**Chapter 8: Power and Social Influence**

**Class Activities**

**ACTIVITY 1:  MINORITY INFLUENCE**

Objective: To further understand minority influence.

Activity: The film *12 Angry Men* provides apt examples of group dynamics. Show the film to the class and engage in a discussion regarding how Henry Fonda’s character is able to convince the other jury members to change their vote by the end of the film.

Discussion: What characteristics did HF’s character possess that made him persuasive? What were characteristics of the other members that made them easy or not to persuade? What behaviors did HF’s character exhibit that were most influential?

**ACTIVITY 2: DEMONSTRATING CONFORMITY**

Objective: To demonstrate obedience and conformity in the classroom.

Activity: From Snyder (2003), below are some examples that can be used:

* Clothing: Ask 10 students, drawn at random, to stand at the front of the class. Then engage the class in a discussion of clothing, and asks if the students are conformists.
* Color of clothing. Using an overhead with a 2 (man or woman) X 3 (color of shirt: pink, blue, or neither) code the color of each shirt of each student in the class. Snyder generally finds that women wear pink, and men wear blue (overwhelmingly).
* Peer influence. Snyder uses a series of exercises in which students are asked to role play (a) a man at a bar trying to pressure a woman to return home with him for sex and (b) 3 women trying to pressure a man into using illegal drugs (cocaine).

[Source: Snyder, C. R. (2003). “Me conform? No way”: Classroom demonstrations for sensitizing students to their conformity. *Teaching of Psychology, 30*, 59-61]

**ACTIVITY 3: CREATING CONFORMITY**

Objective: Create conformity pressures in the classroom.

Activity: On the day before you turn to the topic of social influence privately ask several students who sit in different areas of your class to convince the other students (at the next class) to have class outdoors when the class next meets. This is especially compelling when the weather is bad and students are willing to go along with the suggestion.