

## Access to Higher Education Unit

This unit forms part of an Access to HE Diploma. If delivering the graded version of this unit, please refer to the Provider Handbook for details on grading descriptors and the application of these across units within your programme.

**Unit Title:** Social Influence and Independence

**Graded Unit Reference Number:** GA33PSY05

**Ungraded Unit Reference Number:** UA33PSY05

**Module:** Psychology

**Level:** Three (3)

**Credit Value:** Three (3)

**Minimum Guided Learning Hours:** 30

Learning Outcome (The Learner will):	Assessment Criterion (The Learner can):
1. Understand how an individual's behaviour is influenced by others	1.1 Explain the effects on behaviour of: audience effects, co-action effects, roles and groups
	1.2 Explain and give examples of individual responses to the influence of others: compliance, identification, internalisation
2. Understand the nature of social interaction	2.1 Describe types of conformity and evaluate theoretical models explaining why people conform
	2.2 Evaluate research into the basis of social power and obedience
	2.3 Outline some ethical issues relating to research into social influence and action
3. Understand models explaining independent behaviour	3.1 Describe factors that might increase or decrease independent behaviour
	3.2 Evaluate research on independent behaviour