

# SOCIAL INFLUENCE

Social influence is the process by which individuals alter their thoughts, feelings, or behaviors as a result of their interactions with people in their social groups.

## TYPES (KELMAN)

- **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.

## EXAMPLES

- **Dressing formally:** You adapt your clothing choices to suit professional norms.
- **Laughing because everyone else is laughing:** Even if you don't understand the joke, you laugh along to feel part of the group.
- **Buying sneakers:** You choose the sneaker brand because it is popular among your peers.

# Social Influence

**Ying-Ying Zheng**



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