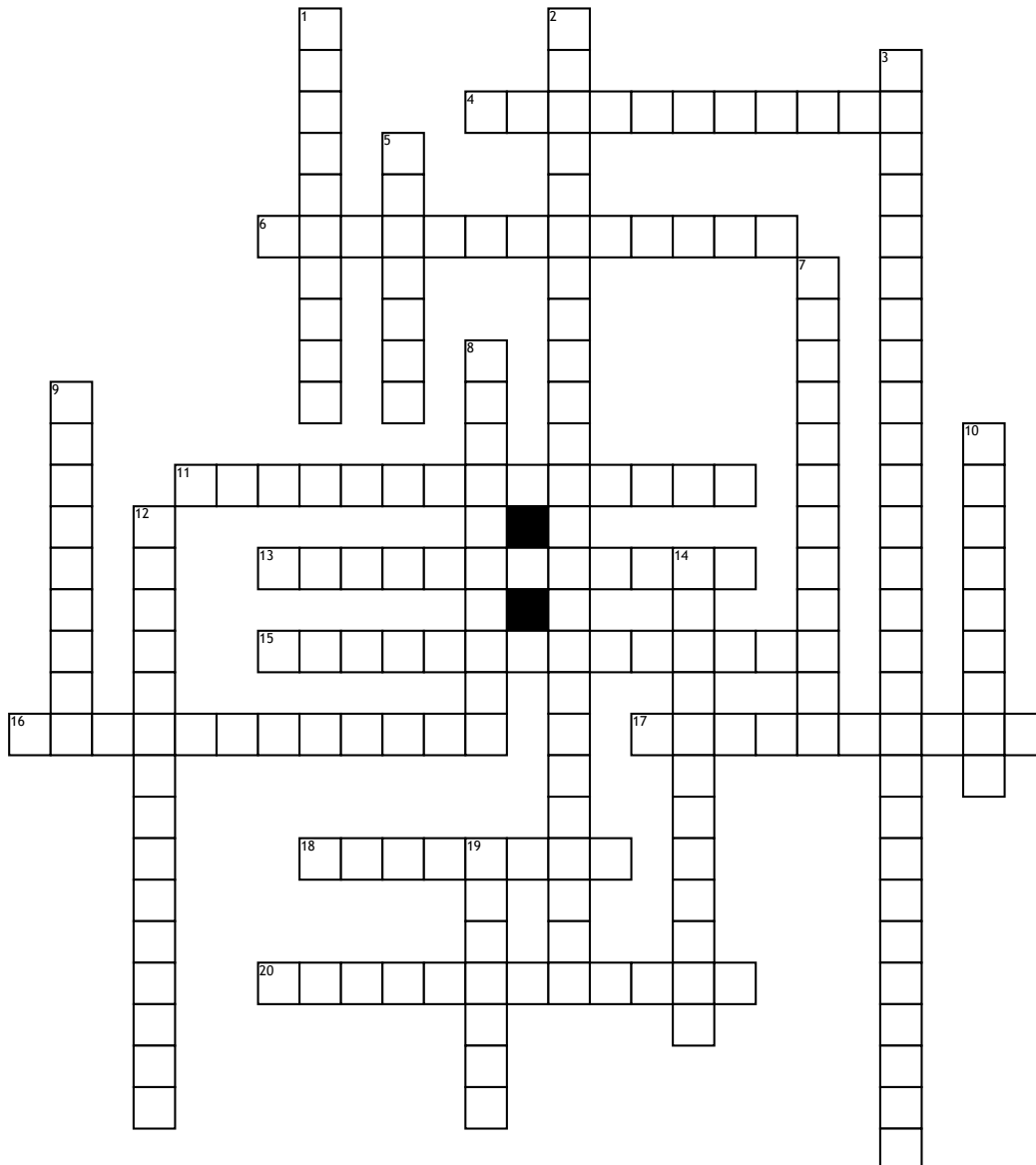


Name: \_\_\_\_\_

Date: \_\_\_\_\_

# social influence



## Across

- 4. not wanting to be feeling like they should
- 6. positive authoritarian personality evaluation point
- 11. keep individuals in the agentic state even when they dont want to follow orders anymore
- 13. adorno(1950) wanted to know why people in nazi germany obeyed hitler
- 15. acting in the same way as we value them
- 16. autonomous and agentic

- 17. going along with the majority but not actually changing opinions
- 18. negative authoritarian eval point
- 20. control your behaviour

## Down

- 1. free to act as we wish
- 2. social approval, dont want to be the odd one out, emotional response
- 3. we believe they are right, cognitive response
- 5. where does the authoritarian personality come from

- 7. dont think you control your behaviour
- 8. a change in someones opinions or behaviour as a result of pressures from others
- 9. neg authoritarian eval point
- 10. behaving as instructed
- 12. we go along with them as we believe them to be correct
- 14. harsh punishment, strict disipline, impossible standards, conditional love
- 19. act in accordance to authority