**Social Influence Prep Work**

**Prep 2: Explanations of obedience; Factors that influence obedience; The authoritarian personality**

*Make notes on the material below using the information pack and the videos/information on the website. Make sure that you either write the question out, or give a heading, for each item so that you can clearly see what your notes relate to.*

*These notes will provide you with the core knowledge needed for the lesson*

*After you have completed your notes, use a highlighter pen to register, in the space provided, how well you understand that piece of information (****green:*** *very well,* ***amber:*** *understand some of it,* ***red:*** *don’t understand this at all). This will help you* *to focus your revision. If you don’t have a highlighter pen, write ‘red’, ‘green’, or ‘amber’ in the box.*

**Milgram’s study of obedience**

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|  | **Topic/question** | **Notes complete** *(tick box)* | **Red/****amber/****green** |
| 1. | Using the details on p.11 of the information pack, explain what the **procedure** was in Milgram’s study (what he did) |  |  |
| 2. | **Draw a picture** of the shock generator, and how it was labelled, and then draw a diagram of the procedure. Include in your diagram the positioning of the participant, the confederate (‘Mr. Wallace’), the experimenter and the shock generator |  |  |
| 3. | List three **key findings** from Milgram’s study |  |  |
| 4. | Explain why Milgram’s study is ***not*** an experiment (this will require you to think about what an experiment is) |  |  |
| 5. | Explain what we can **conclude** from Milgram’s study (what it tells us) |  |  |

**Explanations of Obedience**

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|  | **Topic/question** | **Notes complete** *(tick box)* | **Red/****amber/****green** |
| 6. | Explain what **autonomous mode** means and what **agentic state** is and why it leads to obedience |  |  |
| 7. | Come up with your own **example** from history of where someone has obeyed an authority figure due to being in agentic state (in other words, where that person has obeyed a request that has harmed another or other people and then blamed the person who asked them to do it). Look it up on Google if you are struggling. |  |  |
| 8. | Explain what **legitimate authority** is and why it leads to obedience |  |  |
| 9. | Give your **own examples** of people in society who would be perceived as having legitimate authority |  |  |

**Factors affecting obedience**

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|  | **Topic/question** | **Notes complete** *(tick box)* | **Red/****amber/****green** |
| 10. | Explain what the term **‘proximity’** refers to and then explain two ways in which proximity raised or lowered the obedience rates in Milgram’s procedure  |  |  |
| 11. | Come up with your **own example** of how proximity might increase obedience in a real life situation (be specific) |  |  |
| 12. | Explain why **location** has an effect on obedience |  |  |
|  | Come up with your **own example** of how a specific location may raise or lower the likelihood of someone obeying a request (be specific about the location and the request) |  |  |
| 13. | Explain why **uniform** can increase obedience |  |  |
| 14. | Come up with **three examples** of where uniform may increase obedience in a real life situation and say why that specific uniform would be likely to have that effect |  |  |

**The authoritarian personality**

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|  | **Topic/question** | **Notes complete** *(tick box)* | **Red/****amber/****green** |
| 15. | Watch the video clip on the authoritarian personality: **psych 205/The A level course/Paper 1/Social influence/Explanations of obedience, the authoritarian personality** and make notes on what the authoritarian personality is and where it comes from |  |  |
| 16. | Using the information pack, explain **why** someone with an authoritarian personality is likely to be **more obedient** |  |  |

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| **Use the box below to write *at least* three questions that you have about any part of the preparation work. These will be used for discussion in the class** |
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Quick link to Social Influence page of website

Quick link to Social Influence Information pack