


Social Norms

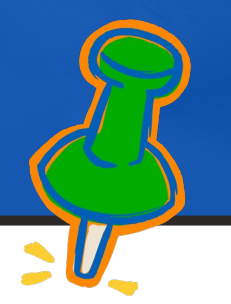
Relationships, Module 4




AGENDA



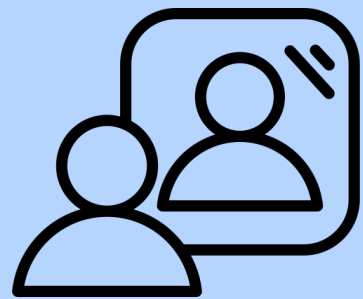
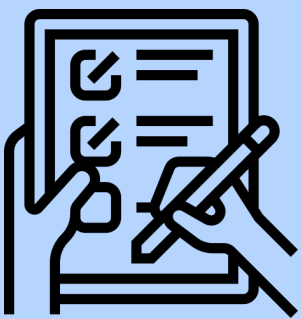
1. Brainstorm: How do you think we know how we are expected to behave in social situations? How do we learn these “rules”? What are some examples of these kinds of rules?



2. Activity: Working independently, decide if the statement found in the worksheet is true or false for the general population and then for yourself, personally.



3. Reflect: How have I been fooled by what I thought was a social norm? How has it changed my thinking or behavior for the better or worse? How can I gather more information to make a better decision about what I think is socially acceptable? How would I benefit from that information?



BRAINSTORM



How do you think we know how we are expected to behave in social situations? How do we learn these “rules”? What are some examples of these kinds of rules?



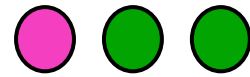
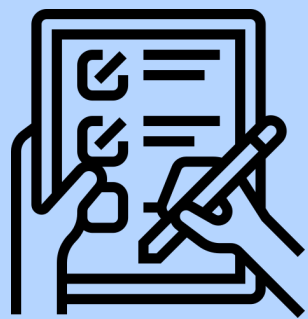
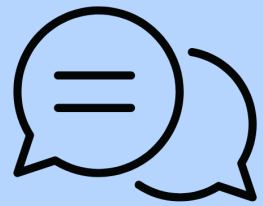


DISCUSS



Social norms are defined as “rules and standards that are understood by members of a group, and that guide or constrain social behavior without the force of law” (Cialdini and Trost, 1998, p. 152). Social norms let us know what is expected of us-what we should or should not do in social situations.



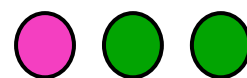
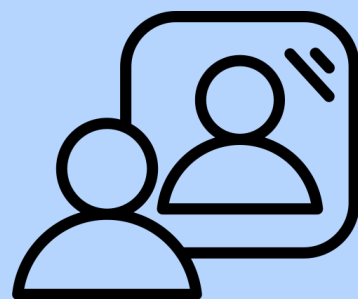


DIVE IN



The brain creates a mental map that helps us navigate our social world and then uses this map to make predictions. The brain makes predictions because that is the most metabolically efficient way.

When the brain's predictions are correct, it is less costly. When there are errors, it is more metabolically costly, but then learning can occur. This learning improves predictions for next time.

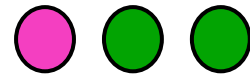
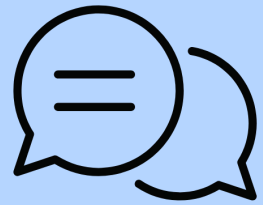


DIVE IN



As we improve our predictions, we are more likely to guess how people will respond when we act in the way that they expect or what might happen if we don't. For example, when you are young and you break a rule at home, you might be surprised that you get into trouble. However, as a teenager, if you break curfew, you probably won't be surprised to find yourself grounded and your parents upset.





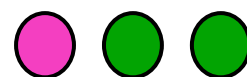
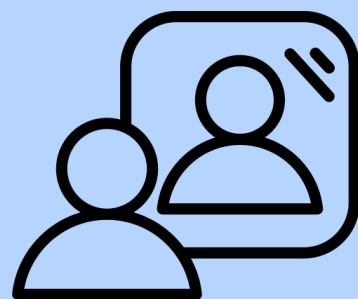
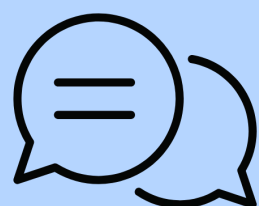
DIVE IN



Injunctive Norms - These are what we'd guess our peers think is cool

Descriptive Norms - These are what our peers actually think is cool.





ACTIVITY



Working independently, decide if the statement found in the worksheet is true or false for the general population and then for yourself, personally.



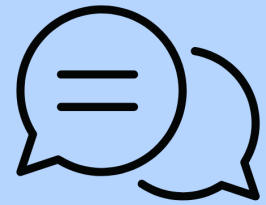
Worksheet Social Norms

Directions: Working independently, decide if the statement is true or false for the general population and then for yourself, personally.

	True/False	True/False for Me
1. Almost all kids in my school have tried alcohol		
2. Most kids like fast food		
3. Most kids have had a boyfriend or girlfriend or partner		
4. Most kids like soda		
5. Most kids dislike school		
6. Most kids learn to drive a car		
7. Most kids have seen the beach		
8. Most kids have gone on a holiday		
9. Most kids have good grades		
10. Most kids love video games		

* tear along perforation and ONLY hand in the above chart

Reflect: How have I been fooled by what I thought was a social norm? How has it changed my thinking or behavior for the better or worse? How can I gather more information to make a better decision about what I think is socially acceptable? How would I benefit from that information?



REFLECT



How have I been fooled by what I thought was a social norm? How has it changed my thinking or behavior for the better or worse? How can I gather more information to make a better decision about what I think is socially acceptable? How would I benefit from that information?



Extend & Enrich





Try this at home to further learning!



Home Connection

Social Norms

Dear _____,

I'm excited to share that your student has been learning about social norms in class. Social norms are the unwritten rules and standards that guide our behavior in social situations. These norms help us understand what is expected of us and why we often try to conform to these expectations.

We discussed how neurobiology plays a role in our tendency to conform to social norms, focusing on how our brains create mental maps to predict social behavior. Understanding social norms helps us predict how we are supposed to behave and what the consequences might be if we don't.

We also explored two types of norms: injunctive norms, which are what we believe our peers think is cool, and descriptive norms, which are what our peers actually do. Sometimes, there is a misperception between these two, leading us to behave in ways we think are expected, even if they are not.

Please discuss this question with your student: Can you think of a time when you felt pressure to conform to what you thought was a social norm? What did you learn from that experience, and how did it affect your behavior? This will help reinforce their understanding of social norms and encourage them to think critically about their own behaviors and perceptions.

Please do not hesitate to reach out with any questions or concerns.

Best,

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Professional Development



Take 5 minutes to consider: How have I been fooled by what I thought was a social norm? How has it changed my thinking or behavior for the better or worse? How can I gather more information to make a better decision about what I think is socially acceptable? How would I benefit from that information?





Lesson Complete!

Real Engagement, Real Growth, Real Results



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