**Social Influence - Tracking Test 1**

**Conformity and Conforming to Social Roles**

1. List the three types of Conformity
2. Which one of the following statements about two-process theory is incorrect?

B One of the main reasons people conform is notional social influence

C One of the main reasons people conform is informational social influence

D It suggests that there are two main reasons why people conform

1. Which one of the following is an example of internalisation?

A Agreeing with a group because you think they have better Information than you

B A person agreeing with a group as they want to be a part of it

C A person publicly changing their behaviour to match the group while not agreeing privately

D A person privately and publicly accepting the groups norms

1. Identify the two explanations of Conformity
2. Informational social influence may lead to which type of conformity?

A Identification B Internalisation

C Compliance D Reciprocity

1. Normative social influence may lead to which type of conformity

A Internalisation B Reciprocity

C Compliance D Legitimacy

1. Fill in the Gaps

Sherif’s study shows that when faced with an \_\_\_\_\_\_\_\_\_\_\_\_ situation (when the right answer is not clear), the participants looked to others for help and guidance. This can be explained by **\_\_\_\_\_\_\_\_\_\_\_\_\_ social influence**, as the participants will changed their thoughts and actions because they were uncertain what estimate to give in this ambiguous situation. The finding that the individuals continued to use the group estimate when they were away from the group demonstrates that they had \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_the estimate of the distance.

1. What was the basic conformity (%) from Asch’s study?
2. What percentage of participants conformed at least once in Asch’s Study?
3. Asch’ study uses a trivial situation, and therefore may overestimate levels of conformity in a real-life environment. This is a problem with…

A The Reliability of the research B The Ethics of the Research

C The Validity of the Research D The Sample used in the Research

1. List **two** variables that affect levels of Conformity
2. Your classmate submits an assignment late. Which of the following is an example of a situational hypothesis

A: You say that he is lazy and irresponsible and never finishes his work on time.

B: You assume that there must have been some genuine issue because of which he could not submit it on time, like some family problem.

1. Which of the following statements about social roles is incorrect?

A An example of a social role is a mother caring for and loving her children

B We occupy a social status and play a social role

C A social status and a social role are the same thing

D Social roles define a set of behaviours that are expected of someone who holds a particular status

1. What sampling method did Zimbardo use to recruit potential participants for his prison

study?

1. Which of the following is not a valid criticism of Zimbardo's prison study?

A The study lacked internal validity due to the way the prisoners and guards were allocated

B Zimbardo exaggerated the power of situational factors influencing behaviour as only about a third of the guards behaved in an aggressive manner

C The participants were play acting stereotypes of how prisoners and guards are supposed to behave rather than conforming to roles

D The study created ethical issues as when the prisoners requested parole they were refused and

because of the distress caused

1. Fill in the gaps

Zimbardo’s study supports the \_\_\_\_\_\_\_\_\_\_\_\_ hypothesis, rather than the \_\_\_\_\_\_\_\_\_\_\_\_hypothesis. This is because participants adopted the behaviour associated with the role they were assigned, even though those roles were randomly determined, and no psychological abnormality was found to be present in the participants before the study began therefore it can be concluded that conforming to \_\_\_\_\_\_\_\_\_\_\_\_\_ leads people to behave differently to how they normally would

**Score: \_\_\_\_/24**

Answers to tracking test

1. Compliance, Identification and Internalisation (3)
2. B (1)
3. D (1)
4. Informational Social Influence – the desire to be right, Normative Social Influence – the desire to be liked (2)
5. B (1)
6. C (1)
7. Ambiguous (1) Informational Social Influence (1) Internalised (1)
8. 32% (1)
9. 74% (1)
10. C (1)
11. 2 marks for 2 of the following: Group Size, Unanimity or difficulty of task
12. B (1)
13. C (1)
14. Volunteer (1)
15. A (1)
16. Situational (1) Dispositional (1) Social Roles (1)