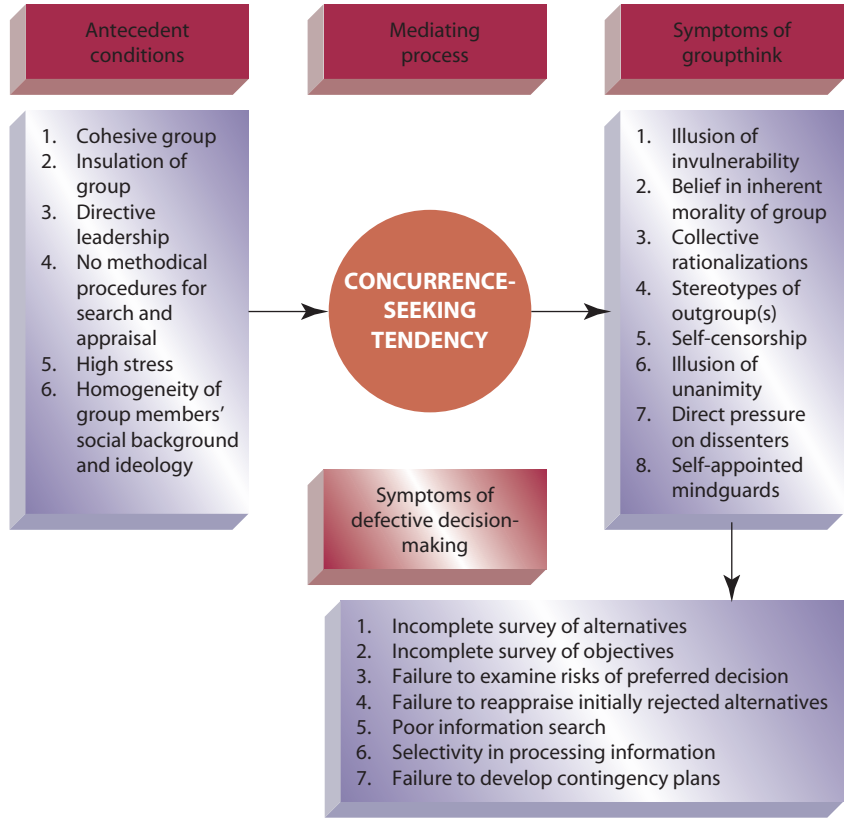

Figure 2.1 *Antecedent conditions, mediating process and symptoms of groupthink in Janis's (1982) theoretical model (based on Figure 10.1 in Janis, 1982).*

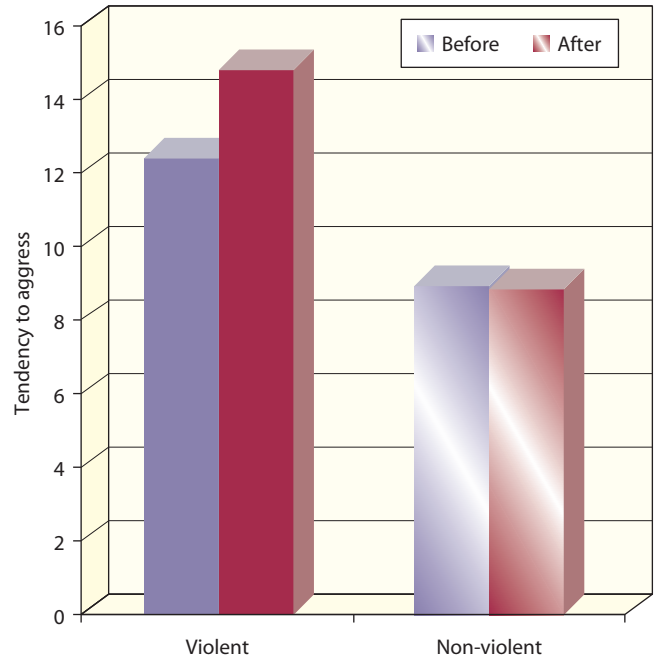

Figure 2.2 *Self-reported tendency to aggress, as a function of type of film, and whether or not the respondent was waiting to see the film or had just seen the film (based on data reported by Black & Bevan, 1992).*

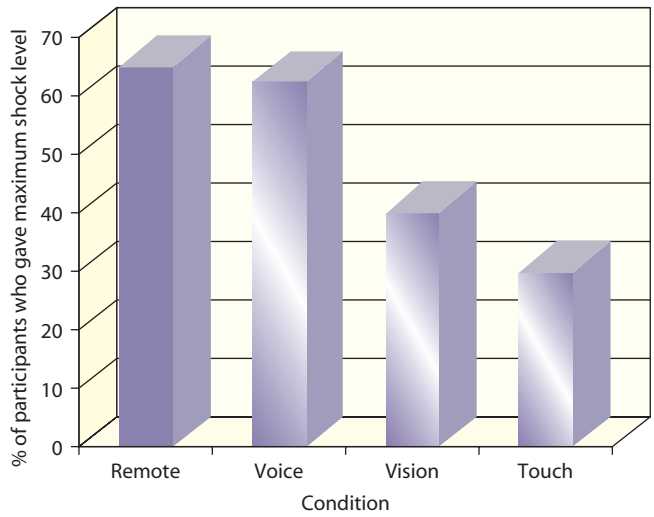

Figure 2.3 *Percentage of participants who administered the maximum shock level, and who were therefore deemed to be fully obedient (based on data reported by Milgram, 1965).*

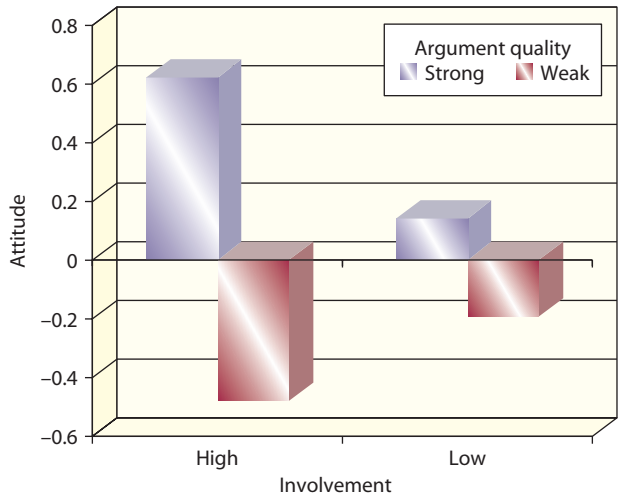

Figure 2.4 *Interaction between argument quality and involvement, showing that argument quality had a much stronger effect on attitudes when involvement was high (based on data reported by Petty, Cacioppo & Goldman, 1981).*