**Compliance (Persuasion) Techniques**

**Part I Directions**: Match the correct definition to the compliance technique. Write the letter on the line provided.

\_\_\_\_\_\_\_1.  A compliance tactic that manages to get a person to commit or agree but then discover that their commitment comes at a greater cost than expected (cost can be $, time, effort, etc.)

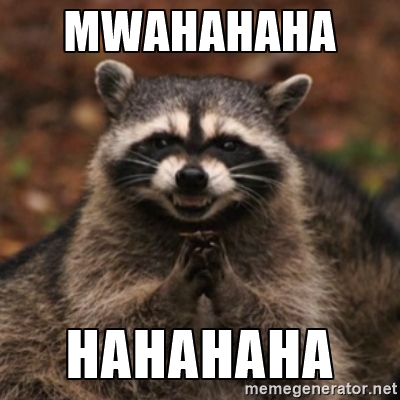
\_\_\_\_\_\_\_ 2. A compliance technique whereby the person starts off with a small request. Once they have compliance they will ask for something larger/greater of the other person.

\_\_\_\_\_\_\_ 3. A compliance technique that involves gaining someone’s personal approval in order to get them to agree to your request (may involve flattery or opinion conformity)

\_\_\_\_\_\_\_ 4. A compliance technique that begins with a large request that the person does not expect compliance with. It is then followed up by a second, more reasonable request.

\_\_\_\_\_\_\_ 5. A compliance technique in which the person offers a favor in return for their request being complied with (usually more successful when the requester has previously complied with the target’s requests).

1. Door-in-the-face
2. Foot-in-the-door
3. Norm of Reciprocity
4. Low ball
5. Ingratiation

**Part II Directions:** Now, reflect on your own use of the above compliance/persuasion techniques. When have you inflicted these on others?!? OR - Now that you have learned these techniques, how will use them against others[[1]](#footnote-1)??? **Create 1 example for each of the above compliance techniques.**

1. Door in the face -
2. Foot in the door -
3. Norm of reciprocity -
4. Low ball -
5. Ingratiation -

1. [↑](#footnote-ref-1)