

Article Review #2

Patterns in Compliance Technique

The Social Sciences

This article is the embodiment of determinism as it relates to cybersecurity. Numerous studies are referenced as evidence that prior accepted requests result in a trend toward further compliancy. Both the quality and quantity of existing empirical evidence utilized serves as a solid foundation for applying the Foot-in-the-door technique to modern concepts (Freedman & Fraser, 1966).

Research Questions

Does asking participants to make the same decision about disclosing information twice result in an increased compliance rate during the second request? Do social desirability and agreeableness positively correlate with the propensity to disclose? (Fleming, Edwards, Bayliss, & Seger, 2023)

Crunching the Numbers

Two studies are conducted to gather the sample data. The first involved a laboratory setting while the next group participated online. A variety of personality and privacy concern scales were completed along with the personal information questionnaire to compare traits with results. Spearman's rank correlations are provided to describe the relationships between disposition and disclosure.

Course Concepts

The big five personality traits covered in module five are used in this study. There were similar findings that higher agreeableness resulted in greater likelihood to share information.

Module two's discussion of determinism is on full display in this article. The participants' behavior is clearly influenced by the preceding solicitations. This section also covered research aspects such as hypothesis and variables.

Surveys, experiments, and archival research mentioned in module three are combined in this multi-method research. Utilizing existing documentation of related concepts builds a more well-rounded understanding and explanation of the research topic.

Marginalized Groups

Those who have less financial or educational resources, as well as those living in less developed areas, are at higher risk of being taken advantage of online. The digital divide yet again plays a part in working against those with less access, exposure, and information related to privacy risks.

Overall Contribution

This article provides awareness of the well documented techniques being used against the digital community as well as a need for more focused efforts on how to prevent their success. Determining how to better align thoughts and behaviors related to privacy is a good place to start.

Conclusion

Repeated requests resulted in greater disclosure. Privacy concern was not found to be linked, reaffirming the privacy paradox. There is a mismatch between individuals' outward concern with privacy and their predictable willingness to share personal information with strangers online (Fleming, Edwards, Bayliss, & Seger, 2023).

References

Freedman, J. L., & Fraser, S. C. (1966). Compliance without pressure: the foot-in-the-door technique. *Journal of personality and social psychology*, 4(2), 195.

Piers Fleming, S Gareth Edwards, Andrew P Bayliss, Charles R Seger, Tell me more, tell me more: repeated personal data requests increase disclosure, *Journal of Cybersecurity*, Volume 9, Issue 1, 2023, tyad005, <https://doi.org/10.1093/cybsec/tyad005>

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Journal of Cybersecurity

Tell me more, tell me more: repeated personal data requests increase disclosure

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