Course Description
Reviews and integrates current research on three important topics of social psychology: culture, motivation, and prosocial behavior. Discussions and readings will cover theoretical principles, methodological approaches, and the intersection of these three topics. Students will write a personal research proposal based on the theories presented during the seminar.

Course Rationale and Overview
This seminar invites you to engage in critical and creative thinking by pursuing an unusual approach to the social phenomenon of helping. During the course we will review the main theories in contemporary Social Psychology and develop new ideas for research in exploring the cultural and motivational roots of prosocial behavior. In addition to developing a solid knowledge base and gaining relevant scientific research literacy, you will cultivate your oral (e.g. through leading discussions) and written (e.g. through writing a proposal) communication skills in this course.

The class sessions in the first half of the term will center on discussions of assigned readings: review, theory and empirical papers. We will give each student an opportunity to lead the class in the role of discussant. In order to fully understand the topics we discuss, it is essential to read the original papers. Detailed recommendations about reading scientific articles are posted on Courseworks. You will be quizzed about the two main articles for the week during each discussion. Missed quizzes cannot be made up.

The second part of the term will be dedicated to creating your own personal research proposal which will be developed through discussion both in class and during personal meetings with me. The final product of this process will be a written proposal that connects theoretical constructs from the culture, motivation and prosocial behavior literature into a comprehensive research idea.
that can be tested empirically. The proposal should be 8-10 pages long and should include Introduction, Method, Predicted Results and Discussion. The detailed requirements for the proposal are posted on Courseworks.

In order to plan and develop this project you will meet with me individually at least twice throughout the term (more as deemed necessary). As part of the assignment, you will give a 10-15 minute PowerPoint presentation during class to introduce your ideas and your detailed study materials. This will allow us to brainstorm together and provide you with constructive group feedback. The final paper will be due in hard-copy at the beginning of the final class meeting.

**Course Goals**

By the end of this course you will have:

- Learned fundamental principles and theories in three important fields of social psychology: culture, motivation and prosocial behavior.
- Improved your creative thinking by synthesizing and applying social psychological material, including research findings, to your new ideas.
- Learned to analyze and critically evaluate ideas and arguments about the intersection of culture and motivation with prosocial behavior.
- Cultivated your writing of a scientific papers through writing a research proposal that clearly communicates theories, hypotheses, research methods, and research findings.

**PSYC G4645 will fulfill the following degree requirements:**

- For Psychology Graduate Students, it will apply toward the “two seriously graded seminars” requirement of the Master’s degree.
- For the Psychology major or concentration in the College and in G.S., for the Psychology minor in Engineering, and for the Psychology Postbac certificate, it will meet the Group III (Social, Personality, and Abnormal) distribution requirement.
- For Psychology Postbac certificate students, and for Psychology majors who enter Columbia in Fall 2013 or later, it will fulfill the seminar requirement.
- For the Barnard Psychology major, it will fulfill the senior seminar requirement.
- For G.S. students it will meet one term of the social science requirement, provided that students obtain the necessary permissions and have taken the prerequisite psychology courses. Majors will have priority over students who are taking the course for social science credit.
Course Grading and Requirements

<table>
<thead>
<tr>
<th>Percentage</th>
<th>Component</th>
</tr>
</thead>
<tbody>
<tr>
<td>20%</td>
<td>Class participation</td>
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<tr>
<td>15%</td>
<td>Quizzes</td>
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<tr>
<td>15%</td>
<td>Leading discussion</td>
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<tr>
<td>50%</td>
<td>Research proposal (10% presentation, 40% final paper)</td>
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<tr>
<td>5%</td>
<td>Bonus for the productive brainstorming during the second part of the term.</td>
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Class Participation

You are expected to attend and actively participate in every class meeting. As attendance and participation are essential not just to your own experience but to that of the rest of the class, inadequate preparation and/or unexcused absences (see Course Policies) will lead to losing participation points - one point for each unexcused absence. As the major focus of each class meeting is discussion, I encourage you to come to me with any concerns ahead of time. While assigned discussion leaders are expected to lead the class, they are certainly not the only ones responsible for a productive class session. Effective participation involves helping your peers by giving required materials a thorough and thoughtful read while preparing to engage in various points of discussion.

During the second part of the term, we will discuss the personal research proposals of all class members, helping you to shape them into comprehensive research projects.

Weekly Quizzes

Each quiz will focus on the two main articles assigned for a class period. Quizzes will be comprised of several multiple choice and/or short answer questions and will occur on the day in which the articles are assigned to be discussed in class. At the end of the semester, I will allow you to drop your lowest quiz score. Missed quizzes cannot be made up.

Leading Discussions

You will be responsible for leading the class discussion once during the course. Each class will have two discussants and two main articles to work on. Each discussion leader will be responsible for one of the two articles. Your role as discussion leader is to provide a succinct overview of the chosen article, and read and integrate the supplemental readings for that day into the discussion. You are in charge of initiating and sustaining a healthy class discussion on this material. We will talk more about what that means in class, and I will lead the first and second class’s discussions to help you to get the idea. Leaders are also required to meet with me at least 2 days before their class to go over a discussion map.

Additionally, an important role as discussion leader will be to provide an in-depth analysis of the supplemental paper(s) for that day, including a summary of the authors’ rationale, hypotheses,
methods, results, and implications. Many of you will find using PowerPoint to aid your discussion to be particularly helpful in this regard, but note that I will not be grading your PowerPoint or other presentation tools. I will be grading the quality of the discussion your presentation stimulates and your ability to raise interesting questions to engage your fellow class members in it.

The Personal Research Proposal
The research proposal paper (8-10 pages, double-spaced, not including references) involves developing an idea and a design for an original research study on helping behavior. It will be comprised of an Introduction, Method, Predicted Results and Discussion. Your proposal should be inspired by theoretical and empirical findings covered in the course and based on additional literature you will find on your own. (One good way to do this would be to research papers that are cited in the main articles we read for class.) You will determine the topic of your paper and you should discuss this with me before the spring break.

In order to help you to fully formulate your research ideas, we will schedule 10-15 minute PowerPoint presentations in class during the second part of the term, and individual meetings with me.

Before the in-class presentation of your personal proposal, you will select one reading that is relevant to the presentation, submit it to me for approval and post it on Courseworks. The class will be required to read this prior to your presentation. Your reading might be a study that uses a similar method, or that addresses the same topic but in a different way. Two days before the presentation, you will send a one page summary of the proposal to the whole class to read as well. These steps help ensure that the other students can make helpful and informed suggestions about the research proposals. During this part of the term, I will monitor class participation during the brainstorming of proposed ideas. Up to 5 points bonus will be added to student’s final grade for particularly helpful suggestions during these sessions.

Class Policies

Class Attendance
Excused absences are granted only if proper documentation (i.e. a letter from your doctor or advising dean) is provided. An unexcused absence will lead to losing participation points - one point for each unexcused absence -- and to receiving a grade of zero on each missed quiz. Note that you are still responsible for the work that is due for that particular class session.

Mobile phones are not permitted during class. Laptops may be used for anything course-related, but please refrain from unrelated activities as it distracts you and others.
*Students with Disabilities*

If you require particular classroom accommodations or support services, please contact the Office of Disability Services (ODS—http://health.columbia.edu/services/ods) to make the necessary arrangements.

*Academic Integrity*

"The intellectual venture in which we are all engaged requires of faculty and students alike the highest level of personal and academic integrity. As members of an academic community, each one of us bears the responsibility to participate in scholarly discourse and research in a manner characterized by intellectual honesty and scholarly integrity...In practical terms, this means that, as students, you must be responsible for the full citations of others’ ideas in all of your research papers and projects; you must be scrupulously honest when taking your examinations; you must always submit your own work and not that of another student, scholar, or internet agent.”

From the Faculty Statement on Academic Integrity (www.college.columbia.edu/academics/integrity-statement)

Last but not least, cheating and plagiarism will not be tolerated. Any student found guilty of either will receive a zero for that assignment and be referred to the Dean’s Disciplinary Process, described here (www.college.columbia.edu/academics/disciplinaryprocess). For more information on what constitutes a violation of academic integrity, consult the Columbia University Guide to Academic Integrity (http://www.college.columbia.edu/academics/integrity).

Although an exhaustive review of Columbia’s policies and the numerous forms that plagiarism can take is not possible here, keep in mind that the following are unacceptable:

- Submitting essays (or portions of essays) written by others as one’s own
- Failing to acknowledge—through proper bibliographic and in-text citations—the sources of one’s work. This can range from:
  - Direct quotations and paraphrases to expressions and ideas reflected in others’ work. References (and quotation marks where appropriate) are required in all cases, including for website material.
  - Intentional or accidental plagiarism—neither is tolerated. It is your responsibility to remain knowledgeable and careful regarding inadvertent plagiarism.
- Collaborating on an assignment without specific permission from the instructor

It is your responsibility to ensure that your work maintains expected standards. Remember that when it comes to issues of academic integrity, it is better to err on the side of caution. That said, if you have any questions about how to appropriately cite existing work or build upon someone else’s ideas, please feel free to contact me and I will be happy to help.
**Tentative Reading List**

The preliminary reading list below is subject to revision during the semester. For full citations please see the Bibliography of Required and Supplemental Readings.

<table>
<thead>
<tr>
<th>Class</th>
<th>Date</th>
<th>Discussion topics</th>
<th>Required readings: page numbers</th>
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<tbody>
<tr>
<td>1</td>
<td>01.20.2016</td>
<td>Introduction</td>
<td>Syllabus</td>
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<tr>
<td>2</td>
<td>01.27.2016</td>
<td>Culture, Definitions and history.</td>
<td>Marcus &amp; Kitayama, pp.224-253, Nisbett et al., pp.291-310</td>
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<tr>
<td>3</td>
<td>02.03.2016</td>
<td>Culture, Theories and approaches.</td>
<td>Gelfand et al., pp.1100–1104, Leung &amp; Cohen, pp.507-526</td>
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<tr>
<td>5</td>
<td>02.17.2016</td>
<td>Motivation, Self- Regulation.</td>
<td>Higgins, pp.1280-1300, Kruglanski et al., pp.793-815</td>
</tr>
<tr>
<td>7</td>
<td>03.02.2016</td>
<td>Help-seeking and help-giving on personal level.</td>
<td>Nadler, pp.394-418, Komissarouk &amp; Nadler, pp.726-738</td>
</tr>
<tr>
<td>8</td>
<td>03.09.2016</td>
<td>Helping as intergroup relations.</td>
<td>Nadler &amp; Halabi, pp.97-110, Kunstman &amp; Plant, pp.1499-1510</td>
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<tr>
<td></td>
<td></td>
<td><strong>Spring Break</strong></td>
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<tr>
<td>9</td>
<td>03.23.2016</td>
<td>Presentations 1</td>
<td>In the second half of the semester, readings for each class will consist of two or three student proposals and two or three empirical papers, assigned in advance by that day’s presenters following discussion with me and my confirmation.</td>
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<tr>
<td>10</td>
<td>03.30.2016</td>
<td>Presentations 2</td>
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<td>11</td>
<td>04.06.2016</td>
<td>Presentations 3</td>
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<td>12</td>
<td>04.13.2016</td>
<td>Presentations 4</td>
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<tr>
<td>13</td>
<td>04.20.2016</td>
<td>Presentations 5</td>
<td></td>
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<tr>
<td>14</td>
<td>04.27.2016</td>
<td>Course summary and final submission.</td>
<td></td>
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</table>
Bibliography of Required & Supplemental Readings
All papers are available on Courseworks. The main readings for each class are numbered 1 and 2. Supplemental readings are listed below each of the main readings and are written in italics. The supplemental readings are required of discussion leaders.

Class 1. Introduction.
Other than the class syllabus, there are no assigned readings for this class.

Class 2. Culture. Definitions and History.

Class 3. Culture. Theories and Approaches.
Note: the discussant may choose any two papers from listed above.

Class 5. Motivation, Self-regulation.


Class 7. Help-seeking and Help-giving on a Personal Level.


Class 8. Helping as Intergroup Relations.


—Syllabus is subject to revision. Updates will be posted on Courseworks.—