

INTRODUCTION TO PSYCHOLOGY – SYLLABUS

Cognitive Psychology/Behavioral Economics

COURSE DESCRIPTION

In this course, we will survey major theories of how the human mind functions and what shapes what we know. We will discuss what it is that makes us who we are, and what happens when something goes wrong with the mind—and how to treat it. In this special version of the course, we will augment our general introduction to psychology with material from the field of cognitive psychology and behavioral economics.

TEXTBOOKS

Please purchase the following books:

- *Invitation to Psychology*, Seventh Edition, by Carole Wade, Carol Tavris, Samuel Sommers, and Lisa Shin (New York: Pearson, 2018) [hereafter: IP]
- Steven D. Levitt and Stephen J. Dubner, *Freakonomics: A Rogue Economist Explores the Hidden Side of Everything* (New York: Harper Perennial, 2005) [hereafter: Freak]
- Dan Ariely, *Predictably Irrational: The Hidden Forces that Shape Our Decisions* (New York: Harper Perennial, 2009) [hereafter: PI]

GRADING

Class Participation – 10%

In-Class Quizzes (5) – 35% (7% each)

Midterm (22 July) – 20%

Final Exam (2 August) – 35%

SUMMARY OF MEETINGS

Classes meet from 11:00 to 13:00am each day.

Professor's office hours are in the afternoon, by appointment.

8 July – IP Chapter 1, Secs. 1.1-1.2 (pp.1-19): Introduction to Psychology

Freak, Introduction and Chapter 1, pp.1-50: The Hidden Side of Everything

9 July – IP Chapter 1, Secs. 1.3-1.6 (pp.19-40): Research Methods

Freak, Chapters 2 and 3, pp.41-114: How is the Ku Klux Klan Like a Group of Real Estate Agents?

10 July – IP Chapter 2, Secs. 2.1-2.3 (pp.42-62): The Nervous System

Freak, Chapters 4 and 5, pp.115-180: Where Have All the Criminals Gone?

11 July – IP Chapter 2, Secs. 2.4-2.6 (pp.62-80): The Brain – **Quiz 1**

Freak, Chapter 6, pp.181-208: Perfect Parenting, Part II

12 July – IP Chapter 3, Secs. 3.1-3.2 (pp.84-105): Senses and Vision

PI Chapter 1, pp.1-23: The Truth about Relativity

15 July – IP Chapter 3, Secs. 3.3-3.4 (pp.105-121): The Other Senses

PI Chapter 2, pp.25-53: The Fallacy of Supply and Demand

16 July – IP Chapter 4, Secs. 4.1-4.5 (pp.123-155): Consciousness and Sleep – **Quiz 2**

PI Chapter 3, pp.55-73: The Cost of Zero Cost

17 July – IP Chapter 5, Secs. 5.1-5.6 (pp.157-191): How We Learn

PI Chapter 4, pp.75-101: The Cost of Social Norms

18 July – IP Chapter 6, Secs. 6.1-6.6 (pp.194-229): Memory – **Quiz 3**

PI Chapter 5, pp.103-117: The Power of a Free Cookie

19 July – IP Chapter 7, Secs. 7.1-7.4 (pp.231-261): Thinking and Intelligence

PI Chapter 6, pp.119-137: The Influence of Arousal

22 July – IP Chapter 8, Sec. 8.1 (pp.264-272): Motivations – **Midterm** (Second hour of class)

PI Chapter 7, pp.139-165: The Problem of Procrastination and Self-Control

23 July – IP Chapter 8, Secs. 8.2-8.4 (pp.272-296): Motivations II

PI Chapter 8, pp.167-181: The High Price of Ownership

24 July – IP Chapter 9, Secs. 9.1-9.5 (pp.298-331): Emotions, Stress, and Health

PI Chapter 9, pp.183-197: Keeping Doors Open

25 July – IP Chapter 10, Secs. 10.1-10.6 (pp.334-375): Age and Development – **Quiz 4**

PI Chapter 10, pp.199-223: The Effect of Expectations

26 July – IP Chapter 11, Secs. 11.1-11.3 (pp.377-400): Social Psychology

PI Chapter 11, pp.225-249: The Power of Price

29 July – IP Chapter 11, Secs. 11.4-11.5 (pp.401-415): Social Psychology II

PI Chapter 12, pp.251-269: The Cycle of Distrust

30 July – IP Chapter 12, Secs. 12.1-12.6 (pp.417-448): Personality – **Quiz 5**

PI Chapter 13, pp.271-293: The Context of Our Character

31 July – IP Chapter 13, Secs. 13.1-13.9 (pp.450-488): Disorders

PI Chapter 14, pp.295-397: The Context of Our Character, Continued

1 August – IP Chapter 14, Secs. 14.1-14.3 (pp.491-520): Treatment

PI Chapter 15, pp.309-321: Beer and Free Lunches

2 August – **Final Exam** (Full length of class)

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