L. (1928). Attitudes can be measured. American Journal of Sociology, 33, 529-544. (ABRIDGED)

(4) Schwarz, N. (1999). Self-Reports: How the questions shape the answers. American Psychologist, 54, 93-105.

(5) Cacioppo, J. T., Petty, R. E., Losch, M. E., & Kim, H. S. (1986). Electromyographic activity over facial muscle regions can differentiate the valence and intensity of affective reactions. Journal of Personality and Social Psychology, 50, 1260-268.

(6) Fazio, R. H., Jackson, J. R., Dunton, B. C., & Williams, C. J. (1995). Variability in automatic activation as an unobtrusive measure of racial attitudes: A bona fide pipeline? Journal of Personality and Social Psychology, 69, 1013-1027.

(7) Greenwald, A.G., McGhee, D. E., & Schwartz, J. L. K. (1998). Measuring individual differences in implicit cognition: The implicit association test. Journal of Personality and Social Psychology, 74, 1464-1480.

Part 3. Affective, Cognitive, and Behavioral Bases of Attitudes

Section Overview

Readings:

(8) Fishbein, M. J. (1963). An investigation of the relationships between beliefs about an object and the attitude toward that object. Human Relations, 16, 233-240.

(9) Zajonc, R. (1980). Feeling and thinking: Preferences need no inferences. American Psychologist, 35, 151-175.

(10) Chaiken, S., & Baldwin, M. W. (1981). Affective-cognitive consistency and the effect of salient behavioral information on the self-perception of attitudes. Journal of Personality and Social Psychology, 41, 1-12.

(11) Haddock, G., Zanna, M. P., & Esses, V. M. (1993). Assessing the structure of prejudicial attitudes: The case of attitudes toward homosexuals. Journal of Personality and Social Psychology, 65, 1105-1118.

(12) Newby-Clark, I. R., McGregor, I., & Zanna, M. P. (2002). Thinking and caring about cognitive inconsistency: When and for whom does attitudinal ambivalence feel uncomfortable? Journal of Personality and Social Psychology, 82, 157-166.

Part 4. Functions of Attitudes

Section Overview

Readings:

(13) Katz, D. (1960). The functional approach to the study of attitudes. Public Opinion Quarterly, 24, 163-204. (ABRIDGED)

(14) Snyder, M., & DeBono, K. G. (1985). Appeals to images and claims about quality: Understanding the psychology of advertising. Journal of Personality and Social Psychology, 49, 586-597.

(15) Petty, R. E., & Wegener, D. T. (1998). Matching versus mismatching attitude functions: Implications for scrutiny of persuasive messages. Personality and Social Psychology Bulletin, 24, 227-240.

(16) Fein, S., & Spencer, S. J. (1997). Prejudice as self-image maintenance: Affirming the self through derogating others. Journal of Personality and Social Psychology, 73, 31-44.

(17) Fazio, R. H., Blascovich, J., & Driscoll, D. M. (1992). On the functional value of attitudes: The influence of accessible attitudes upon the ease and quality of decision making. Personality and Social Psychology Bulletin, 18, 388-401.

(18) Wilson, T. D., & Schooler, J. W. (1991). Thinking too much: Introspection can reduce the quality of preferences and decisions. Journal of Personality & Social Psychology, 60, 181-192.

Part 5. Impact on Perception and Cognition:

Section Overview

Readings:

(19) Hastorf, A., & Cantril, H. (1954). They saw a game: A case study. Journal of Abnormal and Social Psychology, 49, 129-134.

(20) Lord, C.G., Ross, L., & Lepper, M.R. (1979). Biased assimilation and attitude polarization: The effects of prior theories on subsequently considered evidence. Journal of Personality and Social Psychology, 37, 2098-2109.

(21) Ross, M., McFarland, C., & Fletcher G. J. O. (1981). The effect of attitude on the recall of personal histories. Journal of Personality and Social Psychology, 40, 627-634.

(22) Roskos-Ewoldson, D. R., & Fazio, R. H. (1992). On the orienting value of attitudes: Attitude accessibility as a determinant of an object's attraction of visual attention. Journal of Personality and Social Psychology, 63, 198-211.

(23) Sweeney, P. D., & Gruber, K. L. (1984). Selective exposure: Voter information preferences and the Watergate affair. Journal of Personality and Social Psychology, 46, 1208-1221.

Part 6. Impact on Behavior

Section Overview

Readings:

(24) LaPiere, R. (1934). Attitudes versus actions. Social Forces, 13, 230-237.

(25) Lord, C. G., Lepper, M. R., & Mackie, D. (1984). Attitude prototypes as determinants of attitude-behavior consistency. Journal of Personality and Social Psychology, 46, 1254-1266.

(26) Ajzen, I., & Fishbein, M. (1973). Attitudinal and normative variables as predictors of specific behaviors. Journal of Personality and Social Psychology, 27, 41-57.

(27) Fazio, R. H., & Williams, C. J. (1986). Attitude accessibility as a moderator of the attitude-perception and attitude-behavior relations: An investigation of the 1984 presidential election. Journal of Personality and Social Psychology, 51, 505-514.

Appendix

Jordan, C. H., & Zanna, M. P. How to read a journal article in social psychology.