

SUBJECT – PSYCHOLOGY

CLASS – XII

LESSON – SOCIAL INFLUENCES AND GROUP PROCESSES

CHAPTER – 7

1. Define the term 'group'. Give its characteristics.
2. What are teams? How are they different from groups?
3. Explain these: crowd, audience and mob.
4. Give the reasons for people joining groups.
5. What are the reasons for group formation?
6. What are the stages of group formation?
7. Describe the four important elements of group structure.
8. Differentiate between primary and secondary group.
9. Differentiate between formal and informal group.
10. Differentiate between ingroup and outgroup.
11. What is social loafing? Give some reasons for it.
12. How can social loafing be reduced?
13. What is group polarization? Explain with the help of examples.
14. What is conformity? Explain with the help of examples.
15. What is compliance? Explain with the help of examples.
16. What is obedience? Explain with the help of examples.
17. Why do we follow norms?
18. What are the determinants of conformity?
19. What are the techniques of compliance?
20. Why do people obey even when they know that their behaviour is harming others?
21. How cooperative group is different from competitive group?
22. What is Prisoner's Dilemma Game?
23. What are the determinants of cooperation and competition?
24. What is social identity?

25. Explain the concept of intergroup conflict. State the reasons also.
26. What are consequences of intergroup conflict?
27. Discuss some of the conflict resolution strategies.
28. What are the benefits of cooperation?
29. Define the following:
 - (1) Groupthink
 - (2) Group structure
 - (3) Group polarization
 - (4) Cohesiveness
 - (5) audience