**Social influence**

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| Key term – types and explanations of conformity | Definition |
| Conformity |  |
| Internalisation |  |
| Identification |  |
| Compliance |  |
| Informational social influence (ISI) |  |
| Normative social influence (NSI) |  |

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| Key term – Asch’s research | Definition |
| Group size |  |
| Unanimity |  |
| Task difficulty |  |

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| Key term – Zimbardo’s research | Definition |
| Social roles |  |

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| Key term – Milgram’s research | Definition |
| Obedience |  |

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| Key term – situational variables | Definition |
| Situational variables |  |
| Proximity |  |
| Location |  |
| Uniform |  |

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| Key term – Social – psychological factors of obedience | Definition |
| Agentic state |  |
| Autonomous state |  |
| Agentic shift |  |
| Legitimacy of authority |  |

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| Key term – dispositional explanations | Definition |
| Dispositional explanations |  |
| Authoritarian personality |  |
| F-scale |  |

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| Key term – resistance to social influence | Definition |
| Resistance to social influence |  |
| Social support |  |
| Locus of control (LOC) |  |

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| Key term – minority influence | Definition |
| Minority influence |  |
| Consistency |  |
| Commitment |  |
| Flexibility |  |

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| Key term – social influence and social change | Definition |
| Social influence |  |
| Social change |  |
| Snowball effect |  |
| Social cryptomnesia |  |