1. Professor
   George Bizer, Ph.D.
   Office: Bailey Hall 301B
   Phone: 388-6228
   Email: bizerg@union.edu
   Web: www.GeorgeBizer.com
   Office hours: Tuesdays 10:45 to 12:00,
                 Fridays 9:30 to 11:30,
                 when my door is open,
                 or send me an email and we can find a time!

2. Objectives
   There are several objectives of this course. First, students will gain an understanding of the social
   psychology of sports from three directions: the athlete, the fan, and the marketer. Second, through
   exposure to primary articles, students will further develop the ability to read research, understand
   research, and think about research like psychologists. Third, students will develop their speaking,
   writing, and research skills by developing and presenting their own empirically testable hypothesis
   related to the psychology of sports.

3. Your Responsibilities
   1. Questions. By 5pm the day before class, you’ll email me a question for discussion. Your question
      should be broad and thoughtful enough for use during class.

   2. Answers. During the first ten minutes of each class, you’ll provide some written thoughts in
      response to my questions about the day’s readings. Your thoughts should demonstrate that you have
      read and understood the readings.

   3. Class Participation. Your participation is essential for a successful seminar. Volunteer questions,
      ideas, criticisms, arguments, and insight of all kinds.

   4. Your Article. Each student will choose one article from those marked with a ★. You will give a two-
      to three-minute presentation to summarize the article. Please don’t go longer than three minutes!
      You’ll then “role-play” with me as lead author of that article.

   5. Term Paper and Oral Presentation. Additional handouts will present relevant information.
4. **Grading**

Course grades will be calculated as follows:

- Questions *(emailed before class)* 50 pts
- Answers *(first ten minutes of class)* 50
- Class Participation (including ★ article) 100
- Literature Review (First Submission) 25
- Literature Review (Revision) 25
- Complete Term Paper 150
- Oral Presentation 100

Final course grades will be awarded as follows:

<table>
<thead>
<tr>
<th>Score</th>
<th>Grade</th>
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<tbody>
<tr>
<td>460</td>
<td>A</td>
</tr>
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<td>450</td>
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<td>440</td>
<td>B+</td>
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<td>410</td>
<td>B</td>
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<tr>
<td>400</td>
<td>B–</td>
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<td>390</td>
<td>C+</td>
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<tr>
<td>300</td>
<td>D</td>
</tr>
<tr>
<td>&lt;300</td>
<td>F</td>
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</table>

5. **Readings**


All other readings are available at idol.union.edu/bizerg/readings430

6. **Schedule**

<table>
<thead>
<tr>
<th>Topic</th>
<th>Tuesday</th>
<th>Thursday</th>
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<tbody>
<tr>
<td>The Athlete</td>
<td>9/17 Personality</td>
<td>9/12 Welcome!</td>
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<tr>
<td></td>
<td>9/24 Choking</td>
<td>9/19 Attribution</td>
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<tr>
<td></td>
<td>10/1 no class</td>
<td>9/26 Home Field</td>
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<tr>
<td></td>
<td>10/8 Sandbagging</td>
<td>10/3 The Hot Hand</td>
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<tr>
<td>The Fan</td>
<td>10/15 BIRGing</td>
<td>10/10 Loss Aversion</td>
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<td></td>
<td>10/22 Bias</td>
<td>10/17 Allegiance</td>
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<tr>
<td></td>
<td>10/29 Advertising</td>
<td>10/24 Losing Teams</td>
</tr>
<tr>
<td>The Marketer</td>
<td>10/29 Endorsements</td>
<td>10/31 Sponsorship</td>
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<tr>
<td></td>
<td>11/5 Presentations</td>
<td>11/7 The Flutie Effect</td>
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<tr>
<td></td>
<td>11/12 Presentations</td>
<td>11/14 Presentations</td>
</tr>
<tr>
<td></td>
<td>11/19 Presentations</td>
<td></td>
</tr>
</tbody>
</table>
The Athlete

September 17: Personality


September 19: Attribution


September 24: Choking


September 26: Home-Field Advantage


October 3: The Hot Hand


October 8: Sandbagging


October 10: Loss Aversion


THE FAN

October 15: Basking in Reflected Glory


October 17: Allegiance


October 22: Bias


October 24: Pulling for the Loser


THE MARKETER

October 29: Advertising


October 31: Sponsorship


November 5: Endorsements


32. Wertheim, J. L., & Sommers, S. (2016). Why we want Gronk at our backyard barbecue – And why he wants to be there. In This is Your Brain on Sports, pp. 177-190.

November 7: The “Flutie Effect”


7. Important Policies
   
a. Absences. If you know that you will miss a class due to religious observances or athletic competition, please let me know no later than the week prior to the class to be missed. If you miss a class unexpectedly, please notify me as soon as possible after the missed class.

b. WAC Requirement. Because this class fulfills a WAC requirement, a score of zero on any of the paper submissions constitutes a failure in the course.

d. Late Submissions. Submissions are due at the beginning of the class period for which they are assigned. Papers received via email by midnight later in the day are subject to a deduction equivalent to one letter grade. Papers received via email by midnight on the following calendar day are subject to a deduction equivalent to two letter grades. Papers submitted thereafter will not be accepted (see Item ‘c’ above).

e. Disabilities. It is the policy of Union College to make reasonable accommodations for qualified individuals with disabilities. If you are a person with a disability and wish to request accommodations to complete the course requirements, please make an appointment with me. All discussions will remain confidential.

f. Schedule Changes. Although I intend to follow the Schedule, I reserve the right to make changes if necessary. Such changes, if any, will be clearly stated in class; it is the student’s responsibility to be aware of such changes by attending class.

g. Old Exams. Questions from previously administered exams are available on my website. I am happy to discuss these exams during review sessions or in office hours.

h. Attendance Policy. Union College policy states that a student may fail a course for “excessive cutting.” I define “excessive cutting” as missing the first two classes.