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|  | 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**

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| --- | --- | --- | --- |
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| 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 |  |  |  |
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