

## Minority Influence – Questions by Topic

### Q1.

- (a) Name **three** behaviours that enable a minority to influence a majority.

(3)

- (b) Marcus wants to persuade his group of friends to go travelling in the summer but the rest of the group would like to go on a beach holiday.

Briefly suggest how Marcus might use the **three** behaviours that you have identified in your answer to part (a) to persuade his friends to go travelling.

(3)

(Total 6 marks)

### Q2.

A senior army instructor is advising new instructors how to ensure discipline in training classes. He says, 'Always wear your instructor jacket and stand up close when giving instructions. Make them all understand who has responsibility for the exercise. Serious problems should always be dealt with in the instructors' office.'

Referring to research into obedience, explain **three** reasons why the instructor's advice should be effective.

(Total 6 marks)

### Q3.

Jenny is a psychology teacher who works with six other teachers in the department. Jenny believes strongly that homework should not be graded as it distracts students from reading verbal feedback on their work. She would like her colleagues to stop grading work. The other members of the department do not agree but have told Jenny they are willing to have a meeting about it.

Using your knowledge of minority influence, explain how Jenny might be able to persuade the rest of the department to accept her view.

(Total 6 marks)