

Six Influences on Human Behavior

5th Sunday Bishop's Lesson

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Knowledgebase

Reciprocity - If you are given something, you feel obligated to give back something else. (Benjamin)

Liking - If somebody is similar to you, or has a similar 'likeness,' you may feel like you should help them. (Michael)

Authority - If you think somebody is a higher authority than you, you may feel you have to obey them. (Jake)

Scarcity - When something becomes scarce, you may feel the need to buy it even if you didn't need it before. (Shiffler)

Consistency - If you help somebody, if they ask for a bigger amount of help in the future, you may feel obligated to continue to help to maintain consistency. (Benjamin)

Consensus - If others do an action, you may feel the need to do the same in order to feel you belong in the group. (Daniel)

Potential Topics

- People Like being Influenced
 - Helpful Influencing, Applying influencing techniques with true intentions (Shiffler)
- Malicious Influencing - Daniel
- Influence vs Manipulation - Jake
- Avoid Deception - Benjamin
- Liking - Michael

Outcomes

- Participants should have an idea of how to apply one attribute of influence to better relationships with others, in their daily lives.

- Participants should be better equipped to recognize manipulation and malicious influencing.
- Participants should be able to distinguish between whether they are being ethically influential or manipulative and have a desire to remove manipulative behaviors.

Introduction

- There are so many different sources of influence we encounter in everyday life.

Our Audience and Outcomes

- How can we be a positive influence?
 - What are some sources of positive influences?
 - How can you be a positive influence?
- How can we avoid negative influence?
 - What are some sources of negative influences?
 - How can we know that a source is a positive or negative influence?
 - What are some examples from the scriptures?
- How can we avoid deception when influenced?
 - Analyze the situation we are in.
 - What is really being asked of us?
 - What went into preparing the request?

People Like Being Influenced

- Why does influencing work?
 - [hypothetically] So I was at the gas station the other day, and I overheard a conversation between an associate and his manager. And they said that they were nearly out of gas, and that the next refill wasn't scheduled until late next week.
 - If teaching this lesson to children, use the halloween candy story or give them hands on experience with actual candy.
 - Knowing about this conversation, what does that make you want to do?
 - You probably are either skeptical, "how can a gas station run out of gas?" or else are thinking, "Do I have enough gas? If one gas station runs out, what are the chances another one nearby will also run out?"
 - If you are having any doubts about whether this can really happen, I will tell you that **I have been in a situation very similar to this.** I was living in a rural

- area, and there were signs up outside the gas station that indicated that fuel reserves were running low. The next closest gas station was not terribly close.
- If you had learned this, what would you do?
 - The principle of scarcity would indicate that many people will likely be influenced to go buy some more gas. Either fill up their tank, or fill up an extra container.
 - Influencing works best when there are no negative feelings later on.
 - If you had gone out of your way to get some gas only later to find out that there was actually no danger of the station running out of gas, you would probably have some bitter feelings.
 - People like being influenced.
 - If you had gone out of your way to get some gas and later found out that the gas pump had gone dry, you would probably be pretty grateful to have found out beforehand that the gas station was going to run out of gas.
 - If Influencing yielded bad or negative feelings, it was more likely manipulation.
 - Influencing people when applied correctly and properly should yield deeper relationships and more positive feelings.
 - Influence works *because* people like it.
 - We can be more influential by applying principles of influence.
 - All principles of influence can be applied truly or manipulatively. We should strive to only employ the powers of influence truly.
 - In this story we learned how we can positively apply the principle of scarcity to help inform/influence people to act. As we learn more about the 6 principles in this lesson, consider how each can be applied positively in your life.
 - As I did this exercise, I found ways that the spirit whispered to me on how I can improve and deepen relationships.
 - As you listen to the spirit for ways to positively influence others, you will gain an increased ability to grow and deepen your relationships with others.

Malicious Influencing or Deception

- Deception is influencing others for a personal, malicious gain
- Individuals may use their influence to
 - Bring us down
 - Harm our families
 - Take advantage of us
- Principles of Deception:
 - Consensus - “People will look to the actions of others to determine their own”

- Peer pressure heavily influences youth
 - “If all of your friends were jumping off a bridge, would you follow them?”
- What are some examples of negative worldly influence?
 - E.g. Immorality, doubt, fear
- Consistency - “Looking for, and asking for commitments that can be made”
 - Getting us to slightly loosen our grip on our morals is a slippery slope
 - “Giving in” the first time makes it a lot easier to “give in” for bigger asks later
- Reciprocity - “Obligation to give when you receive”
 - Natural feeling of debt when we are given something
 - We will more likely go along with something if we feel indebted to the person who “requested” something of us

Influence versus manipulation

- Would you rather be influenced or manipulated?
- How would you personally define each of those words?
 - Influence is a positive thing of being able to affect or change another's behavior.
 - Manipulation is that power to change another's actions or behaviors.
- List as many differences as you can think between the two.
 - Main differences is that manipulation comes with dishonesty
 - We can measure it with intent, whether or not information is being hidden or withheld or its long term impact.
- What are personal examples where you have either been influenced or manipulated?
 - You can tell whether or not you're being influenced if threats are being used, if over time things are revealed to you that you previously were told differently to you.
 - What are appropriate ways to respond when someone is attempting to manipulate you?
 - Think of those who influenced or manipulated you.
 - Those people often have some sort of authority.
 - Authority influence: If you think somebody is a higher authority than you, you may feel you have to obey them.
 - Is authority influence a positive or negative thing? Or is it both?
- Do we ever seek out to affect others' behaviors around us?

- Are we attempting to influence others or do we cross the line into manipulation?
- We can again measure this by noting the differences between the two words.

Avoid Deception

- There are many times people attempt to deceive you by manipulating your emotions in order to get something from you.
 - Have you ever experienced a situation where you felt obligated to give somebody something because they had given you something in the past?
 - When you go to buy something, think about if you would have done it without being prompted first by someone or something else.
 - When you are given a deal or a coupon, think about if you would have spent money on the thing the deal or coupon was for in the first place.
 - Free deals have an intent. Why would a company give you free money with no strings attached?
 - This is called reciprocity. When being given something, people often feel obligated to give back in some way.
 - Have you ever been in a situation where you felt you needed to give somebody something because you had done so in the past, either to a lesser or equal extent?
 - Think about if you would willingly give the person that thing if you hadn't done so in the past.
 - You might think you are being nice, but the other person might think you are a pushover or a money bank.
 - You also may have made a commitment but you may come to dislike the commitment and want to stop it, yet feel obligated to continue it.
 - This is called consistency. You did it before, so you feel you need to continue to do so in order to maintain consistency.
 - Think about any other ways you might feel obligated to do something because of past actions. Always be aware of this happening, and never do something you feel uncomfortable or not as willing to do.

Liking

- The definition of liking is Social pressure to emulate or seek approval of people you admire or like.
- In the scriptures this particular influence on human behavior is very prominent in life and in the scriptures.
- We can see from the story of King Noah that he was about to release Abinadi so that he may go free, but in that moment he looked towards pleasing his Priests. He changed his decision to have Abinadi burned in order to be on the good side of his Priests.
- We also see modern day examples of this as we may fall to peer pressure and let go of the iron rod. Satan is stronger with numbers.
- As we see in the scriptures we can fight back against this as we become examples and disciples of Christ. To fight against this we can:
 - Be leaders. As we lead and help others we lose the prideful view of wanting to receive recognition or liking from our actions.
 - Remember who we are. As we remember who we are and what we want to be, our focus will be more centered on ourselves and less on others and their approval.
- Why is this important?
 - As 1 Peter 2:9 states “9 But ye *are* a chosen generation, a royal priesthood, an holy nation, a peculiar people; that ye should shew forth the praises of him who hath called you out of darkness into his marvellous light:” As disciples and followers of Christ we are a peculiar people for a reason. It doesn't say we are normal people. This is important because as we seek less for approval or liking of other people we will then focus more on ourselves and more towards receiving liking from Our Father in Heaven and our Savior!

GROUP PROJECT TIMESHEET

Group Member Name: Aaron Shiffler

Date:	Activities:	Time Start:	Time Finish:	Hours:
19 Sep 2021	Initial Group Reach Out	8:15pm	8:25pm	0h 10m
20 Sep 2021	Trying to Schedule First Meeting	2:15pm	2:25pm	0h 10m
21 Sep 2021	Attending first meeting	10:00am	10:30am	0h 30m
21 Sep 2021	Rescheduling first meeting	10:30am	10:50am	0h 20m
22 Sep 2021	Trying to confirm reschedule of first meeting	8:50am	9:10am	0h 20m
23 Sep 2021	Attending the rescheduled first meeting and working on the assignment.	10:30am	12:05pm	1h 35m
			Total Hours:	3h 5m

Group Member Name: Jake Soulier

Date:	Activities:	Time Start:	Time Finish:	Hours:
9/23/21	Attending 1st meeting	10:30	11:30	1
			Total Hours:	1

Group Member Name: Daniel Eckton

Date:	Activities:	Time Start:	Time Finish:	Hours:
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9/23/21	Attending 1st meeting	10:30	11:30	1
			Total Hours:	1

Group Member Name: Benjamin Pratt

Date:	Activities:	Time Start:	Time Finish:	Hours:
9/20/21	Responded to initial reach out	9:07 PM	9:09 PM	2 min
9/23/21	Attended 1st meeting	10:30 AM	11:30 AM	1
			Total Hours:	1

Group Member Name: _____

Date:	Activities:	Time Start:	Time Finish:	Hours:
			Total Hours:	