Social Psychology I.

- **Social influence** (Informative and normative social influence, Sherif and Ach experiments, Zimbardo prison experiment, cultural aspects related to conformity, Minority influence)
- **Prosocial behaviour** (theories on prosocial behaviour, factors influencing prosocial behaviour, pluralistic ignorance, the concept on true altruism)
- **Groups** (social inhibition or social facilitation, different definitions of group, ,group polarisaiton, group thinking, social loafing, formation, norms, roles)
- **Prejudice** (cognitive and societal theories, authoritarian personality theory, open and close thinking, categorisation, perception based theories, phenomena related to prejudice, target groups, their related stereotypes)
- **Social Identity** (categorisation, social comparison, social identity, interpersonal-intergroup continuum, minimal group paradigm, cognitive alternatives)
- **Social representation** (antecedents, constructivism, types of social representations, functions, processes, Moscovici's classic study)
- **From mass psychology to new prospects on collective activism** (classic models: Le Bon, Freud, Alport, deindividualisation. New models: the emergent norm theory, the elaborated social identity model of crowds.)

Social Psychology II.

- **Person perception** (coherence-based approach, cognitive algebra, dimensions of evaluation, ways to organize dispositions, implicit personality theory, halo effect, effect of primacy and recency, contextual effect)
- **Self** (aspects of the self, self-schemas, self-complexity, self-perception theory, theory of social comparison, symbolic interactionism, way to keep coherence between selves, self-esteem and its sources, self-discrepancy theory, strategies of self-presentation and face theory, cultural aspects of the self)
- **Theories of attribution** and biases (Naive psychologist model, dispositional/situational attributions, correspondent inference theory, Two-stage model, Covariation and configuration model (causal schemata), discounting and augmenting principles, attribution of achievement, misattribution, attribution style)
- **Attribution biases** (fundamental attribution error, actor-observer bias, false consensus effect, illusion of control, self-serving biases, ultimate attribution bias, cultural differences)
- **Attitude** (structure, functions, development, effect on behavior, cognitive organization of attitude, balance theory, theory of cognitive congruity, symmetry model, theory of cognitive dissonance, induce-compliance paradigm)
- **Attitude-behaviour and attitude change** (implementation intention, reasoned action model, planned behavioral model, factors that influence the effect of attitude on behavior, elaboration likelihood model, peripheral and central route of persuasion, sleeping effect, social heuristics, inoculation theory)
- **Stereotype** (concept of stereotype, sense-making and the cognitive economy as reasons for stereotyping, functions, development of stereotype, illusory correlation (data-based and expectancy-based), accentuation principle, outgroup homogeneity, ingroup complexity, self-fulfilling prophecy, stereotype threat, implicit stereotype and its measurement)

- **Linguistic reality** (Sapir-Whorf hypothesis and its evidences, universalist approach, societal level of linguistic relativity (Bernstein study)
- **Pragmatics** (language as action, performative and constative utterances, theory of speech act, type of illocutionary points, indirect speech, theory of conversational implicature, cooperative principle and maxims, implicatures
- **Language and social psychology** (Linguistic category model, linguistic intergroup bias, linguistic expectancy bias, thematization, linguistic agency)

Organizational psychology and leadership

- **The roots of organizational psychology** (definitions and fields of organizational psychology, theories about employees, Taylor: scientific management, Hawthorne studies, Mayo, Theory X and Y)
- **Groups at the workplace** (work teams, formal and informal groups, factors affecting group performance, presence of other people as moderator of performance)
- **Work motivation** (models of work motivation (Maslow, Herzberg, Alderfer, McClelland, individual differences in achievement motivation, evaluation and motivation, equity theory)
- **Organizational culture and socialization** (definitions of organizational culture, leaders and culture, models of organizational culture (Handy, Schein), strong and weak cultures, organizational values; organizational socialization, the process of organizational socialization, individual and organizational aspects of socialization)
- **Classic leadership theories** (Weber; Ford; Fayol. What do these three theories have in common? How can the leader-employee relationship be characterized?)
- **Modern leadership theories** (Transactional, Transformational and Serving/Servant leadership. How do these theories connect to the humanistic approach of psychology?)
- **LMX** (What is leader-member exchange? How can the ingroup/ outgroup be understood in this theory? What are the most important motivators?)
- **Leadership and identity** (What does that mean that the leader is a prototypical group member? How can the leader be the source of employee identity?)