

Unit Overview: Social influence								
Half- Term:	AUT 1	AUT 2	SPR 1	SPR 2	SUM 1	SUM 2	No of Lessons:	30
<p><b>Key Focus for Unit:</b>  <i>What is the key knowledge being delivered?</i>  <i>What is the intent of this unit?</i></p>								
<p><b><u>Social influence</u></b></p> <ul style="list-style-type: none"> <li>• Types of conformity</li> <li>• Conformity to social roles</li> <li>• Explanations for obedience</li> <li>• Resistance to social influence</li> <li>• Minority influence</li> <li>• Social influence and social change</li> </ul>								
<p><b>Key Knowledge and Big Ideas:</b>  <i>What <b>Powerful Knowledge</b> and <b>Big Ideas</b> are explored in this Unit?</i>  <i>How have these progressed from previous learning?</i>  <i>What <b>gaps in knowledge</b> have you identified from <b>baselining</b> and how are they being closed?</i></p>								
<p><b>Big Ideas:</b></p> <ul style="list-style-type: none"> <li>• Theories and Core Studies and Evaluation</li> </ul>								
<p><b>Powerful Knowledge:</b></p> <ul style="list-style-type: none"> <li>• Types of conformity: Internalisation, Identification and Compliance</li> <li>• Explanations for conformity: <ul style="list-style-type: none"> <li>○ Informational social influence and Normative social influence</li> <li>○ Variables affecting conformity including group size, unanimity and task difficulty as investigated by Asch.</li> </ul> </li> <li>• Conformity to social roles as investigated by Zimbardo.</li> <li>• Explanations for obedience <ul style="list-style-type: none"> <li>○ Agentic state and legitimacy of authority</li> <li>○ Situational variables affecting obedience including proximity, uniform and location, as investigated by Milgram.</li> </ul> </li> <li>• Dispositional explanation for obedience: The Authoritarian Personality.</li> <li>• Explanations of resistance to social influence <ul style="list-style-type: none"> <li>○ Social support and Locus of control.</li> </ul> </li> <li>• Minority influence <ul style="list-style-type: none"> <li>○ Examining how minority view can become the majority view through consistency, commitment and flexibility.</li> <li>○ Moscovici's research</li> </ul> </li> <li>• The role of social influence processes in social change</li> </ul>								
<p><b>Unit Assessment:</b>  <i>How will this unit be assessed?</i>  <i>What is the frequency of assessments – baselines etc?</i></p>								
<ul style="list-style-type: none"> <li>• Each lesson incorporates low stakes quizzes and mini whiteboard feedback</li> <li>• Homework consists of weekly 8 mark or 16 mark A level exam style question</li> </ul>								

<ul style="list-style-type: none"> <li>• <b>Baseline assessment:</b> <ul style="list-style-type: none"> <li>○ Explore key concepts in social influence</li> </ul> </li> <li>• <b>Final unit assessment:</b> <ul style="list-style-type: none"> <li>○ 50 min exam style question assessment</li> </ul> </li> </ul>		
<b><u>Key Skills Explored</u></b>	<b><u>Vocabulary Selected for DVI</u></b>	<b><u>Links to Previous Unit</u></b>
<p>Students will be assessed on the following criteria:</p> <ul style="list-style-type: none"> <li>• Use of subject specific language/psychological terminology</li> <li>• Reading psychological material Inferential statistics</li> <li>• Report reading</li> <li>• Extended writing</li> <li>• Evaluation of research</li> <li>• Application of research to social phenomena</li> <li>• Referencing of psychological research</li> <li>• Justifying viewpoints</li> </ul>	<p style="text-align: center;">           Conformity            Unanimity            Internalisation            Identification            Compliance            Informational social influence            Normative social influence            Obedience            Situational variables            Proximity            Agentic state            Legitimacy of authority            Dispositional explanation            Authoritarian personality            Locus of control            Social cryptoamnesia         </p>	<p style="text-align: center;">           There will be strong links to GCSE maths using their data analysis skills.         </p> <p style="text-align: center;">           Students may have encountered conformity, obedience and minority influence if they completed GCSE Psychology         </p>
<p>Students will be assessed on the following criteria:</p> <ul style="list-style-type: none"> <li>• A01 – Key knowledge</li> <li>• A02 – Application of knowledge</li> <li>• A03 – evaluation</li> </ul>		
<b><u>Links to Careers/Employability</u></b>	<b><u>How does this unit prepare students for the next unit?</u></b>	
<p>Links to social services, Human resource specialist, researcher, consultant</p>	<ul style="list-style-type: none"> <li>• This unit continues to exposes students to psychological research, examining concepts such as validity and reliability to evaluate research.</li> <li>• Students continue to learn to compare and contrast explanations for psychological phenomena.</li> </ul>	