

Think about the sequential message strategies we discussed in class. Consider a time that you have been persuaded by someone who relied on each of them. Answer the questions below.

Door-in-the-Face:

Think about a time when you were persuaded by someone using the door-in-the-face message sequence. What happened?

Your response here

What makes this a use of the door-in-the-face sequence?

Your response here

Foot-in-the-Door:

Think about a time when you were persuaded by someone using the foot-in-the-door message sequence. What happened?

Your response here

What makes this a use of the foot-in-the-door sequence?

Your response here

Bait-and-Switch OR Lowballing:

Think about a time when you were persuaded by someone using the bait-and-switch *OR* the lowballing message sequence (pick one). What happened?

Your response here

What makes this a use of the bait-and-switch / lowballing sequence?

Your response here