Agency theory-obey External authority, Agentic state.  
Act as an agent, opposite-autonomously, PP’s feel 
obliged to continue-paid, pressure of surroundings- 
idea of legitimate authority. Insistent of authority figure. 
Why people obey:  
Agentic state: Obey others orders-feel less responsible 
for actions.  
Gradual commitment: Go up in small steps, harder to 
refuse next step, started at 15v then went up to 450v, may 
be more reluctant to start at 450v.  
Legitimate authority: socialised to recognise authority of 
People-got a right to tell us what to do, Bickman Field experiment; 
Researchers ordered passers by to do something, dressed in a 
guards uniform or smart clothes, more likely to obey guard mos 
legitimate authority.  
Buffers: Protect us from consequences of our actions. More obedient 
when they couldn't see victim.  
People more resistant if others are present: Gamson etal- found 
support help people to resist, studied group-felt they were being 
Manipulated, PP’s rebelled against unjust authority, happened 
through minority influence-presence of allies and collective action 
helped PP’s resist.  
Resistance to authority: High moral reasoning- more able to resist,1 PP 
from Milgrims study experienced ww2 and refused to administer shocks 
Rotter claimed people categorised ( internal & external ) locus of control 
Internal-takes responsibility for actions more than external. More likely to 
exhibit independent behaviour less likely conform/obey than external. 
Developed a questionnaire to measure personality characteristics-locus of 
Control.  
Hofling: showed exposing trust that people have as justified authorities, got 
nurses to break hospital rules because they thought they were following 
doctors orders (john smith) 1 refused-individual differences.  

Minority influence: Moscovici 
Lab experiment- 192 Women, groups of 6 at a time 
PP’s judged colour 36 slides, 2 of 6 were confederates 
in each group. cond 1 confeds called all slides green 
cond2: 24 slides green 12 blue, control group was used 
for confederates. Control group-green 0.25%, consistent 
Condition 8.4%-adopted minority position,32 % of pp’s – 
Green at least once. Inconsistent condition PP’s moved 
to minority called slides green 1.25%. Confeds were in 
iminority their views appeared to have influenced PP’s 
Use of 2 conditions showed that minority had more 
influence when they were consistent in call green. 
Conditions for change: Commitment, Consistency, 
Confidence, Persuasiveness, flexibility, relevance.