

# Social Psychology Kassin Fein Markus 9th Edition

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### **The Psychology of Compliance**

(Kassin, Fein, & Markus, 2011, p 271) There are many techniques a person can use to ensure compliance: The Foot in the Door Technique The foot in the door technique (Freedman & Fraser, 1966) assumes agreeing to a small request increases the likelihood of agreeing to a second, larger request So, initially you make a small request and once the person agrees to this they ...

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### **Social Psychology Mindtap Saul Kassin**

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### **PSYC 231 Social Psychology Summer 2017**

Required Text: Kassin, Fein, Markus, Burke Social Psychology (2nd Canadian Edition) Course Content: Social psychologists seek to understand many facets of people's thoughts, feelings, and behaviours The key concept of this class is social influence - how do other people influence our beliefs and behaviours Some of the specific topics we will cover in this class: person ...

### **Morality - University of Washington**

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Gilovich, Keltner, & Nisbett, 2006; Kassin, Fein, & Markus, 2008; Myers, 2008) shows that social psychology has made uneven progress on the study of morality in the last century. On one hand, the words "moral" and "morality" are minor entries in the indices of these books, referring to an average of 68 pages combined. The field known as "moral psychology" ...

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