

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

Martin John Spalding



Social Influence:

Unveiling the Magic of Words: A Review of "**Social Influence**"

In a global defined by information and interconnectivity, the enchanting power of words has acquired unparalleled significance. Their power to kindle emotions, provoke contemplation, and ignite transformative change is actually awe-inspiring. Enter the realm of "**Social Influence**," a mesmerizing literary masterpiece penned with a distinguished author, guiding readers on a profound journey to unravel the secrets and potential hidden within every word. In this critique, we shall delve to the book is central themes, examine its distinctive writing style, and assess its profound effect on the souls of its readers.

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