

# LEARNING JOURNEY

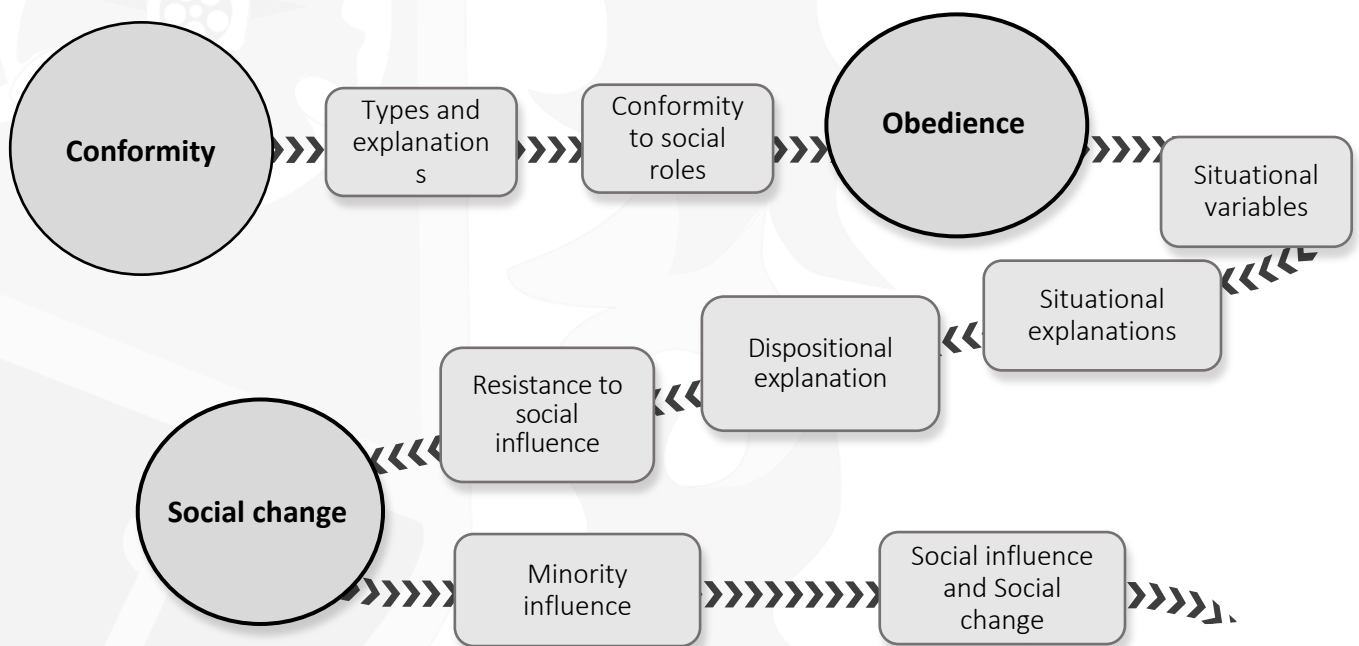
## PSYCHOLOGY

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### Social Influence

Year 12

Society plays a vital role in influencing our behaviour, in this module we are going to be studying reasons to why people obey and conform to others. We will also look at those who are able to resist this influence, and the dispositional and situational factors that aid in this. We will finish off with looking at the role of social change within our society, and how this was fundamentally linked to social influence processes.



**VOCABULARY:** Conformity, Informational Social Influence, Normative Social Influence, Obedience, Social roles, Agentic State. Authority, Authoritarian, Locus of Control, Minority, Augmentation Principle, Social Cryptomnesia



**READY  
RESPECTFUL  
RESPONSIBLE**