

**CLASS XII – PSYCHOLOGY
PROCESSES**

ASSIGNMENT NO. 7 SOCIAL INFLUENCES AND GROUP

Short answer type questions:-

1. According to _____ technique, the person begins with a small request and ends with a big one.
2. _____ means that people feel obliged to return what they get.
3. _____ is a process in which either an individual or a group perceives that others have opposing interest.
4. In _____ technique you begin with a larger request, but when refused, later a smaller request actually desired is made.
5. In the company of _____ people, you are likely to hear _____ arguments favouring your view points.
6. Reduction in an individual's effort when working on a collective task is known as _____.
7. Group think is a consequence of _____.
8. Group usually goes through different stage of _____, _____, _____, _____ and dismissal. The stage of intragroup conflict is referred to as _____.
9. People join groups for _____, _____, _____, _____ and _____.
10. A distinguishing feature of obedience is that such behavior is a _____ to a person in _____.
11. _____ refers to reciprocal communications in order to reach an agreement in a conflicting situation.
12. Define Equity? Give its formula.
13. _____ is that aspect of our self concept which is based on our group membership.
14. The _____ aspect of ingroup / outgroup is that we start showing favouritism to _____ and _____ the outgroup.

LONG ANSWER TYPE QUESTION

- Q1. Explain the various reasons that may lead to a group conflict.
- Q2. How does the prisoner's Dilemma game define the concept of cooperation and competition?
- Q3. Differentiate between:-
- (a) Conformity, compliance and obedience. (b) Ingroup and outgroup
- (c) Primary and secondary group (d) Deadline Technique vs. Door in the face technique
- Q4. "According to 'Irving Janis', team work leads to beneficial results." Elaborate.
- Q5. What role does cohesiveness play in binding the group together?
- Q6. "Raghav is a 17 years old boy who has just joined college after shifting to Delhi. He plays Guitar and has got friendly with the band in college". What do you think are reasons for him to become a part of the Band or becoming friendly with that group?
- Q7. Explain the various determinants of conformity?
- Q8. What reasons do you think are responsible for making people obey others even in the harmful situations?
- Q9. How did Sherif and Asch determine the norm formation of the group?
- Q10 Explain the concept of social loafing with the help of Latane's experiment. How can it be reduced?