

Please write clearly in block capitals.

Centre Number

Candidate Number

Surname _____

Forename(s) _____

Candidate signature _____

Qualification AS (7181) A-level (7182)

AS & A-level

PSYCHOLOGY

Paper 1 · Section A focus paper ·
Social Influence

Topic mock · Based on AQA
Psychology

2026

Time allowed: 45 minutes (AS) · 60 minutes (A-level)

Materials

For this paper you must have:

- a black ink or black ball-point pen.

Instructions

- This paper is for **both AS and A-level** students. Questions 01–09 are identical for both qualifications.
- Use black ink or black ball-point pen. Fill in the boxes above and tick your qualification.
- Answer **all** questions in the spaces provided. If you need extra space, use the lined pages at the end.
- Cross through any rough work you do not want marked.

Information

- The marks for questions are shown in brackets. This paper covers **Social Influence** only (AQA spec 3.1.1 / 4.1.1).
- **Maximum mark:** 36 (AS) · 40 (A-level). **Question 10 (essay)** is the only question where marks differ — worth **12 at AS** and **16 at A-level**.
- Answer in continuous prose. You will be assessed on use of good English, clear organisation and specialist vocabulary.

For Examiner's Use	
Question	Mark
01	
02	
03	
04	
05	
06	
07	
08	
09	
10	
TOTAL	

Section A

Social Influence

Answer all questions in this section.

0 1

Which one of the following best describes **internalisation**? Write A, B, C or D in your answer book.

- A A public change in behaviour but no private change in opinion.
- B A public and private change in behaviour and opinion that is genuinely accepted.
- C Going along with the group out of fear of being rejected.
- D Following an order from someone perceived to have authority.

[1 mark]

0 2

Which one of the following is the clearest example of **informational social influence (ISI)**? Write A, B, C or D in your answer book.

- A Laughing along with a joke you don't understand because everyone else is laughing.
- B Wearing the same clothes as your friends so you fit in at school.
- C Looking at how other people behave in an emergency to work out what to do.
- D Agreeing with a teacher's opinion only when they are in the room.

[1 mark]

0 3

Which one of the following statements best describes a person with an **internal locus of control**? Write A, B, C or D in your answer book.

- A "Whatever happens to me, happens — there's not much I can do about it."
- B "If something goes wrong, it's usually because other people made it go wrong."
- C "What I do shapes what happens to me — I am in charge of my own life."
- D "Luck and fate determine my outcomes more than my own choices do."

[1 mark]

0 4

Outline **normative social influence (NSI)** and **informational social influence (ISI)** as explanations of conformity.

[4 marks]

0 8

Briefly explain the role of **consistency**, **commitment** and **flexibility** in minority influence.

[3 marks]

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0 9

Briefly explain how **social support** can help a person resist pressure to conform or obey. Refer to research evidence in your answer.

[3 marks]

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