

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

	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

	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

	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

	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		

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



Quick link to Social Influence Information pack



Quick link to Social Influence page of website