



A-LEVEL PSYCHOLOGY

Name:

Social influence 1

Complete the questions by typing in the answer boxes, which will expand as necessary.

Then fill in the self-assessment form as fully as you can to help you reflect on your work.

1 Which of the following terms best matches the statements below? Choose **one** term that matches **each** statement and write A, B, C, D or E in the box next to it. Use each letter once only.

- A** Identification
- B** Informational social influence
- C** Normative social influence
- D** Compliance
- E** Internalisation

(a) Publically changing behaviour whilst maintaining a different private view.

(1)

(b) Group pressure leading to a desire to fit in with the group.

(1)

(c) When a person lacks knowledge of how to behave and looks to the group for guidance.

(1)

(d) Looks to the group for guidance.

(1)

(Total 4 marks)

2 Most research into conformity takes place in a laboratory. Outline **one** strength of conducting research into conformity in a laboratory.

(Total 2 marks)

3 Outline **two** explanations of why people obey.

Explanation one:

Explanation two:

(Total 4 marks)

4 Some psychologists criticise Milgram's research into obedience to authority, in terms of both methodological issues and ethical issues.

Explain **two** criticisms of Milgram's research.

Criticism one:

Criticism two:

(Total 6 marks)

5 When we are in a large group of friends, it is very easy to agree with them and simply go along with their views. However, sometimes we are able to resist the pressure to conform. Using what you have learned from studying conformity outline **one** reason why we might resist the pressure to conform.

(Total 2 marks)

6 (a) Name **three** behaviours that enable a minority to influence a majority.

(3)

(b) Marcus wants to persuade his group of friends to go travelling in the summer but the rest of the group would like to go on a beach holiday.

Briefly suggest how Marcus might use the **three** behaviours that you have identified in your answer to part (a) to persuade his friends to go travelling.

(3)

(Total 6 marks)



Feedback Form Instructions

When you have answered as many questions as you can, complete the form on the last page to help you reflect on your work.

How to fill in the form

- 1 Put your confidence score in Column C. This is not about the number of marks you achieved but how sure you felt while you were answering the question.

Confidence	Definition
0	I didn't answer this one
1	I guessed the answer
2	I needed help with the answer
3	I understood the question but wasn't sure about my answer
4	I was fairly confident I would get most of the marks
5	I was sure my answer was correct and I would get full marks

- 2 Use the mark scheme to check your answers.

Put the mark you think you achieved in Column Mark.

- 3 Write an overall comment about how you felt each question went.

- If you got help, make a note in the comment box specifying the source: internet, friend, book, parent or tutor.

- 4 Complete 'I can...' and 'I need to...' sentences.

- 'I can...' sentences might include the questions you found easiest to answer, got the most marks for or felt the most confident about.
- 'I need to...' sentences might include areas you need to revise, questions you want to ask your teacher or the next topic or skill you want to work on.

- 5 Return the form to your teacher.

**Social influence 1**

Feedback form

Name

Qu	Total marks	Self-assessment		
		C	Mark	Comment
1	4			
2	2			
3	4			
4	6			
5	2			
6	6			

Overall

I can

I need to

Qu	Total marks	Teacher review	
		Mark	Comment
1	4		
2	2		
3	4		
4	6		
5	2		
6	6		
Overall			
You can			
You need to			

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