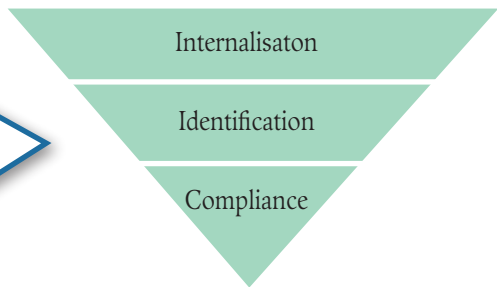







Do you remember the definitions of each of these terms? Check that you could define each term in an exam!



Now look at the examples below and decide which type of conformity it is and enter your answer next to the illustration.

		INTERNALSISATION IDENTIFICATION COMPLIANCE
<b>Liz</b> is by nature a smart dresser but she wears jeans and a sweater to work on 'Dress Down Friday' because she doesn't want to give the impression of being stand offish to her work colleagues who she likes.		
<b>Lewis</b> is eating alone at a Chinese restaurant. Although he finds eating with chopsticks rather tedious and inconvenient, he uses them because he feels too awkward to ask for a fork.		
<b>Harsa</b> puts some money in a charity box even though she doesn't particularly agree with the cause because she feels uncomfortable walking past the collector in the local small supermarket.		
<b>Len</b> slows down to 30 mph as soon as he reaches that speed zone because he believes it is wrong to drive faster than that in a built-up area.		
<b>Winston</b> is visiting the UK from the US. At a concert he stands for the National Anthem because he doesn't want to upset his hosts.		
<b>Jack</b> is on a solo visit to London for the day. At a pedestrian crossing everyone suddenly surges across as soon as there's a gap in the traffic even though the lights are red. Jack follows, feeling uncomfortable but too embarrassed to be the only one not to cross.		
<b>Jenny</b> is at a local restaurant with 5 of her friends. They all say 'Go on try it' after they have all ordered an unusual spicy dish which is the chef's recommendation. She follows suit because she doesn't want to look unadventurous to her friends.	