

4 Social influence: situations that change behaviour – Part 1 —Answers

Answers

Work through these after you have tried the questions yourself.

2.1 changing behaviour to match a group.

2.2 normative - to be accepted by the group; informational - because you believe the group has better information.

2.3 following a direct instruction from an authority; obedience is vertical while conformity is matching peers.

2.4 any one of: the authority being physically distant; another person refusing first; the victim being present.

2.5 over-explaining others' behaviour by their character and under-explaining it by their situation.

2.6 you can see your own situation from inside and know the pressures on you, but you see only the other person's behaviour. \