**Paper 1: Social psychology**

**Explanations of resistance to social influence**

***Locus of control =*** *LOC refers to individual differences in people’s beliefs and expectations regarding what controls events within their life (Rotter, 1966). Rotter (1966) first identified the concept of locus of control, as a personality dimension.*

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| ***Internal locus of control*** | ***+ Supporting evidence*** | ***- Negative evaluation*** |
| Internal locus of control suggests that things happen due to the individual’s choices and decisions which they then act upon. People with an ILC accept responsibility for their actions but also believe that their actions can bring about change in society. Research shown by Anderson and Schneier (1978) found that group members with an ILC were more likely to emerge as leaders in their groups rather than followers. | ***Research which supports ILC is by Blass…*** | ***However a problem with this research is that is it correlational…*** |
| ***External locus of control***  | ***+ Supporting evidence*** | ***- Negative evaluation*** |
| Those with strong ELC believe that outside factors have a significant influence over events that happen in their life e.g. star signs, fate and luck. Therefore, receiving a promotion at work is because the boss is in a good mood that specific day. They believe that things that happen to them are largely uncontrollable and face stressful situations with a fatalistic and passive attitude.  | ***Research which supports ELC is by Schurz…*** | ***However a problem with research is that is took place in an artificial environment…*** |

**Additional evaluations**

Supporting research: Oliner and Oliner (1988)

 Gender Differences: Research by Linz and Semykina (2005)

**Locus of control and conformity:**

Supporting evidence: Avgtis (1998)

Contradictory evidence: Williams and Warchal (1981)

**Overall conclusions**

**“Discuss explanations for resistance to social influence” (12 marks)**

***Locus of control =*** *LOC refers to individual differences in people’s beliefs and expectations regarding what controls events within their life (Rotter, 1966). Rotter (1966) first identified the concept of locus of control, as a personality dimension.*

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| ***Internal locus of control*** | ***+ Supporting evidence*** | ***- Negative evaluation*** |
| Internal locus of control suggests that things happen due to the individual’s choices and decisions which they then act upon. People with an ILC accept responsibility for their actions but also believe that their actions can bring about change in society. Research shown by Anderson and Schneier (1978) found that group members with an ILC were more likely to emerge as leaders in their groups rather than followers. | *Research which supports ILC is by Blass who found that those* who had a high internal locus of control were more resistant to pressures to obey and more so if they felt they were being manipulated by the experimenter. This evidence suggests that those with internal locus of control have a greater resistance to pressures to obey than those with an external locus of control.  | However a problem with this research is that is it correlational data, this is a weakness because you cannot say that co variable 1 caused co variable 2 just that a relationship exisits. Therefore we are unable to say that an individual’s internal locus of control caused a greater resistance to obey, as other factors may have present. |
| ***External locus of control***  | ***+ Supporting evidence*** | ***- Negative evaluation*** |
| Those with strong ELC believe that outside factors have a significant influence over events that happen in their life e.g. star signs, fate and luck. Therefore, receiving a promotion at work is because the boss is in a good mood that specific day. They believe that things that happen to them are largely uncontrollable and face stressful situations with a fatalistic and passive attitude.  | Research which supports ELC is by Schurz that modelled their procedure on Milgram’s s obedience. They found that All 20 switches on the switch board were pressed by 80% of the participants, the other 20% who disobeyed tended to take more responsibility for their actions. This suggests that those with an external locus of control were more likely to obey | However a problem with research is that is took place in an artificial environment. This means that the research lacks ecological validity and the findings cannot be applied to an everyday setting. Therefore, people with an external locus of control may behave differently in their normal environment.  |