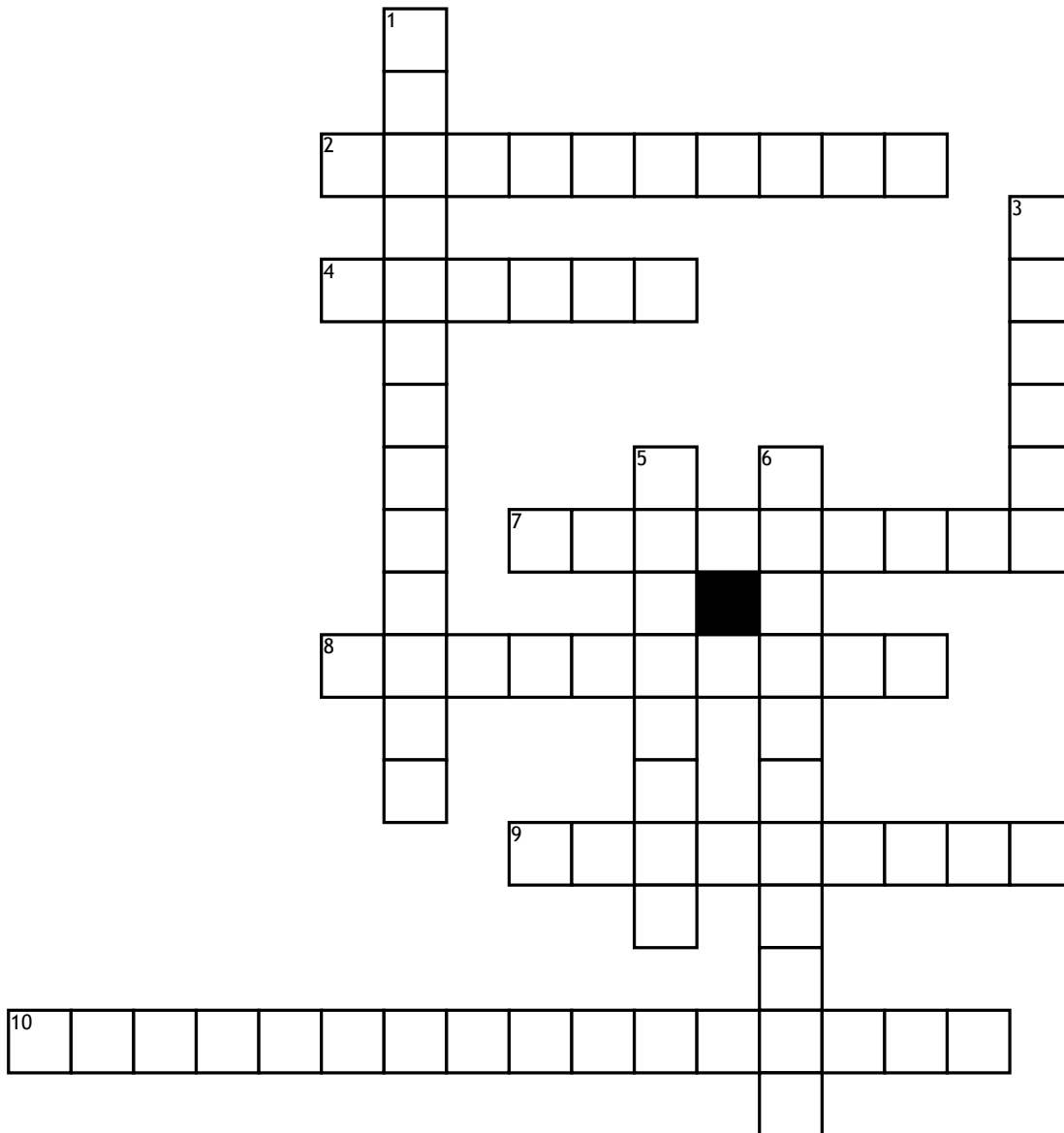


Compliance Techniques



Across

2. Humans want consistency and are more likely to comply with a request if they have already agreed to a similar request

4. People are more likely to comply with requests from people who are liked

7. 1992 Study that aimed to see if they could get university students to conserve water by first asking a simple request

8. Occurs when situation does not exert direct pressure to follow majority, but pressure is perceived by individuals as influencing their behavior

9. Requests from legitimate _____ figures are more likely to be followed

10. People are more likely to comply with people who think and do things in a similar way
Down

1. Type of technique that assumes that agreement with small request increases likelihood of agreement with subsequent larger request

3. 1971 Study testing likelihood of helping someone if they had already received a favor from them

5. People are more likely to get something if it is perceived as less readily available

6. People are more likely to comply with request from someone who has already done them a favor