

Social Influence Practice Exam Questions

Conformity: Asch's Study

1. Explain what is meant by 'conformity'? [2 marks]
2. Outline one way that research into conformity could be applied to everyday life. [2 marks]
3. Outline what Asch's study shows us about conformity. [3 marks]
4. Outline **one** way that research into conformity can be applied to everyday life. [2 marks]
5. Briefly outline what participants were asked to do in Asch's conformity study. [2 marks]
6. Explain what Asch's study of conformity tells us about conformity. [3 marks]
7. Asch's study of conformity has been criticised. Use your knowledge of psychology to evaluate this study. [5 marks]
8. Describe Asch's study into conformity and evaluate the research method used. [9 marks]
9. Outline and evaluate Asch's study into conformity. [9 marks]
10. Write a set of standardised instructions that Asch could have used in his study on conformity to explain to participants what they would be doing. [4 marks]

Conformity: Social and Dispositional Factors

1. Explain what is meant by dispositional factors in relation to conformity. [2 marks]
2. Explain what is meant by situational factors in relation to conformity. [2 marks]
3. Explain what is meant by the term 'locus of control'. [2 marks]
4. Explain how personality can affect conformity to the majority. [3 marks]
5. Explain how expertise affects conformity. [3 marks]
6. Explain the difference between a social and dispositional factor in relation to conformity. [3 marks]
7. Identify **three** social factors that can affect conformity. [3 marks]
8. Explain the difference between a social and dispositional factor in relation to conformity. [3 marks]
9. Describe and evaluate social factors that affect conformity to the majority. [9 marks]
10. Describe and evaluate **two** factors that affect conformity to majority influence. [9 marks]
11. Describe and evaluate dispositional factors that affect conformity to the majority. [9 marks]
12. A group of friends have gone out for a meal. when they get to the restaurant there is a promotion which says that, if they all buy pizza each, they will get a dessert for free. Kate doesn't like pizza and wants to eat pasta instead.

Explain two factors that will affect whether she will conform to the rest of the groups desire to order pizza. [4 marks]

13. Kim and her friends are going to vote for a head girl in the school election. Kim's friends all think that Denise would be the best person but Kim thinks that Pippa would be better. Kim doesn't tell her friends because she doesn't want to be seen as different. When Kim gets her ballot slip she has to fill in the paper alone in a separate booth away from her friends. Kim voted for Pippa.

Use your knowledge of factors that affect conformity to explain **one** social factor and **one** dispositional factor that would explain why Kim didn't conform to her friends' opinions. [2 marks + 2 marks]

14. Simon is a confident young man who is doing well at school and is very talented at geography. He has recently started to hang around with some boys who often get into trouble. Simon has a geography exam in a few weeks which is worth 50% of his overall exam grade. One of the boys has stolen the exam paper from the exams officer without him looking. The boys decide they are going to cheat and look at the exam paper.

Explain **one** aspect of Simon's disposition which would explain why he is unlikely to conform and look at the paper. [3 marks]

Obedience: Milgram's Study

1. Explain what is meant by the term 'obedience'. [2 marks]
2. Using an example, outline what is meant by 'obedience'. [3 marks]
3. Distinguish between obedience and conformity. [3 marks]
4. Describe what Milgram's study shows about obedience. [3 marks]
5. Describe the results and conclusion of **one** study that investigated obedience. [4 marks]
6. Use your knowledge of psychology to describe the method used in a study in which obedience was investigated. Your answer should include how the obedience was created and what was measured. [4 marks]
7. Outline **one** way that research into obedience could be applied to everyday life. [2 marks]
8. Outline **two** evaluations of a study that investigated obedience. [4 marks]
9. Describe and evaluate **one** study into obedience. [9 marks]
10. Describe and evaluate research on obedience. [9 marks]
11. A psychologist is interested in whether the type of school you go to is related to how obedient a person is. To test this the psychologist is going to ask students to obey five commands, such as asking them to pick up litter from the floor. As a result, each participant will have an 'obedience score' out of 10. He is going to conduct the experiment with ten students who attend private school and ten who attend a comprehensive school. Previous research shows that students who attend private school tend to be more obedient.
 - a. Explain **one** sampling method the psychologist could use to gather his 20 participants in this study. [3 marks]
 - b. Identify the independent and dependent variables in this study. [2 marks]

- c. Write an alternative hypothesis that could be used in the experiment. [2 marks]

Obedience: Milgram's Agency Theory (Social Factors)

1. Briefly outline agency theory. [2 marks]
2. Explain how culture can affect obedience. [3 marks]
3. With reference to Milgram's theory, explain how culture affects obedience. [3 marks]
4. Identify **three** features of Milgram's agency theory. [3 marks]
5. Explain the role of authority in Milgram's agency theory. [3 marks]
6. Describe what Milgram's agency theory shows about obedience. [3 marks]
7. Milgram's agency theory has been criticised. Use your knowledge of psychology to evaluate this theory. [4 marks]
8. Explain **two** factors that affect obedience. [4 marks]
9. Identify **four** social factors that affect obedience. [4 marks]
10. Describe and evaluate Milgram's agency theory. [9 marks]
11. Describe and evaluate **one** social factor that affects obedience. [9 marks]
12. Fay drops litter at school. The head teacher shouts and tells her to pick it up but he is on the other side of the playground and she ignores him. Explain one factor that affects obedience. Refer to Fay in your answer. [3 marks]

Obedience: Adorno's Theory (Dispositional Factors)

1. What is meant by a 'dispositional factor' in relation to obedience? [2 marks]
2. Outline what is meant by an 'authoritarian personality'. [3 marks]
3. Some individuals have an authoritarian personality. Explain why someone with this personality style is likely to be obedient. [4 marks]
4. Explain why someone with an authoritarian personality is likely to be more obedient than someone who does not have an authoritarian personality. [3 marks]
5. 'Adorno's theory of the authoritarian personality is more about nurture rather than nature.' Explain this statement. [2 marks]
6. The evidence that Adorno found to support his theory of the authoritarian personality is correlational. Explain why it is a weakness to use data that is correlational. [2 marks]
7. Identify **three** features of Adorno's theory of the authoritarian personality. [3 marks]
8. Identify **three** personality characteristics of the authoritarian personality. [3 marks]
9. Explain **one** criticism of Adorno's theory of the authoritarian personality. [4 marks]
10. Describe **one** dispositional factor affecting obedience. [3 marks]
11. Describe and evaluate Adorno's theory of the authoritarian personality. [9 marks]

12. Describe and evaluate **one** dispositional factor that affects obedience. [9 marks]

Prosocial Behaviour: Piliavin's Subway Study

1. Piliavin's study was a 'field experiment'. Explain what a 'field experiment' is, referring to Piliavin's study in your answer. [3 marks]
2. Explain what Piliavin's subway study shows about prosocial behaviour. [3 marks]
3. Briefly outline the method used in Piliavin's study into prosocial behaviour. [2 marks]
4. Using an example of a behaviour explain what is meant by 'prosocial behaviour'. [3 marks]
5. Explain **one** ethical issue which could be an issue in Piliavin's subway study and explain why it is an issue. [3 marks]
6. Evaluate Piliavin's subway study. [4 marks]
7. Explain what Piliavin *et al.*'s subway study shows about prosocial behaviour. [3 marks]
8. Describe and evaluate Piliavin's study of prosocial behaviour. [9 marks]
9. Piliavin used a field experiment in his study into prosocial behaviour. Describe his study and evaluate the research methods used. [9 marks]
10. Piliavin collected different type of data in his study. Explain what is meant by 'quantitative data' and 'qualitative data' using examples from the subway study in you answer. [4 marks]
11. Design a study that investigates prosocial behaviour. In your answer you need to
 - a. Write a suitable hypothesis for the study.
 - b. Describe the procedure that you will use.
 - c. Outline the results you would expect to find in line with psychological research. [6 marks]

Prosocial Behaviour: Social and Dispositional Factors

1. What is meant by the term 'bystander behaviour'. [2 marks]
2. Outline how expertise can affect bystander behaviour. [3 marks]
3. Explain how similarity to the victim can be used to explain bystander behaviour. [3 marks]
4. Explain how the cost of helping can be used to explain bystander behaviour. [3 marks]
5. Describe and evaluate dispositional factors that affect bystander behaviour. [9 marks]
6. Describe and evaluate social factors that affect bystander behaviour. [9 marks]
7. Describe and evaluate research into social and dispositional factors that affect bystander behaviour. [9 marks]

8. Fay is woken up in the middle of the night by some shouting. She looks outside and sees a man on the road who has a cut on his head. He is clearly drunk but needs help. She doesn't have any medical training and can see that there are other people walking past who will probably go help him.
Identify three factors that might affect Fay's willingness to help. [3 marks]
9. Phil is 17 and is walking down the street near his house when he sees a woman aged about 40 trip over the kerb and land on the floor. She shouts out in pain and has clearly hurt her knee. Phil decides not to help her. Explain **one** dispositional factor that affects bystander behaviour. Refer to Phil in your answer. [3 marks]
10. A study was conducted by a psychologist to investigate dispositional factors in bystander behaviour. The psychologist recruited football fans and asked them individually to walk across the college campus to another room. On the way they saw a runner who had fallen over and appeared to have hurt himself. Sometimes the runner was dressed as a football fan and sometimes he was dressed in ordinary clothes.
Use your knowledge of bystander behaviour to explain the results the psychologist is likely to find. [3 marks]
11. You have been asked to conduct an experiment to investigate the effects of social factors on bystander behaviour. Describe how you would conduct this experiment.
In your answer you need to include:
- The experimental design you would choose, and why this would be suitable.
 - The task participants would be required to do and the data that you would collect.
 - The results you would expect to find from your experiment. [6 marks]

Crowd and Collective Behaviour: Deindividuation

- What is meant by term 'collective behaviour'. [2 marks]
- What is meant by the term 'crowd'. [2 marks]
- With reference to an example, explain what is meant by the term 'deindividuation'. [4 marks]
- Distinguish between prosocial and antisocial behaviour. [3 marks]
- Describe one study that investigates the affect of deindividuation on collective behaviour. [4 marks]
- Describe what participants were asked to do in a study investigating the effect of deindividuation on antisocial behaviour. [2 marks]
- Use your knowledge of deindividuation to explain how it affects both prosocial and antisocial behaviour in crowds. [6 marks]
- Outline how deindividuation could be used to explain prosocial behaviour in crowds. [2 marks]
- Outline the effect of deindividuation on collective behaviour. [3 marks]

10. Describe and evaluate **one** study investigating the effect of deindividuation. [9 marks]
11. Describe and evaluate deindividuation as an explanation for antisocial behaviour. [9 marks]

Crowd and Collective Behaviour: A case study

1. What is meant by the term 'collective behaviour'. [2 marks]
2. Describe the method of **one** study that investigated behaviour in crowds. [2 marks]
3. Describe and evaluate **one** study that investigates crowd behaviour. [6 marks]
4. Describe the results of **one** study that investigated behaviour in crowds. [2 marks]
5. Evaluate **one** study that investigated crowd behaviour. [4 marks]
6. Explain how research into crowd behaviour has increased our understanding of antisocial behaviour. [6 marks]
7. Research conducted on the behaviour of crowds often collects qualitative data. What is meant by the term 'qualitative data'? [2 marks]
8. Outline what **one** research study tells us about collective behaviour. [2 marks]
9. Research conducted on the behaviour of crowds and collective behaviour can be based on eyewitness testimony. Use your knowledge of reconstructive memory to explain why this may be an issue. [3 marks]
10. Research conducted into the behaviour of crowds often uses the case study method. Explain why using the case study method to study the behaviour of crowds would be likely to have more validity than doing a laboratory study. [3 marks]
11. Describe and evaluate **one** study that investigated crowd behaviour. [9 marks]
12. Describe and evaluate how research into crowd behaviour has increased our understanding of antisocial behaviour. [9 marks]

Crowd and Collective Behaviour: Social and Dispositional Factors

1. Distinguish between deindividuation and social loafing. [3 marks]
2. Explain how morality affects crowd and collective behaviour. [3 marks]
3. What is meant by the term 'social loafing'? [2 marks]
4. Explain how personality affects crowd and collective behaviour. [3 marks]
5. Identify **two** dispositional factors that affect crowd and collective behaviour. [2 marks]
6. Describe and evaluate the effect of social factors on collective behaviour. [9 marks]

7. Identify **three** factors that affect crowd and collective behaviour. [3 marks]
8. Explain how personality affects crowd and collective behaviour. [3 marks]
9. Explain how culture affects crowd and collective behaviour. [3 marks]
10. Apply your knowledge of social loafing to explain collective behaviour in a real-world situation. [2 marks]
11. Describe and evaluate the effect of dispositional factors on collective behaviour. [9 marks]
12. Describe and evaluate the effect of social factors on collective behaviour. [9 marks]