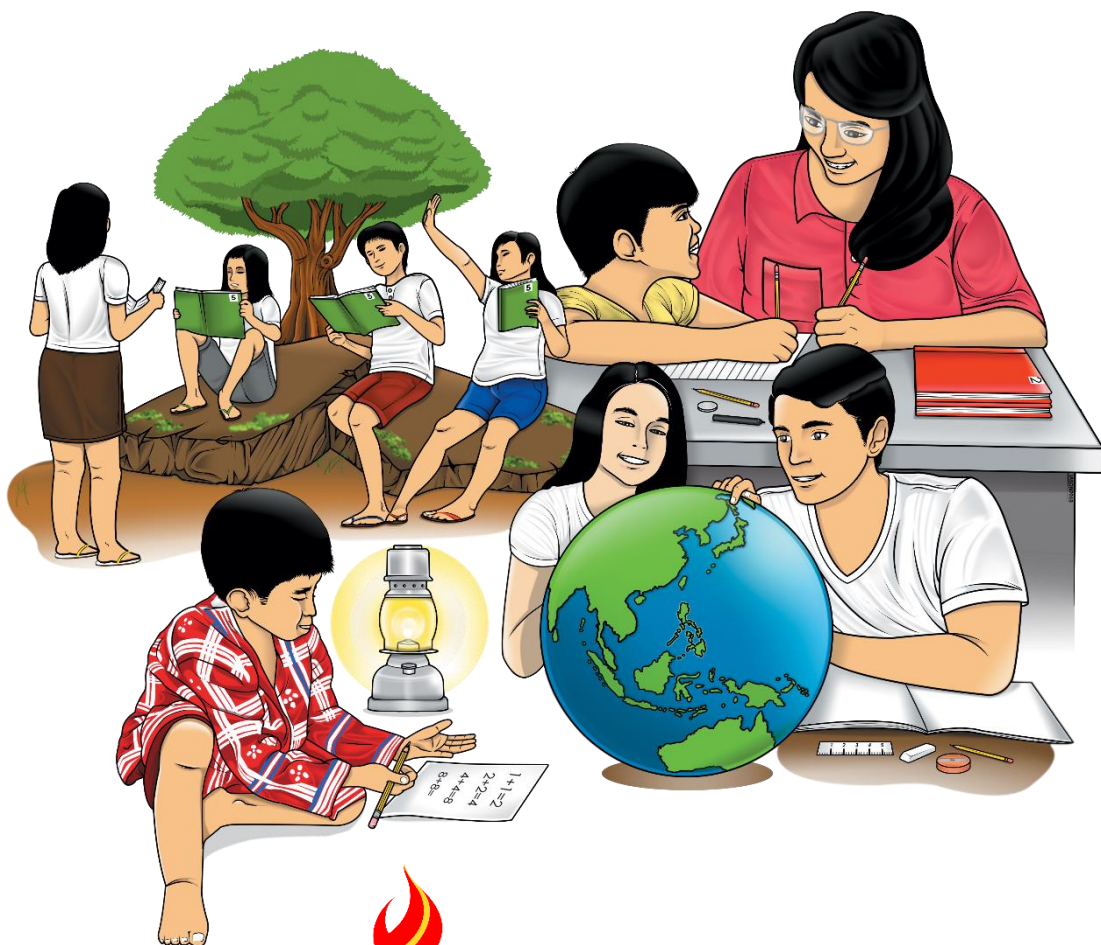


Senior High School

# Personal Development

## Quarter 2 – Module 5:

### Social Influence



**Personal Development  
Alternative Delivery Mode  
Quarter 2 – Module 5: Social Influence  
First Edition, 2021**

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Senior High School

# **Personal Development**

## **Quarter 2 – Module 5:**

### **Social Influence**

# **Introductory Message**

This Self-Learning Module (SLM) is prepared so that you, our dear learners, can continue your studies and learn while at home. Activities, questions, directions, exercises, and discussions are carefully stated for you to understand each lesson.

Each SLM is composed of different parts. Each part shall guide you step-by-step as you discover and understand the lesson prepared for you.

Pre-tests are provided to measure your prior knowledge on lessons in each SLM. This will tell you if you need to proceed on completing this module or if you need to ask your facilitator or your teacher's assistance for better understanding of the lesson. At the end of each module, you need to answer the post-test to self-check your learning. Answer keys are provided for each activity and test. We trust that you will be honest in using these.

In addition to the material in the main text, Notes to the Teacher are also provided to our facilitators and parents for strategies and reminders on how they can best help you on your home-based learning.

Please use this module with care. Do not put unnecessary marks on any part of this SLM. Use a separate sheet of paper in answering the exercises and tests. And read the instructions carefully before performing each task.

If you have any questions in using this SLM or any difficulty in answering the tasks in this module, do not hesitate to consult your teacher or facilitator.

Thank you.



## ***What I Need to Know***

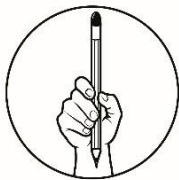
This module is designed and written to help you understand the concepts about social influence affecting social relationships. The scope of this module can be used in different learning situations. The language used recognizes the diverse vocabulary level of students. The lessons are arranged to follow the standard sequence of the course. But the order in which you read them can be changed to correspond with the textbook you are now using.

The module focuses on social influence that enables the learner to compare one's perception of himself/herself and how others see him/her.

EsP-PD11/12SR-IIc-10.2

After going through this module, you are expected to:

1. Explain concepts of perception and social influence and relate it to real life;
2. Examine the relevance of self-perception and others' perception for one's development; and
3. Value the significance of social influence in developing one's self.



## ***What I Know***

Choose the letter of the best answer. Write your chosen letter on a separate sheet of paper.

1. It occurs when an individual changes his/her behavior to adapt to social demands.  
A. Social Influence  
B. Social Facilitation  
C. Social Relationship  
D. Personal Relationship
2. It is the change in one's behavior to be more like the others in the group.  
A. Obedience  
B. Conformity  
C. Compliance  
D. Complement
3. It is the change in one's behavior by doing a request asked by another individual in exchange for reward or punishment.  
A. Conformity  
B. Compliance  
C. Complacent  
D. Complement

4. It is the change in one's behavior by following the demand given by the individuals you respect.
  - A. Objective
  - B. Obedience
  - C. Conformity
  - D. Compliance
  
5. It happens to a person in order to perform better at working with others than working alone.
  - A. Social Change
  - B. Social Loafing
  - C. Social Influence
  - D. D. Social Facilitation
  
6. Which of the following characterizes a conforming individual?
  - A. Likes reward
  - B. Gains approval
  - C. Fears punishment
  - D. Accepts responsibility
  
7. Which of the following is not a characteristic of a conforming individual?
  - A. Gains approval
  - B. Avoids rejection
  - C. Accepts opinion
  - D. Accepts responsibility
  
8. Which of the following characterizes a compliant individual?
  - A. Likes reward
  - B. Accepts opinions
  - C. Respects authority
  - D. Accepts responsibility
  
9. Which of the following characterizes an obedient individual?
  - A. Accepts opinion
  - B. Avoids rejection
  - C. Fears punishment
  - D. Respects authority
  
10. Which of the following is NOT a characteristic of an obedient individual?
  - A. Follows order
  - B. Avoids rejection
  - C. Respects authority
  - D. Accepts responsibility

**12.-15.** Identify the type of social influence being described in the following situations. Write **A** for Conformity, **B** for Compliance, and **C** for Obedience.

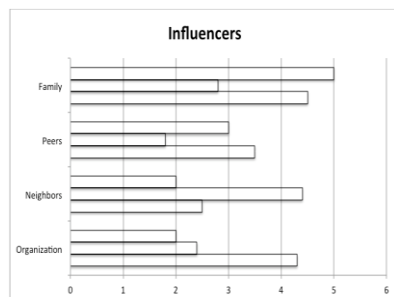
12. Sierra greets her grandmother’s friend to show respect.
13. Edward posted on social media positive remarks about his peers.
14. Alicia is motivated to receive a high grade after answering all the test items correctly.
15. Armand joins a group to support advocacy for responsible citizenship.



**Notes to the Teacher**

Encourage the learners to study the content and accomplish the following activities in What’s In, What’s More, What’s New, What I Can Do, and Additional Activities. These may be presented in the form of infographics as illustrated below.

*What’s In*

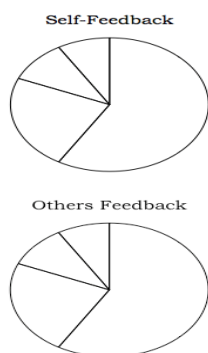


*What’s More*

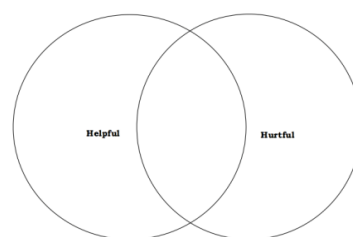
Myself	Others	Myself	Others	Myself	Others
gains approval	gains approval	likes reward	likes reward	accepts responsibility	accepts responsibility
avoids rejection	avoids rejection	fears punishment	fears punishment	follows order	follows order
accepts opinion	accepts opinion	follows request	follows request	respects authority	respects authority
Conformist		Compliant		Obedient	

**tagline**

*What’s New*



*What I Can Do*



**tagline**

# Lesson 5

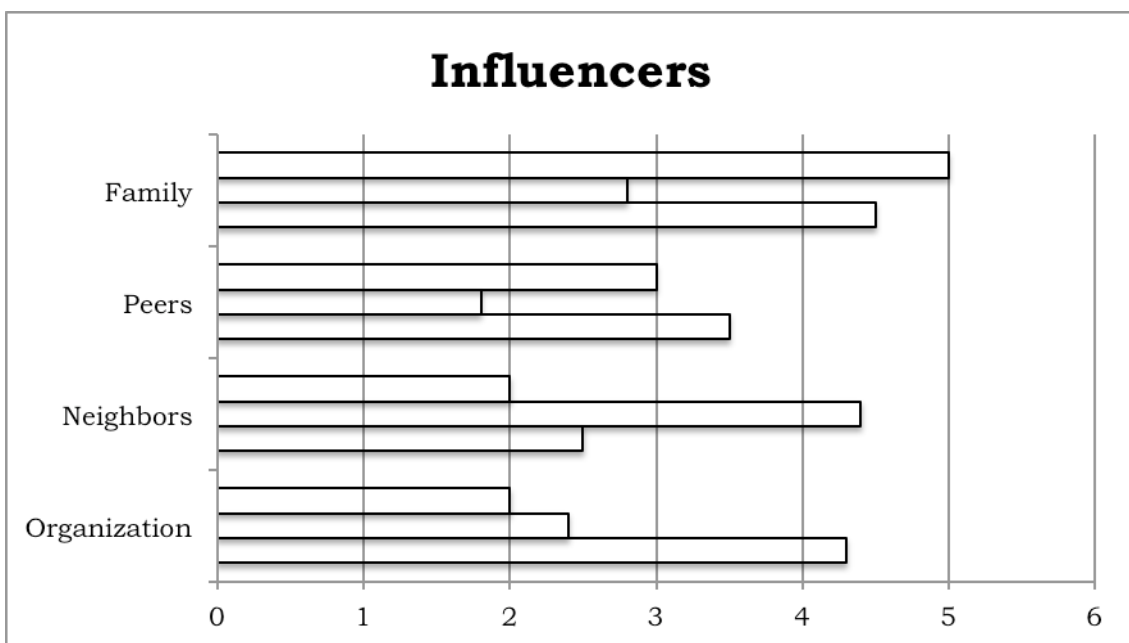
## Social Influence

It is necessary as a maturing adolescent, you are aware of your strengths and weaknesses, which your thoughts, feelings, and behavior define on how you deal with personal relationships. In the previous module, you were able to distinguish the various roles of different individuals in society. While in this module, it focuses on how social influences improve you as a person for social transformation in dealing with others and any setting.



### *What's In*

Write inside the bar graph the names of the most and least influential individuals in your lifetime. On the longer bar, write the names of the most influential person and on the shorter bar, write the names of the least influential person in your life. Use the second quadrant of your paper (as illustrated on page 10) to present your data.



After knowing the most influential or the least influential individuals in your life, examine how they affect your behavior and growth. How do they influence you as a maturing adolescent?

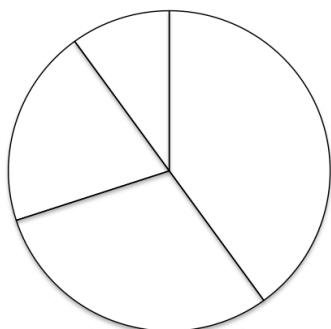




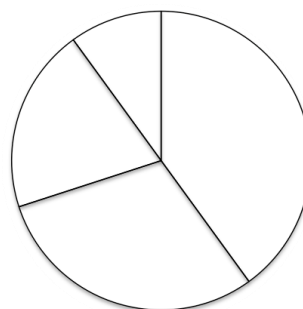
## ***What's New***

Write constructive positive and negative comments for improvement process about yourself that you received from other people using the pie graph below. Use the third quadrant of your paper to present your data.

### **Self-Feedback**



### **Others Feedback**



#### **Process Questions:**

1. Why is feedback important in improving one's strengths and weaknesses?
2. How do you compare your self-perception to others' perception about you?

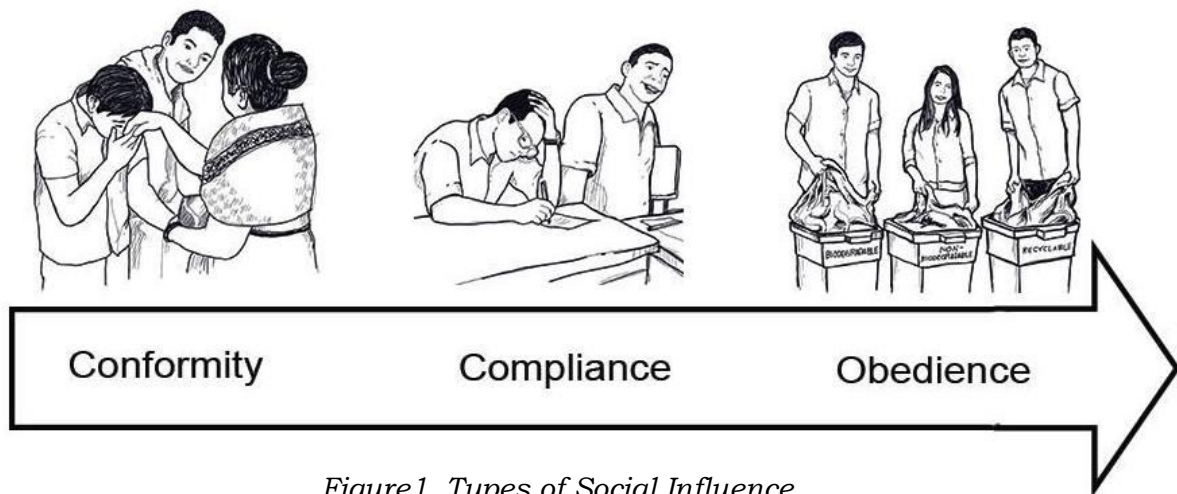


## ***What is It***

In the first activity, you were able to identify the influential persons in your life. While in the second activity, you were able to reflect on the information you received from others as well as how you think of yourself. This psychological process is referred to as perception. It occurs through knowing, interpreting, and learning information that influences your behavior. The way you perceive others as well as how others perceive you are driven by beliefs, values, and norms learned and shared through interactions within your family members, friends, neighbors, and other individuals in the society. These experiences help you to improve how you perceive yourself and others in any situation. As you mature, personal and social relationships broaden your perception about yourself and others. This accepting behavior of yours like appreciating and respecting others' thoughts, feelings, and actions towards you is part of social influence as a process.

Social influence is characterized by a change in your behavior caused by the people that empower you to adjust to a particular situation. Whether someone agrees or disagrees with you, it influences your behavior that may help or hinder your social roles. Social influence also happens when you change your behavior to adapt to social demands. Social influence is categorized by conformity, compliance, and obedience.

Conformity is changing your behavior to be the same with the others in the group (Asch 1955 in Ramirez 2020). For example, when you visit your friend's home, to show respect, you both ask for the grandmother's blessing because you were told that it is courtesy. This situation engages you to deal with it by adapting to the shared norms and values to gain social approval rather than rejection. You were able to conform to the group standards.



*Figure 1. Types of Social Influence*  
Illustrated by: Gilbert Esguerra

Compliance is granting a request or demand asked by another individual in exchange of either a reward or a punishment. For example, during examination day, you are required to take the test to finish the grading period and failure to do so may result in a failing grade.

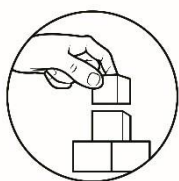
Obedience means changing your behavior to follow the demand given by an authority or an adult you have high regards with. For instance, as a maturing adolescent, you want to contribute to development through inviting other friends to exercise proper waste disposal. Whether you do it purposely as you try to give the leader your respect or purposefully as it empowers you to participate actively as a follower. Whatever your reason is for obeying; it leads to social facilitation. This happens when you are given a sense of responsibility that allows you to perform better if you are with other individuals.

Given these three situations, you can choose to conform, to comply, or to obey depending on how well you perceive yourself and others; likewise, how others perceive you. These are all important in personal development.

Comparing your self-perception with others' perception of you has contributed to your thoughts that influence your behavior. These significant persons in your lives help you in becoming a successful leader and follower through social relationships. In any relationship, communication is important as you listen to what others are telling you, and as to understand yourself and others in any situation. It influences your outlook in life, like when you were in your formative years - you have a limited capacity of acknowledging what is happening around you. More so, you are not aware of how other people treated or thought about you. There were also times when adults always asked you what you want to be when you grow up. While, as you grow, as a maturing adolescent you conceive new thoughts, feelings and behavior based on your experiences which form new perceptions that influence you in dealing with others, in handling your problems, and in making right decisions.

To help you understand this more, let us apply the principle of sowing and reaping to your everyday life. One example of sowing is when you decided to cooperate with your group mates with whom you were able to share your ideas to complete the task; while reaping is when your group was able to submit and present an innovative output so your teacher and classmates can give their feedback to compliment it. At the start, you benefit from the feedback you received which eventually led you to assert influence. Significantly, you are becoming responsible for your thoughts and behaviors as you adapt to the needs of the situations in the same manner that you have self-control that empowers you to regulate your behavior to make positive choices in life.

The change in your behavior therefore enhances your role in becoming a follower and a leader. Both these roles involve responsibility to serve others that can be achieved through cooperation. Hence, a change in mindset is being mindful and sensitive to your thoughts, feelings, and behaviors.



## ***What's More***

Shade all boxes that contains a statement reflecting your behavior. Answer the **Myself** column based on how you perceive yourself, while in the **Others** column, based on how others see you (you may ask someone from your family which of the following statements apply to you). Use the first quadrant of your paper to present your bar graph.

<b>Myself</b>	<b>Others</b>	<b>Myself</b>	<b>Others</b>	<b>Myself</b>	<b>Others</b>
Gains Approval	Gains approval	Likes reward	Likes reward	Accepts responsibility	Accepts responsibility
avoids rejection	avoids rejection	fears punishment	fears punishment	follows order	follows order
accepts opinion	accepts opinion	follows request	follows request	respects authority	respects authority
Conformist		Compliant		Obedient	

### Process Questions:

1. Based on the data, is there any comparison that you want to give an emphasis on?
2. How can you categorize yourself? Are you a conformist, compliant or obedient? Explain your answer.

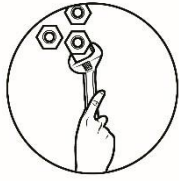


## What I Have Learned

Directions: Complete the analogy with the words from the marked scatter.

- adjust
- avoid rejection
- like reward
- accept opinion
- behavior
- respect authority
- follow norms
- done on purpose
- change in behavior
- change behavior

1. Perception is to interpret information as Social Influence is to \_\_\_\_\_.
2. Social Influence is to \_\_\_\_\_ as Social Facilitation is to work in groups.
3. Perception is to think as Influence is to \_\_\_\_\_.
4. Social Relationship is to interact as Social Influence is to \_\_\_\_\_.
5. Conformity is to gain approval as Compliance is to \_\_\_\_\_.
6. Compliance is to fear of punishment as Conformity is to \_\_\_\_\_.
7. Obedience is to accept responsibility as Conformity is to \_\_\_\_\_.
8. Conformity is to gain approval as Obedience is to \_\_\_\_\_.
9. Compliance is to follow explicitly as Conformity is to \_\_\_\_\_.
10. Purposely is to on purpose as Purposefully is to \_\_\_\_\_.

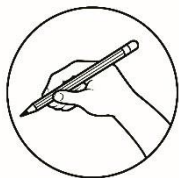
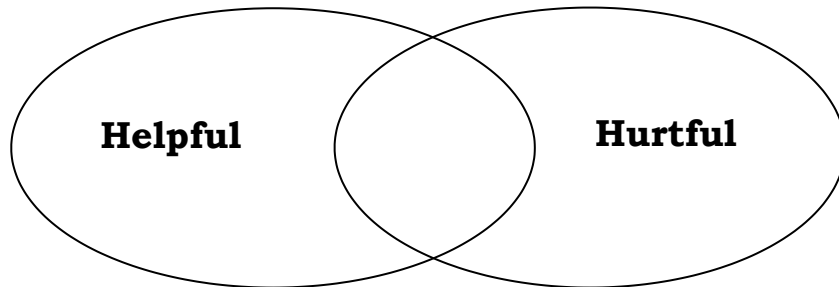


## ***What I Can Do***

In this activity, use the information you gathered from What's New: Self-Feedback and Others Feedback, on page 7. Then, write the comments into **Helpful** and **Hurtful** categories in the Venn Diagram below. For the comments you received that can be both helpful and hurtful, and which have influenced you to change, write them in the area where the two circles overlap. Use the fourth quadrant of your paper to present your diagram.

### **Process Questions:**

1. What are the similar comments that you agree and disagree with?
2. How does this feedback influence your relationships with others?



## ***Assessment***

Multiple Choice. Choose the letter of the best answer. Write the chosen letter on a separate sheet of paper.

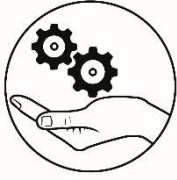
1. Which of the following is the change in one's behavior to adapt to the social demands?
  - A. Personal Relationship
  - B. Social Relationship
  - C. Social Facilitation
  - D. Social Influence
2. Which of the following is the change in one's behavior to be more like the others in the group?
  - A. Complement
  - B. Compliance
  - C. Conformity
  - D. Obedience

3. Which of the following is the change in one's behavior by doing a request asked by other individuals in exchange for reward or punishment?
  - A. Complement
  - B. Complacent
  - C. Compliance
  - D. Conformity
4. Which of the following is the change in one's behavior by following the demand given by the individuals you respect?
  - A. Compliance
  - B. Conformity
  - C. Obedience
  - D. Objective
5. Which of the following enables a person to perform better with others than working alone?
  - A. Social Facilitation
  - B. Social Influence
  - C. Social Change
  - D. Social Loafing
6. Which of the following characterizes a conforming individual?
  - A. Accepts responsibility
  - B. Fears punishment
  - C. Gains approval
  - D. Likes reward
7. Which of the following is NOT a characteristic of a conforming individual?
  - A. Accepts responsibility
  - B. Avoids rejection
  - C. Accepts opinion
  - D. Gains approval
8. Which of the following characterizes a compliant individual?
  - A. Accepts responsibility
  - B. Respects authority
  - C. Accepts opinions
  - D. Likes reward
9. Which of the following is not a characteristic of a compliant individual?
  - A. Fears punishment
  - B. Follows request
  - C. Avoids rejection
  - D. Likes reward
10. Which of the following characterizes an obedient individual?
  - A. Respects authority
  - B. Fears punishment
  - C. Accepts opinion
  - D. Avoids rejection

11. Which of the following is not a characteristic of an obedient individual?
- A. Accepts responsibility
  - B. Respects authority
  - C. Avoids rejection
  - D. Follows order

12.-15. Identify the type of social influence being described in the following situations. Write **A** for Conformity, **B** for Compliance, and **C** for Obedience.

- 12. Sierra greets her colleague by giving a handshake.
- 13. Claire wears a dress that suits the dinner party at her friend's house.
- 14. Emmanuel is in a rush and unable to finish the test.
- 15. Arman does the household chores assertively.

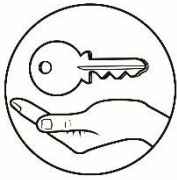


## Additional Activities

Now, you have your Infographics. In just one look, you can compare how you perceive yourself and how others see you. To complete it, you are encouraged to write your tagline based on your learning experiences in this module at the center of the paper.

<b>What's In</b>	<b>What's More</b>																																								
<p><b>Influencers</b></p> <table border="1" style="margin: 10px auto; border-collapse: collapse;"> <caption>Influencers Data</caption> <thead> <tr> <th>Influencer</th> <th>Score</th> </tr> </thead> <tbody> <tr> <td>Family</td> <td>5</td> </tr> <tr> <td>Peers</td> <td>3</td> </tr> <tr> <td>Neighbors</td> <td>4</td> </tr> <tr> <td>Organization</td> <td>2</td> </tr> </tbody> </table>	Influencer	Score	Family	5	Peers	3	Neighbors	4	Organization	2	<table border="1" style="margin: 10px auto; border-collapse: collapse;"> <thead> <tr> <th>Myself</th> <th>Others</th> <th>Myself</th> <th>Others</th> <th>Myself</th> <th>Others</th> </tr> </thead> <tbody> <tr> <td>gains approval</td> <td>gains approval</td> <td>likes reward</td> <td>likes reward</td> <td>accepts responsibility</td> <td>accepts responsibility</td> </tr> <tr> <td>avoids rejection</td> <td>avoids rejection</td> <td>fears punishment</td> <td>fears punishment</td> <td>follows order</td> <td>follows order</td> </tr> <tr> <td>accepts opinion</td> <td>accepts opinion</td> <td>follows request</td> <td>follows request</td> <td>respects authority</td> <td>respects authority</td> </tr> <tr> <td colspan="2" style="text-align: center;">Conformist</td> <td colspan="2" style="text-align: center;">Compliant</td> <td colspan="2" style="text-align: center;">Obedient</td> </tr> </tbody> </table>	Myself	Others	Myself	Others	Myself	Others	gains approval	gains approval	likes reward	likes reward	accepts responsibility	accepts responsibility	avoids rejection	avoids rejection	fears punishment	fears punishment	follows order	follows order	accepts opinion	accepts opinion	follows request	follows request	respects authority	respects authority	Conformist		Compliant		Obedient	
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<b>tagline</b>																																									





## **Answer Key**

<b>What I Know</b>	
1. A	8. A
2. B	7. D
3. B	6. B
4. B	5. D
5. D	4. B
6. B	3. B
7. D	2. B
8. A	1. A
9. C	10. D
10. D	11. B
11. B	12. A
12. A	13. A
13. A	14. B
14. B	15. C
15. C	

<b>What I Have Learned</b>
1. change behavior
2. change in behavior
3. behavior
4. adjust
5. like reward
6. avoid rejection
7. accept opinion
8. respect authority
9. follow norms
10. done on purpose

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