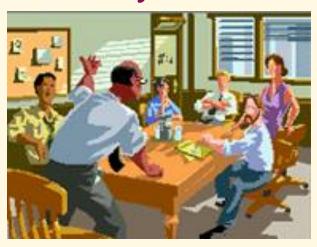
## REACHING A VERDICT

### REACHING A VERDICT

- Stages & Influences on Decision Making
  - Majority Influence
  - Minority Influence



## Reaching a Verdict

- Jury decision-making difficult to research as takes place behind closed doors & jury is sworn to secrecy
- What do you think influences decision making?
  - psychological (cognitive) processes
  - size of jury
  - leadership factors
  - gender / ethnicity
  - individual differences



 Hastie et al (1983) examine stages of jury deliberation

### STAGES IN JURY DECISION MAKING

- Pennington & Hastie (1988): Three stages in decision-making:
  - 1. Narrative story organisation (gained from info. from trial, schemas, expectations)
  - 2. Learning Verdict definitions (end of trial categories)
  - 3. Making a decision (matching story with verdict category)
  - 4. Argue a case to achieve a verdict (jury deliberation)

### STAGES IN DECISION MAKING

- Hastie et al (1983): Stages & influences on decision-making
- Orientation Period:
  - Relaxed & open discussion
  - Agenda set
  - Questions raised & explored
- Open Confrontation:
  - Fierce debate
  - Explore different interpretations
  - Pressure on minority to conform / group decision
- Reconciliation:
  - Attempts to smooth over conflict
  - Tension released through humour



## Reaching a Verdict: Majority influence

- Key Study: Asch (1955): The Power of Majority Influence & Conformity
- Aim: To investigate the effects of conformity to a majority when the task is unambiguous
- Method: Laboratory experiment
- Participants:
- Procedure: P sat with group of other 'participants' (stooges) & shown picture of lines. P asked to give answer to question to which stooges already clearly given wrong answer.

'Which of 3 lines (A, B,or C) matches X?'

## **Key Study: Asch (1955): The Power of Majority Influence & Conformity**

### Results:

- Ps conformed in a approx 33% of trials
- If one stooge disrupts conformity then falls to 5%

- Majorities bigger than 3 make little difference to

effect



- Conclusions: Strong tendencies to conform to group (belonging, being 'right')
- Jury task more complex but research shows clear majority influence (esp. if expressed early)

## Reaching a Verdict: Minority Influence

- What factors may cause others to conform to a minority view?
- Moscovici (1985): consistency of minority view very persuasive
- Other factors: automony, locus of control
- Key Study: Nemeth & Wachtler: Influence of perceived automony on minority influence
- Aim: To investigate influence of automony & consistency
- Method: Laboratory experiment (mock trial)
- Participants: Adult students (groups of five)

# Nemeth & Wachtler: Influence of perceived automony on minority influence

- Procedure: Ps put in groups of 5 (including one stooge/confederate) to deliberate on amount of compensation due to victim of injury.
- Ps make individual verdict then go to another room with rectangular table
- Half group Ps choose seat (stooge at head)
- Half group Experimenter chooses seats

Deliberation: stooge consistently adopts deviant position

# Nemeth & Wachtler: Influence of perceived automony on minority influence

#### Results:

- Stooge influences decision when he is consistent & when percieved as automonous (chosen own seat)
- Little influence when when seated by experimenter
- Sitting at head of table: more consistent & confident
- Conclusion:
- Minority influence is possible
- Repercussions for jury room where seated around long table

