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Social Psychology

**Please upload your completed assignment on CANVAS
by Thursday, February 8 at 3:00pm**

Compliance Activity

Instructions: Read about the general strategies that individuals use to get others to comply with their requests. This weekend, try to use each of the strategies listed below to get someone to do something for you (a legal and safe favor that won't get you in trouble!). Answer the questions listed.

Strategy	Write a definition of the strategy.	What did you ask someone to do? (1st request)	What did you ask someone to do? (2nd request)	Did they comply (1st request) YES OR NO	Did they comply (2nd request) YES OR NO
Foot in the Door	If a person agrees to a lesser request first, they are more likely to agree to a larger request.	Can you get me some water?	Since you're up, can you make me lunch?	Yes	Yes
Low-Balling	A person secures agreement with a request, and then increases the size of that request by revealing hidden costs.	Lets go to brunch tomorrow!	It's on the other side of town and we're walking.	Yes	No
Door in the face	If someone asks a person a large request they know will be rejected, that person is more likely to agree to a lesser request.	Can you bring Dakota and Lita (my dogs) to Hoboken	Can you send me a picture of them every day?	No	Yes
That's not all	Begin with a somewhat inflated request, but immediately decrease the size of the request by offering discount/bonus.	Can you buy me groceries?	I'll carry it all back.	Yes	Yes