

Social facilitation	Arousal	Yerkes-Dodson curve	Dominant & non-dominant responses	Social inhibition
Triplet (1897)	Zajonc et al (1969)	Michaels et al (1982)	Conformity	Group norms
Informational influence	Normative influence	Compliance	Internalisation	Asch (1952)
Sherif (1935)	Perrin & Spencer (1981)	Obedience	Situational influences	Dispositional influences
Authoritarian personality	F-Scale	Agency theory	Autonomous state	Agentic state
Defiance of authority	Empathy with victim	Perceived legitimacy	Buffers	Gradual commitment
Milgram (1963)	Hofling et al (1966)	Bickman (1975)	Social support	Social isolation