



**EXAM PAPERS PRACTICE**

# **Psychology**

## **Social influence Topic Questions**

1

Which **two** of the following are types of conformity? Shade **two** boxes only.

- A    Agentic state
- B    Compliance
- C    Group size
- D    Identification
- E    Unanimity

(Total 2 marks)

2

Josie, Hana and Caitlyn have just started new jobs and all three are keen to do well. Josie laughs a lot at the jokes her colleagues tell, even though she does not always find them very funny. Hana observes her colleagues closely and makes sure that she completes the work in the same way that they do, so that she does not make any mistakes. Caitlyn prefers to learn through trial and error. She believes that by trying and by making mistakes, she will really understand what she is doing.

Which girl’s behaviour is being influenced by normative social influence and which girl’s behaviour is being influenced by informational social influence? Justify both choices.

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(Total 6 marks)

3

(a) What is meant by *normative social influence*?

(2)

(b) Andrea has recently started a new job and on her first day at work she noticed that all her colleagues were much more smartly dressed than she was.

Explain the likely effect of normative social influence on Andrea's behaviour.

(2)

(Total 4 marks)

4

The following phrases refer to different types of conformity.

Select the **two** phrases that describe internalisation. Tick **two** boxes only.

A The deepest level of conformity.

B The individual conforms publicly with the rest of the group but may privately disagree with them.

C The beliefs of the group become part of the individual's own belief system.

D The individual goes along with the group but does not agree with them.

E The individual changes his / her beliefs, but it is a temporary change.

(Total 2 marks)

5

Explain what is meant by *internalisation* in the context of conformity.

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(Total 2 marks)

6

The following statements are all related to conformity.

- A Doing what the group does in order to be liked by them.
- B Doing what the group does because we do not know what else to do.
- C Going along with the group, even if we do not really agree with what they are doing.
- D Going along with the group because we accept their beliefs and attitudes into our own cognitions.

In the table below, write which statement, **A**, **B**, **C** or **D**, describes each type of conformity.

Type of conformity	Statement
Internalisation	
Compliance	

(Total 2 marks)

7

(a) Outline **one** method that psychologists have used to study conformity.

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(2)

(b) Explain **one** limitation of this method.

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(2)

(c) Suggest an appropriate way of overcoming this limitation.

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(2)

(Total 6 marks)

8

It is Ani's first day in a new job and he spends a lot of time watching to see what his colleagues are doing, so that he will fit in with them and be liked. Explain Ani's behaviour in terms of compliance.

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(Total 2 marks)

9

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

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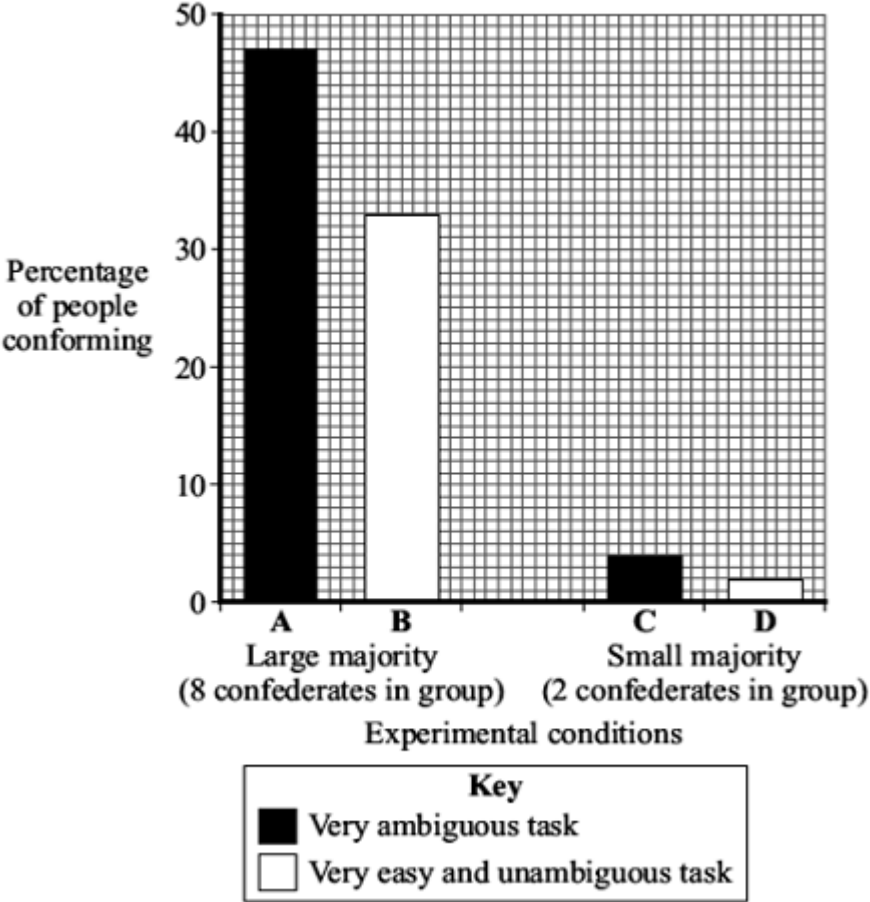
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(Total 2 marks)

10

In an experiment into conformity, an experimenter varied both the number of confederates (stooges) and the ambiguity of the task. The bar chart below shows the findings.

**Percentages of conformity for different tasks and size of majority**



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What does the bar chart show about conformity?

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(Total 4 marks)

11

Explain what is meant by *compliance* in the context of conformity.

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(Total 2 marks)



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12

Many people have criticised Zimbardo's prison study.

Identify and briefly discuss **two** reasons why people have criticised Zimbardo's prison study.

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(Total 6 marks)

13

Outline and evaluate explanations of conformity.

(Total 8 marks)



14

Jan and Norah have just finished their first year at university where they lived in a house with six other students. All the other students were very health conscious and ate only organic food. Jan had listened to their point of view and now she also eats only organic food. Norah was happy to eat organic food while in the house, but when she went home for the holidays she ate whatever her mother cooked. Both girls conformed, but for different reasons.

Explain which type of conformity **each** girl was showing.

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**EXAM PAPERS PRACTICE**

(Total 4 marks)

15

Explain what is meant by normative social influence.

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(Total 3 marks)

16

Outline **and** evaluate research into conformity.

(Total 16 marks)

17

Explain what is meant by informational social influence.

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(Total 3 marks)

18

Outline **and** evaluate research into conformity.

(Total 12 marks)

19

Discuss **at least two** factors that have been shown to affect conformity. Refer to evidence in your answer.

(Total 16 marks)

20

Explain what is meant by compliance.

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**EXAM PAPERS PRACTICE**

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Extra space \_\_\_\_\_

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(Total 3 marks)

21

Discuss research into conformity.

(Total 8 marks)

22

Read the item and then answer the question that follows.

Polly always checks what her friends are going to wear before she gets ready to go out because she does not like to be the odd one out.

Jed watches his colleagues carefully when he starts a new job so that he can work out where to put his things and how long to take for lunch.

Discuss **two** explanations for conformity. Refer to Polly and Jed in your discussion.

You may use this space to plan your answer.



(Total 12 marks)

23

Briefly discuss **two** criticisms of Zimbardo's research into conformity to social roles.

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(Total 4 marks)

24

(a) One type of conformity is compliance. What do psychologists mean by the term *compliance*?

(1)

- (b) A group of students has to decide what to do with the money left over in their school fund. Most of them want to give the money to a local charity. However, two students, Lisa and Sean, want to buy a pool table for the common room.

Briefly explain how **two** factors might affect whether or not Lisa and Sean will conform to the rest of the group.

(4)  
(Total 5 marks)

25

Explain what is meant by internalisation.

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(Total 3 marks)

26

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)

27

A psychologist studying obedience conducted the following experiment.

A confederate (stooge) approached people in the street and instructed them to pick up a piece of litter and put it in a nearby bin. None of the people approached had dropped the litter.

There were two groups in the experiment.

**Group A** The confederate (stooge) was dressed in everyday clothing.

**Group B** The confederate (stooge) was dressed in a uniform.

The psychologist recorded how many people in each group obeyed the instruction of the confederate (stooge).

(a) Identify the experimental design that was used in this study. Briefly explain **one** advantage of using this experimental design in this study.

(3)

(b) Identify the independent variable and the dependent variable in this experiment.

(2)

(c) Use your knowledge of research into obedience to explain the likely outcome of this experiment.

(3)

(d) Briefly outline **one** ethical issue that might have arisen in this experiment.

(2)

(Total 10 marks)

28

The following results are percentages of participants who gave the maximum shock, in variations of Milgram's experiment into obedience to authority.

Condition	% Participants obeying
Experimenter and two obedient confederates are in the same room as the participant.	92.5%
Experimenter is in the same room as the participant.	65%
Experimenter is in a different room from the participant.	20.5%
Experimenter and two disobedient confederates are in the same room as the participant.	10%

What do these results suggest about the power of the confederates in variations of Milgram's study?

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(Total 4 marks)

29

When you are a passenger on a train, you are much more likely to move to another seat if the ticket collector tells you to move than if another passenger tells you to do so.

Use your knowledge of why people obey to explain this behaviour.

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(Total 4 marks)

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30

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** \_\_\_\_\_  
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**Criticism two** \_\_\_\_\_  
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\_\_\_\_\_

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**Extra space** \_\_\_\_\_  
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(Total 6 marks)



31

Explain **one or more** reasons why people obey authority.

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(Total 6 marks)

32

(a) Outline **two** explanations for obedience.

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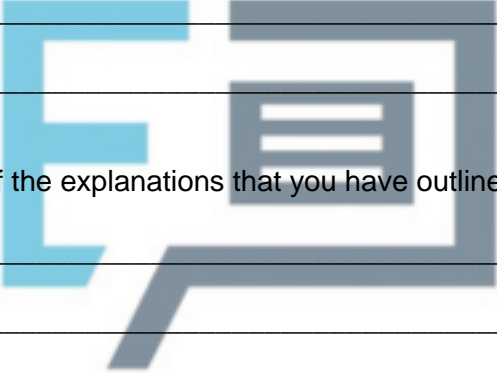
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(6)

(b) Briefly evaluate **one** of the explanations that you have outlined in your answer.



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(3)  
(Total 9 marks)

33

Identify **two** factors that have been shown to affect obedience to authority.  
Briefly discuss how **each** of these factors affects obedience to authority.

(Total 6 marks)

34

Some research into obedience has been carried out in laboratories. Other studies into obedience have been carried out in the real world, including field experiments and observations.

(a) Outline **one** advantage of conducting obedience research outside a laboratory setting.

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(b) Outline **one** limitation of conducting obedience research outside a laboratory setting.

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(Total 4 marks)

35

Outline the procedures **and** findings of Zimbardo's research into conformity to social roles.

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(Total 4 marks)

36

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

**Explanation One** \_\_\_\_\_

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**Explanation Two** \_\_\_\_\_

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(Total 4 marks)

37

(a) Milgram's experiments into obedience can be criticised as being unethical. Describe **two** ethical issues that can be illustrated by Milgram's research.

**Ethical Issue One** \_\_\_\_\_

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**Ethical Issue Two** \_\_\_\_\_

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(4)

(b) Choose **one** of the ethical issues identified in your answer to (a) and explain a way of dealing with it.

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(2)  
(Total 6 marks)

38

Milgram's work into obedience provided us with valuable insights into why people obey, even though it was carried out in a laboratory.

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

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EXAM PAPERS PRACTICE (Total 4 marks)

39

Milgram's work can be criticised for being unethical. Describe **one** way in which his work is unethical.

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(Total 2 marks)

40

Outline and evaluate **one or more** explanations of why people obey.

(Total 12 marks)

41

Describe **two** ethical issues that can be illustrated by Milgram's research into obedience to authority.

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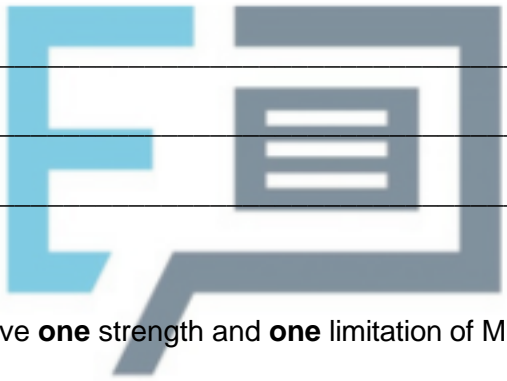
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(Total 4 marks)

42

Apart from ethical issues, give **one** strength and **one** limitation of Milgram's methodology.

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(Total 4 marks)

43

Discuss **one or more** explanations of why people resist the pressure to conform.

(Total 8 marks)

**44** Discuss **at least two** explanations for defiance of authority. Refer to evidence in your answer. **(Total 16 marks)**

**45** Read the item and then answer the question that follows.

Two psychology students were discussing the topic of social influence.

'I find it fascinating how some people are able to resist social influence', said Jack. 'It must be the result of having a confident personality.'

'I disagree', replied Sarah. 'I think resisting social influence depends much more on the presence of others.'

Discuss **two** explanations of resistance to social influence. As part of your discussion, refer to the views expressed by Jack and Sarah in the conversation above. **(Total 16 marks)**

**46** (a) Briefly discuss the Authoritarian Personality as an explanation for obedience to authority. **(4)**

(b) Apart from personality type, outline **one** psychological explanation for defiance of authority. **(2)**  
**(Total 6 marks)**

**47** Explain what is meant by locus of control.

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(Total 4 marks)

48

Using your knowledge of psychology, explain why some people might resist pressures to conform.

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EXAM PAPERS PRACTICE

(Total 4 marks)



49

In a hospital, you are very likely to obey a nurse. However, if you meet her outside the hospital, for example in a shop, you are much less likely to obey. Using your knowledge of how people resist pressures to obey, explain why you are less likely to obey the nurse outside the hospital.

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(Total 4 marks)

50

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.

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(Total 2 marks)

51

Read the item and then answer the question that follows.

A small group of environmentally-aware sixth form students are campaigning for their school to become 'paper-free' for the next six months. Recently, they had a meeting with a group of teachers who represent the teaching staff. The teachers told the students that the school could become 'paper-free' if the group of students could convince the rest of the student body it was a good idea.

Use your knowledge of conformity **and** minority influence to explain the factors that will determine how successful the small group of students will be.

You may use this space to plan your answer.



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(ii) What type of locus of control does Dan's behaviour show?

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(iii) George did not put his name forward as the class representative. Use your knowledge of social influence research to explain this.

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(4)

(b) Which **one** of the three students is most likely to resist pressures to conform? Use your knowledge of psychology to explain your choice.



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(4)  
(Total 8 marks)



55

Social influence research helps us to understand how it is possible to change people's behaviour: for example, understanding how to persuade people to eat more healthily.

With reference to this example of social change, explain how psychology might affect the economy.

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(Total 4 marks)



**EXAM PAPERS PRACTICE**







**58**

Explain how a minority can bring about social change.

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(Total 4 marks)

**59**

How has social influence research helped our understanding of social change?

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