

Level 5 social influence questions

The answers to these questions are on psych205-A-level-revision by topic-social influence and then scroll to the bottom of the page to level 5 heading and click on answers to level 5 questions.

YOU HAVE NOT COMPLETED LEVEL 5 UNTIL YOU HAVE MARKED YOUR ANSWERS!

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 next to it. Use each letter only once.
 - A Identification
 - B Informational social influence
 - C Normative social influence
 - D Compliance
 - E Internalisation
 - Publically changing behaviour whilst maintaining a different private view. (1 mark)
 - Group pressure leading to a desire to fit in with the group (1 mark)
 - When a person lacks knowledge of how to behave and looks to the group for guidance (1 mark)
 - 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)
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)
Identify **one factor** that decreases obedience (1 mark)

6. Describe the role of social influence processes in social change (8 marks)
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)

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)

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

Plan these larger questions

10.

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

(Total 16 marks)

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

12. Discuss one explanation of conformity (8 marks)