LEADERSHIP AND THE SOCIAL SCIENCES
LEADERSHIP 102-02 - SPRING 2010

INSTRUCTOR: Dr. Crystal Hoyt
EMAIL: choyt@richmond.edu
PHONE: 804-287-6825

OFFICE HOURS: MON. 1:30-3PM & by appt.
OFFICE LOCATION: Jepson 132

COURSE TIME AND LOCATION: Tuesday, Thursday 9-10:15am, Jepson Hall 107

COURSE WEBSITE: http://blackboard.richmond.edu

READINGS:
The readings for this course consist of a mix of empirical social science articles and more popular readings based on social science research. Most of the readings will be available through BlackBoard. In addition to those readings, two books are assigned for this course. The readings may change slightly and other readings may be assigned during the semester. The assigned readings provide the background and context for classroom lecture and discussion, therefore, you should read the readings before the class period during which they are discussed.


DESCRIPTION AND GOALS OF THE COURSE:
This course is designed to introduce you to the study of leadership through theoretical and empirical explorations of social interaction. Using findings from a variety of the social sciences (e.g., economics, political science, sociology, psychology…) we will explore questions central to an understanding of leadership: Why is leadership so important to us? Are leaders born or made? What drives overconfidence, irrational thought, and self-serving biases? How do people regulate their behavior and self-presentation? What is the role of emotions in human behavior and leadership? Why do people obey authority? How does power impact people? What are the fundamentals of persuasion and social influence? What is so important about being treated fairly by a leader? Is leadership a real phenomenon or is it just in the eye of the beholder? How do expectations and stereotypes impact how we perceive leaders? How do hierarchical societies persist? Thus, the ultimate goal of the course is to advance your understanding of leadership through an increased appreciation of the rich complexities of human behavior.

COURSE REQUIREMENTS

Your grade in the course will be determined by performance on the following course requirements:

1. WRITTEN ASSIGNMENTS: You will be required to write two papers this semester. The first paper is due Feb 23rd. The second paper is due on April 23rd. Details for each assignment will be provided in the course.

2. EXAMINATIONS: There will be two exams in this course, one midterm and one cumulative final. The exams will cover information from both in-class discussions and reading assignments.

3. ACTIVITIES AND RESEARCH PARTICIPATION: We will engage in a variety of activities throughout the semester. For example, students will be asked to attend some Jepson events that occur outside of class time, to lead class discussions, and to participate in and/or attend local presentations of research.
4. **CLASS PARTICIPATION:** This course is predicated on the active participation of all members. You are expected to attend all classes, arrive on time, and fully engage in discussions and activities. The emphasis is on quality of class participation rather than quantity. Each unexcused absence will penalize your final grade. The class discussions and activities are highly dependent upon the assigned reading for the day. You must come to class fully prepared to discuss the assigned readings. Inadequate class participation will lower your course grade.

**Makeup Exams and Paper Extension Policy:** Only under extraordinary circumstances will a make-up exam be administered or will a late paper be accepted. When these extraordinary circumstances arise, a letter from the Dean is required. A paper turned in late without an acceptable excuse will be docked 10 percentage points for each day it is late. Makeup exams may take an alternative form to that taken by the rest of the class.

**ELEMENTS OF YOUR GRADE:**
Grades in this course will be based on your performance on the course requirements described above. Good performance on each assignment and exam is important to your overall success in this course.

**Final grades** in the course will be based on the percentage of total points that you earn, according to the following cutoffs:

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<thead>
<tr>
<th>Percentages for final grades:</th>
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<tbody>
<tr>
<td>A</td>
<td>90-100%</td>
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<td>B</td>
<td>80-89%</td>
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<tr>
<td>C</td>
<td>70-79%</td>
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<tr>
<td>D</td>
<td>60-69%</td>
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<tr>
<td>F</td>
<td>50-60%</td>
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<tr>
<td>Utter humiliation</td>
<td>&lt; 50%</td>
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*Plus and minus grades are not shown but will be used*

**HONOR CODE:** Every piece or written work presented by individual students must have the honor pledge with the student’s signature on it. The pledge is: “I pledge that I have neither given nor received unauthorized assistance during the completion of this work.”

**STUDENTS WITH DISABILITIES:** If you have a verified disability and would like to discuss special academic accommodations, please contact me *during the first week of class* to arrange reasonable and appropriate accommodations.
<table>
<thead>
<tr>
<th>Date</th>
<th>Topic</th>
<th>Reading Assignments</th>
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<tbody>
<tr>
<td>Jan 12</td>
<td>Introductions and all that jazz</td>
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<tr>
<td>Jan 27</td>
<td>Dr. Jesse Prinz: ‘Living with Relativism’ REQUIRED EVENT</td>
<td>Jepson Alumni Center, 7pm</td>
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<td>Feb 2</td>
<td>Library research with Ms. Lucretia McCulley; Meet in JPSN G24-B</td>
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Feb 9  Putting your best face forward: Self-presentation and self-control

Feb 10  Dr. Michael Kimmel: ‘Guyland” REQUIRED EVENT
     Tyler Haynes Commons, Alice Haynes Room

Feb 11  What’s not to love? The Narcissistic leader

Feb 16  Winning friends and influencing people: Social Influence

Feb 17  Dr. Robert Cialdini: ‘The Power of We’ REQUIRED EVENT
     Jepson Alumni Center, 7pm
     (Ir)Rational beings

Feb 18  I can because I'm special: Self-serving biases and self-justification

Feb 23  Where’s the logic? (Paper 1 due)

Feb 25  What do Emotions have to do with it?
Mar 2  Midterm Exam

Social Influence

Mar 4  Understanding obedience to authority

Mar 9-11  Spring Break!

Mar 16  Does power corrupt?

Mar 18  The art of persuasion

Mar 23  The art of persuasion…cont.
  ▪ Same as above

Mar 25  The importance of fairness: Procedural justice

Social Thinking

Mar 30  Leadership: In the eye of the beholder? An attributional approach

Apr 1  Why the mind gets what it expects

**Apr 6**  
Perceiving leaders: Deifying the Dead and Downtrodden

**Apr 8**  
Perceiving leaders: Why we fall for tall, dark, and handsome male leaders

**Apr 13**  
The threatening nature of stereotypes

**Intergroup Relations**

**Apr 15**  
Understanding hierarchy and oppression

**Apr 20**  
The psychology of epidemics: Little things making a big difference

**Apr 22**  
Course Wrap-up

**FINAL EXAM: Saturday May 1, 7-10pm**