

2.4 Social influence and attribution

Name: _____ Class: _____ Date: _____ **Total: 12 marks**

KEY WORDS conformity 从众 • obedience 服从 • attribution 归因 • disposition 内在特质

Objective

Explain conformity, obedience, and attribution using person and situation evidence.

You must be able to:

- distinguish conformity from obedience
- distinguish disposition from situation attributions
- identify the tendency to explain others differently from oneself

1 Worked examples

■ Explain the action carefully

Conformity 从众 changes behaviour to match a group. **Obedience** 服从 follows an instruction from an authority.

An **attribution** 归因 explains behaviour through a person's disposition or their situation. People often call another person rude but excuse their own shortness because of a difficult day.

2 Practice

2.1 Define conformity. [1]

2.2 State whether following a teacher's direct instruction is conformity or obedience. [1]

2.3 Explain the difference between a disposition and situation attribution. [2]

3 Exam-style questions

3.1 Explain why a student might follow a group answer they privately believe is wrong. [4]

3.2 Explain why someone may call a stranger impatient but explain their own impatience by a long queue. [4]

Solutions

2.1

- Changing behaviour to match a group.

2.2

- Obedience.

2.3

- A disposition attribution explains behaviour through personal qualities.
- A situation attribution explains it through circumstances.

3.1

- The student may want to match the group.
- They may fear being different or assume the group knows better.
- Their public response changes despite private disagreement.
- This is conformity rather than obedience to authority.

3.2

- The stranger's behaviour is explained as an impatient disposition.
- The person's own behaviour is explained by the difficult situation.
- This uses different explanations for similar behaviour.
- It shows a bias toward disposition for others and situation for oneself.