

**06. Name two types of conformity. [2 marks]**

**Ans.**

- internalisation
- identification

**07. There are different explanations for why conformity occurs  
Outline one explanation for conformity. [2 marks]**

**Ans.**

- ISI
- conforming for the desire to be right or correct
- e.g. others in the library to adhere to rules correctly OR
- NSI
- conforming for the desire to fit in to win approval
- e.g. hair colour - as one's peer group

**08. Yara thinks that maths is difficult. The teacher writes some questions on the board. The other three students at Yara's table have worked out that the answer to the first question is six. Yara thinks that it is four. However, when the teacher asks Yara for her answer, she says "six".**

**Use your knowledge of two variables that affect conformity to explain Yara's behaviour. [4 marks]**

**Ans.**

- group size = greater number, greater conformity
- Yara = 3 = large number of students "six"; OR
- unanimity = united 9 more = conformity more
- Yara = all 3 = same answer OR
- task difficulty = more difficult = more conformity
- maths is difficult for Yara = more likely to conform

**09. Describe legitimacy of authority as an explanation for obedience. [4 marks]**

**Ans.**

- definition;
- e.g.
- Milgram's variations - rundown office block
  - procedure
  - result

**10. Evaluate legitimacy of authority as an explanation for obedience. [6 marks]**

**Ans.**

- strength = support from Hofling
  - doctor = administer patients
  - despite protocol, all except one nurse obeyed
  - doctor's power
  - internal validity to explanation
- weakness = reductionism
  - other explanations of obedience e.g. agentic state
  - define agentic state
  - legitimacy of authority might not explain for all situations/individuals

**11. Describe and evaluate social support as an explanation for resisting social influence.**

**[12 marks]**

**Ans.**

- A01
  - social support greater, lesser conform
  - conformity (NSI) = desire to fit in
  - breaks unanimity
  - Asch's variation = 1/2 confederates same answer as naive participant
    - approx. only 5% conformity
  - social support greater, lesser obedience
  - agentic shift = breaks
  - reduces legitimacy of authority
  - Milgram's variation = administer shocks in groups of 3
    - 1/2 refused to give shocks
    - approx. only 10% obedient
- A03
  - strength = Gamson et al.'s study on obedience
    - describe
      - procedure
      - results
    - realistic situation
    - increasing internal validity
  - weakness = reductionist = other explanations possible
    - e.g. locus of control = definition
    - individual versus situational explanation
    - misinterpreting reason behind resistance
    - reduce validity
    - counterpoint = drastic discrepancy between results of original studies and replicated variations

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