

## Rating the Schmitt tactics

Devin Baughman

Reward – 5

Punishment – 3

Positive Expertise – 5

Negative Expertise – 3

Liking, Ingratiation – 5

Gifting, Pre-giving – 5

Debt – 2

Aversive Stimulation – 1

Moral Appeal – 4

Positive Self-feeling – 2

Negative Self-feeling – 2

Positive Alter casting – 2

Negative Alter casting – 2

Altruism – 3

Positive Esteem of Others – 2

Negative Esteem of Others - 5