

SOCIAL INFLUENCE THEORY

Social influence theory studies how individuals' thoughts, feelings, and behaviors are influenced by others.

KELMAN'S TERMS

- **Compliance:** Being influenced by the group norm out of the desire to be liked.
- **Identification:** Being influenced by the group norm with the desire to fit in to your group's shared identity.
- **Internalization:** Being influenced by the belief that the collective wisdom of the group helps guide the way to the truth.

DEURSCH & GERARD'S TERMS

- **Normative social influence:** Being influenced by peers out of the desire to be recognized by others as part of an in-group.
- **Informational social influence:** Being influenced by peers out of the desire to be right, or make the right decisions, when you're not sure of the answers yourself.

Future Of Social Theory

Kathleen Armour



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