

# 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

**Yicheng Fang**



## **Social Influence:**

## **Social Influence** Book Review: Unveiling the Magic of Language

In an electronic digital era where connections and knowledge reign supreme, the enchanting power of language has become apparent than ever. Its power to stir emotions, provoke thought, and instigate transformation is actually remarkable. This extraordinary book, aptly titled "**Social Influence**," written by a very acclaimed author, immerses readers in a captivating exploration of the significance of language and its profound effect on our existence. Throughout this critique, we shall delve into the book's central themes, evaluate its unique writing style, and assess its overall influence on its readership.

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