Compliance techniques summary (not a plan)

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| Introduction | Definition of compliance |
| Outline of technique 1 | Door in the face |
| Supporting study 1 | Cialdini:  Aims:  Methods:  Findings:  Conclusion: This tells us that  Evaluations:  Strengths  Weaknesses |
| Supporting study 2 | Regan:  Aims:  Methods:  Findings:  Conclusion: This tells us that  Evaluations:  Strengths  Weaknesses |
| Supporting study 3 | Lynn and McCall (1988) Mint with the bill received larger tip. Only culturally relevant as no tipping in China/Taiwan |
| Explanation | Reciprocity |
| Outline of technique | Reciprocity does not always involve giving gifts. It can also be because one feels that the other person has already compromised on what they wanted. This compromise should be acknowledged with some behaviour.  Introduce Foot in the door.  A request is made which will surely be turned down. A second request is made which asks less of someone. People are more likely to accept the second request because they feel that the person has already lowered the request in order to accommodate them. |
| Supporting study 1 | Dickerson et al (1992)  Aims:  Methods:  Findings:  Conclusion: This tells us that  Evaluations:  Strengths  Weaknesses |
| Supporting theory 2 | Bem on powerpoint-check textbook |
| Explanation | Commitment |
| Similarities |  |
| Differences |  |