|  | I have revised the content | I have completed exam questions on this | Confidence level ☹ 😐 ☺ |
| --- | --- | --- | --- |
| Define and be able to identify internalisation.  |  |  |  |
| Define and be able to identify identification. |  |  |  |
| Define and be able to identify compliance.  |  |  |  |
| Understand and explain informational social influence. |  |  |  |
| Understand and explain normative social influence. |  |  |  |
| Explain clearly how conformity is affected by:group size, unanimity, and task difficulty |  |  |  |
| Describe and evaluate research by Asch into conformity, with reference to the three variables above.  |  |  |  |
|  |  |  |  |
| Define and explain conformity to social roles. |  |  |  |
| Describe and evaluate research conducted by Zimbardo into conformity to social roles. |  |  |  |
| Apply the findings of Zimbardo’s research to understand and explain real life behaviour.  |  |  |  |
|  |  |  |  |
| Know the definitions of the following:* + Agentic state
	+ Legitimacy of authority
	+ Situational/dispositional debate
* Authoritarian personality
 |  |  |  |
| Understand the agentic state explanation of obedience. |  |  |  |
| Understand the legitimacy of authority explanation of obedience.  |  |  |  |
| Understand situation variables as an explanation for obedience.  |  |  |  |
| Describe and evaluate Milgram’s research into obedience.  |  |  |  |
| Identify and explain the effects of situational variables in Milgram’s research, including:* Proximity
	+ Location
	+ Uniform
 |  |  |  |
| Describe and evaluate dispositional explanations for obedience, e.g. the Authoritarian Personality explanation.  |  |  |  |
|  |  |  |  |
| Describe instances of non-conformity in real life. |  |  |  |
| Describe instances of disobedience in real life.  |  |  |  |
| Describe the effects of social support on conformity and obedience. |  |  |  |
| Describe the effects of external and internal social support on conformity and obedience.  |  |  |  |
| Define clearly the following terms:* + Majority influence
	+ Minority influence
	+ Consistency
	+ Commitment
	+ Flexibility
 |  |  |  |

**Personal Learning Checklist: Social Influence**

|  |  | I have completed exam questions on this | Confidence level ☹ 😐 ☺ |
| --- | --- | --- | --- |
| Define and be able to identify internalisation.  |  |  |  |
| Define and be able to identify identification. |  |  |  |
| Define and be able to identify compliance.  |  |  |  |
| Understand and explain informational social influence. |  |  |  |
| Understand and explain normative social influence. |  |  |  |
| Explain clearly how conformity is affected by:group size, unanimity, and task difficulty |  |  |  |
| Describe and evaluate research by Asch into conformity, with reference to the three variables above.  |  |  |  |
|  |  |  |  |
| Define and explain conformity to social roles. |  |  |  |
| Describe and evaluate research conducted by Zimbardo into conformity to social roles. |  |  |  |
| Apply the findings of Zimbardo’s research to understand and explain real life behaviour.  |  |  |  |
|  |  |  |  |
| Know the definitions of the following:* + Agentic state
	+ Legitimacy of authority
	+ Situational/dispositional debate
* Authoritarian personality
 |  |  |  |
| Understand the agentic state explanation of obedience. |  |  |  |
| Understand the legitimacy of authority explanation of obedience.  |  |  |  |
| Understand situation variables as an explanation for obedience.  |  |  |  |
| Describe and evaluate Milgram’s research into obedience.  |  |  |  |
| Identify and explain the effects of situational variables in Milgram’s research, including:* Proximity
	+ Location
	+ Uniform
 |  |  |  |
| Describe and evaluate dispositional explanations for obedience, e.g. the Authoritarian Personality explanation.  |  |  |  |
|  |  |  |  |
| Describe instances of non-conformity in real life. |  |  |  |
| Describe instances of disobedience in real life.  |  |  |  |
| Describe the effects of social support on conformity and obedience. |  |  |  |
| Describe the effects of external and internal social support on conformity and obedience.  |  |  |  |
| Define clearly the following terms:* + Majority influence
	+ Minority influence
	+ Consistency
	+ Commitment
	+ Flexibility
 |  |  |  |
| Explain the effects of variables such as consistency, commitment and flexibility on social influence. |  |  |  |
| Describe research into minority influence by:* Moscovici
* Nemeth
* Nemeth & Watchler
 |  |  |  |
| Identify and explain cases of minority influence in real life.  |  |  |  |
|  |  |  |  |
| Consider real life instances of social change with reference to theories of social influence.  |  |  |  |
| Explain the role of the following in social change:1. minority influence
2. majority influence
3. conformity and obedience
 |  |  |  |
|  |  |  |  |