

## Level 5 Social questions- ANSWERS

### A level specimen paper 1

1. D Publically changing behaviour whilst maintaining a different private view. (1 mark)  
C Group pressure leading to a desire to fit in with the group (1 mark)  
B When a person lacks knowledge of how to behave and looks to the group for guidance (1 mark)  
A Conforming to the behaviour of a role model. (1 mark)

## 2. Briefly outline **and** evaluate the findings of any **one** study of social influence (4 marks)

*Here you can use any studies that we have learnt as it says SOCIALINFLUENCE- Asch, Zimbardo, Milgram, Moscovici*

*Note that the question asks you to outline **and** evaluate **findings**, and therefore credit will only be given for the findings of the research and not the aim, method or conclusions. Evaluations must relate specifically to the findings, **not the procedure**, unless these are specifically linked to how they may affect the findings*

**2 marks are available for the outline, and 2 marks for the evaluation**

**Example-** Asch found that there was a 32% average conformity rate, 5% of participants conformed on every one of the critical trials and 25% never conformed meaning that 75% of participants conformed at least once. (this would achieve **2 marks** as no time wasted writing the method or aim as not asked for here)

However the task is of a trivial nature, which means Asch's participants may have been more likely to conform in the experimental situation because they didn't care about the task. **The findings then** may not, therefore, reflect their likelihood of conforming in a real life setting, where they may feel more strongly about sticking to their position. (**2 marks**-because they are evaluating the findings and not just the research study)

3. Which **one** of the following is a dispositional factor affecting obedience? (1 mark)  
A location  
**B personality**  
C proximity  
D uniform
4. Which **two** of the following are variables affecting conformity investigated by Asch? (2 marks)  
A agentic state  
B locus of control  
**C task difficulty**  
**D unanimity**

5. Identify **one factor** that increases obedience (1 mark) Being close to the consequences of your obedience or any appropriate factor

Identify **one factor** that decreases obedience (1 mark) Reduction in legitimate authority caused by lack of uniform or being in a seedy location for example.

6. Describe the role of social influence processes in social change (6 marks)

*This is purely aol so no evaluation needed. It is basically asking you to describe any 3 of the processes involved in social change using an example is good for top band marks*

*Credit can be awarded for any of the processes involved (see below)-*

- *minorities bring out social change through being consistent, commitment, flexibility*
- *The snowball effect*
- *Social cryptoamnesia*
- *Cognitive conflict*
- *Normative or Informational social influence*

*The answer must be focused on social change, and not change at an individual level.*

Example answer- Research into minority influence has helped us to understand how social change can start to occur. Social change starts with a single person or small minority voice. Research shows us that the minority need to possess 3 qualities for social change to start to occur- consistency, commitment and flexibility.

Research by moscovici shows that the minority will only be influential if they stick to their viewpoint over a period of time. An example of this in action would be Greta Thunberg and her climate strike campaign. She has remained consistent in her arguments for massive changes to environmental policy to be needed and this message has not changed or been diluted and so she is consistent.

Research says that a minority needs to show that they are committed to their opinion demonstrated through the willingness to make sacrifices for the cause. Greta has demonstrated commitment by the large amounts of personal sacrifice she has given to the cause. She gave up her studies to campaign for the environment and now devotes all of her time to it.

Another process involved in social change is cognitive conflict, the minority draw attention to the majority that there may be a conflict between what they believe and their behaviours. So in the case of climate change then by showing that using single use plastics and flying e.t.c. are some of the reasons for climate change it makes most people who believe that we are in climate crisis think again about their behaviours because cognitive dissonance is caused and so their behaviour changes hence social change.

7. For many years, smoking in public places such as trains, pubs and restaurants was quite acceptable. People could smoke wherever they wanted and non-smokers had to put up with smoky atmospheres. However, in 2007, the Government finally introduced a law banning smoking in public places and those who smoke are limited in where they can smoke.

Using your knowledge of the psychology of social change, explain how this social change has

occurred.  
(Total 4 marks)

There are various ways in which psychology might explain this social change and examiners should be prepared to credit any relevant explanation. For example, a small minority could slowly persuade the majority to change their views on smoking. The minority would need to be consistent, flexible etc. The snowball effect explains how this change gathers momentum and gradually the minority becomes the majority and people now conform to the majority view. Eventually the Government passes a popular law and thus obedience can explain the change. Candidates could also include explanations that include informational social influence: people are influenced by those with more knowledge, in this case scientists and doctors who tell us that smoking is bad for our health! To access the top band, candidates must explicitly engage with the stimulus material.

<b>AO2 Application of Knowledge and understanding</b>
<b>4 marks Accurate and reasonably detailed</b> Effective explanation and effective application of knowledge to the psychology of social change. There is appropriate selection of material to address the question.
<b>3 marks Less detailed but generally accurate</b> Reasonable explanation and application of knowledge to some aspects of the psychology of social change. There is some evidence of selection of material to address the question.
<b>2 marks Basic</b> Basic explanation with very limited application of knowledge to the psychology of social change. There is little evidence of selection of material to address the question.
<b>1 mark Very brief/flawed or inappropriate</b> Rudimentary, muddled, explanation. Knowledge very limited and not applied to the psychology of social change. Selection and presentation of information is largely or wholly inappropriate.
<b>0 marks</b> No creditworthy material.

## Q8.

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.

(Total 4 marks)

**AO2 = 4**

ANSWERS MUST BE LINKED TO STEM-

- Not accepting that the nurse giving the order has legitimate authority because she is not in the hospital and so the location of the shop has reduced the legitimate authority.
- The nurse may not have his/her uniform on and so this reduces the legitimate authority of the nurse as the uniform shows status.

Any other reason for resisting obedience which has been made relevant to the stem. Candidates could consider one reason in detail or more than one but in less detail.

One mark for identifying the reason(s) and further marks for elaboration.

8. Explain how **both** agentic state and legitimacy of authority have an effect on obedience. (6 marks)

### **Agentic State**

Milgram suggested that people operate on one of two levels. Most of the time we operate in **autonomous mode**. This means that we feel responsible for our own behaviour and therefore we are likely to act according to law and conscience, as we know we are accountable for our actions. However, in certain situations, an individual may slip into **agentic state**. This occurs when the individual feels able to pass responsibility for their actions onto an authority figure. It is so called because the individual in this state regards themselves as an 'agent' of the authority figure and no longer feels responsible or accountable for their actions. This allows them to act in ways that would not be possible if they were in autonomous mode.

### **Legitimate Authority**

People are socialised into acting on the requests of a legitimate authority. We tend to obey those with authority because we assume they know what they are doing. If someone has legitimate authority they have a role that is defined by society that gives them a right to exert their control over others. We may obey these people because we trust them, or because we believe that they have the power to punish us. Legitimate authority may come from a person's status in society, which may be conveyed by a uniform, or their position in the family structure.

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

**(Total 16 marks)**

<b>Ao1= 6</b>	<b>Ao3= 10</b>
<p><b>One or more means at least 2!</b></p> <p>Choose at least 2 but <b>no more than 3</b> of the following and explain EXACTLY why the cause obedience.</p> <p>Proximity</p> <p>Uniform</p> <p>Location</p> <p>Legitimate authority</p> <p>Agentic state</p> <p>Authoritarian personality</p>	<p>You need 3 PEEL paragraphs so if you have chose 3 explanations then a paragraph for each giving support for the explanation e.g.</p> <p>P-There is research evidence to support the role of proximity in obedience.</p> <p>E-Milgram found that when the teacher and learner were brought into the same room, obedience dropped to 40%.</p> <p>E-Furthermore, when the experimenter left the room and gave orders by telephone, obedience dropped to 20.5%, much reduced from the original 65% obedience rate.</p> <p>L-This shows that having to directly face the consequences of your actions (proximity to the learner), or not being directly faced with the authority figure (less proximity to the experimenter), has an effect on reducing obedience.</p>

11. Outline and evaluate two explanations of resistance to social influence (16 marks)

Ao1= 6	Ao3=6
<p>3 marks for each explanation</p> <p>Social support- mention that it increases resistance or reduces obedience/conformity For the 3<sup>rd</sup> mark state exactly WHY it does this</p> <p>Internal locus of control- mention that it increases resistance or reduces obedience/conformity For the 3<sup>rd</sup> mark state exactly WHY it does this. Don't waste your time talking about external here as it is internal that links to increased resistance.</p>	<p>3 PEEL paragraphs needed here.</p> <p>You need at least one PEEL for each explanation or you can only get 5/10. Example-</p> <p>P-There is research that demonstrates how social support can lead to a resistance. E-In one of Milgram's variations he had two disobedient confederates present in the procedure and obedience dropped to 10% <i>E-in research by Asch when there was a confederate giving the right answer conformity dropped to 5.5%</i> L-So in both conformity and obedience research when social support was present then the rates dropped and so shows the importance of social support in resisting conformity and obedience because it reduces the pressure of normative social influence and gives your own opinion greater validity.</p> <p>P-There is research that demonstrates how an internal locus of control can lead to a resistance. E-Milgram investigated the background of those who were highly disobedient in his first 4 experiments. <i>E-He found that the disobedient participants had a high internal (LOC) and high on social responsibility</i> L-So this supports that an Internal loc makes somebody more likely to resist as presumably the disobedient participants in Milgram's research felt they had control of their own behaviour and NOT the researcher and believed that by stopping it would make a difference to the learner.</p>

12. Discuss one explanation of conformity (8 marks)

Ao1= 3	Ao1= 5
<p>Pick from normative or informational social influence and FULLY explain it for 3 marks.</p>	<p>You need 2 PEEL paragraphs here supporting/contradicting the explanation you picked for your ao1.</p> <p>Example-</p> <p>ASCH's original findings support normative SI put in a PEEL</p> <p>Some people are less concerned with being liked (25% of Asch's original experiment never conformed) and some are more and are called nAffiliators and have a greater need for 'affiliation'. They are generally more conformist!</p>

