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| **Unit Overview: Paper 1 – Social influence**  |
| **Half- Term:** | AUT 1 | AUT 2 | SPR 1 | SPR 2 | SUM 1 | SUM 2 | **No of Lessons:** | **30** |
| **Key Focus for Unit:***What is the key knowledge being delivered?* *What is the intent of this unit?* |
| **Social influence** * Types of conformity: Internalisation, Identification and Compliance
* Explanations for conformity:
	+ Informational social influence and Normative social influence
	+ Variables affecting conformity including group size, unanimity and task difficulty as investigated by Asch.
* Conformity to social roles as investigated by Zimbardo.
* Explanations for obedience
	+ Agentic state and legitimacy of authority
	+ Situational variables affecting obedience including proximity, uniform and location, as investigated by Milgram.
* Dispositional explanation for obedience: The Authoritarian Personality.
* Explanations of resistance to social influence
	+ Social support and Locus of control.
* Minority influence
	+ Examining how minority view can become the majority view through consistency, commitment and flexibility.
	+ Moscovici’s research
* The role of social influence processes in social change
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| **Key Knowledge and Big Ideas:** *What* ***Powerful Knowledge*** *and* ***Big Ideas*** *are explored in this Unit?* *How have these progressed from previous learning?* *What* ***gaps in knowledge*** *have you identified from* ***baselining*** *and how are the being closed?* |
| **Big Ideas:** * Social influence

**Powerful Knowledge:** * Types of conformity
* Conformity to social roles
* Explanations for obedience
* Resistance to social influence
* Minority influence

Students will utilise their GCSE maths skills for data analysis to examine experimental results.  |
| **Unit Assessment:***How will this unit be assessed?* *What is the frequency of assessments – baselines etc?* |
| * Each lesson incorporates low stakes quizzes and mini whiteboard feedback
* Homework consists of fortnightly 8 mark or 16 mark A level exam style question
* **Baseline assessment:**
	+ Course suitability assessment after week 3. This will serve as a baseline assessment.
* **Final unit assessment:**
	+ 24 mark assessment to mimic a level paper section
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| **Key Skills Explored** | **Vocabulary Selected for DVI** | **Links to Previous Unit** |
| Students will be assessed on the following criteria: * Use of subject specific language/psychological terminology
* Reading psychological material Inferential statistics
* Report reading
* Extended writing
* Evaluation of research
* Application of research to social phenomena
* Referencing of psychological research
* Justifying viewpoints
 | Conformity Unanimity InternalisationIdentification ComplianceInformational social influence Normative social influenceObedienceSituational variables Proximity Agentic state Legitimacy of authority Dispositional explanation Authoritarian personality Locus of control Social cryptoamnesia  | This is the first half term of the A level course and it likely that this will be novel information for many learners. There will be strong links to GCSE maths using their data analysis skills.Students may have encountered conformity, obedience and minority influence if they completed GCSE Psychology |
| Students will be assessed on the following criteria: * A01 – Key knowledge
* A02 – Application of knowledge
* A03 – evaluation
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| **Links to Careers/Employability** | **How does this unit prepare students for the next unit?** |
| Links to social services, Human resource specialist, researcher, consultant  | * This unit exposes students to psychological research, examining concepts such as validity and reliability to evaluate research.
* Students begin to learn to compare and contrast explanations for psychological phenomena.
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