

# Techniques of Social Influence: The psychology of gaining compliance



Every day we are asked to fulfil others requests, and we make regular requests of others too, seeking compliance with our desires, commands and suggestions. This accessible text provides a uniquely in-depth overview of the different social influence techniques people use in order to improve the chances of their requests being fulfilled. It both describes each of the techniques in question and explores the research behind them, considering questions such as: How do we know that they work? Under what conditions are they more or less likely to be effective? How might individuals successfully resist attempts by others to influence them? The book groups social influence techniques according to a common characteristic: for instance, early chapters describe sequential techniques, and techniques involving egotistic mechanisms, such as using the name of ones interlocutor. Later chapters present techniques based on gestures and facial movements, and others based on the use of specific words, re-examining on the way whether please really is a magic word. In every case, author Dariusz Dolinski discusses the existing experimental studies exploring their effectiveness, and how that effectiveness is enhanced or reduced under certain conditions. The book draws on historical material as well as the most up-to-date research, and unpicks the methodological and theoretical controversies involved. The ideal introduction for psychology graduates and undergraduates studying social influence and persuasion, *Techniques of Social Influence* will also appeal to scholars and students in neighbouring disciplines, as well as interested marketing professionals and practitioners in related fields.

**Techniques of Social Influence: The psychology of gaining compliance** Editorial Reviews. Review. The book is a relatively quick and easy read The book would be useful for graduate students or scholars new to the area, who

**Techniques of Social Influence: The psychology of gaining compliance** Dariusz Dolinski, Techniques of Social Influence: The Psychology of Gaining Compliance. New York: Routledge, 2016 188 pp. \$155.00 (hardcover), \$52.95

**Techniques of Social Influence: The psychology of gaining** Techniques of Social Influence: The psychology of gaining compliance by Dariusz Dolinski at - ISBN 10: 1138815195 - ISBN **Publication: Dariusz Dolinski, Techniques of Social Influence: The** Get this from a library! Techniques of social influence : the psychology of gaining compliance. [Dariusz Dolinski] -- Every day we are asked to fulfil others **Techniques of Social Influence: The Psychology of Gaining - eBay** Every day we are asked to fulfil others requests, and we make regular requests of others too, seeking compliance with our desires, commands and **Buy Techniques of Social Influence: The psychology of gaining** - 51 sec - Uploaded by R Moore Download Techniques of Social Influence The psychology of gaining compliance . R Moore **Techniques of Social Influence: The psychology of gaining** Dariusz Dolinski, Techniques of Social Influence: The Psychology of Gaining Compliance: New York: Routledge, 2016 188 pp. \$155.00 (hardcover), \$52.95 **Techniques of social influence : the psychology of gaining compliance** Every day we are asked to fulfil others requests, and we make regular requests of others too, seeking compliance with our desires, commands and suggestions. **Techniques Social Influence Psychology Gaining by Dariusz** + AU \$10.00. NEW Techniques of Social Influence: The psychology of gaining compliance NEW Techniques of Social Influenc AU \$76.95. + AU \$29.00. **Techniques of Social Influence: The Psychology of Gaining** Techniques of Social Influence: The psychology of gaining compliance by Dolinski, Dariusz (July 12, 2015) Paperback on . \*FREE\* shipping on **Compliance (psychology) - Wikipedia** Every day we are asked to fulfil others requests, and we make regular requests of others too, seeking compliance with our desires, commands **Techniques of Social Influence: The psychology of gaining compliance** : Techniques of Social Influence: The psychology of gaining compliance (9781138815193) by Dariusz Dolinski and a great selection of similar **Techniques of Social Influence: The psychology of gaining compliance** Techniques of Social Influence: The Psychology of Gaining Compliance (Paperback) by Dariusz Dolinski and a great selection of similar Used, New and **Techniques Of Social Influence: The Psychology Of Gaining** Every day we are asked to fulfil others requests, and we make regular requests of others too, seeking compliance with our desires, commands **Techniques of Social Influence: The Psychology of Gaining** The Psychology of Gaining Compliance Dariusz Dolinski text provides a uniquely in-depth overview of the different social influence techniques people use in **Download Techniques of Social Influence The psychology of** Every day we are asked to fulfil others requests, and we make regular requests of others too, seeking compliance with our desires, commands **Techniques of Social Influence: The psychology of gaining** Buy Techniques of Social Influence: The psychology of gaining compliance by Dariusz Dolinski (ISBN: 9781138815193) from Amazons Book Store. Free UK **Techniques of Social Influence: The Psychology of Gaining** The book groups social influence techniques according to a common characteristic: for instance, early chapters describe sequential techniques, and **Techniques of social influence : the psychology of gaining compliance** Every day we are asked to fulfil others requests, and we make regular requests of others too, seeking compliance with our desires, commands and suggestions. **Techniques of Social Influence: The psychology of gaining** Compliance refers to a response specifically, a submission made in reaction to a request. Social psychologists view compliance as a means of social influence used to reach goals and attain social or personal gains. Rather .. One individual can use such techniques to gain compliance from the other, swayed person. **Techniques of Social Influence: The Psychology of Gaining** Dariusz Dolinski's recent publication, Techniques of Social Influence: The Psychology of Gaining Compliance, would not replace any of the **Techniques of Social Influence - The psychology of gaining** Buy Techniques of Social Influence: The psychology of gaining compliance on ? FREE SHIPPING on qualified orders. **Techniques of social influence. The psychology of gaining compliance** Every day we are asked to fulfil others requests, and we make regular requests of others too, seeking compliance with our desires, commands and suggestions. **Free Download Techniques of Social Influence The psychology of** Every day we are asked to fulfil others requests, and we make regular requests of others too, seeking compliance with our desires, commands and suggestions. **Techniques of Social Influence: The Psychology of Gaining Compliance - Google Books Result** Every day we are asked to fulfil others? requests, and we make regular requests of others too, seeking compliance with our desires, commands **Techniques of Social Influence: The Psychology of Gaining** - 21 sec - Uploaded by R Bryan Free Download Techniques of Social Influence The psychology of gaining compliance. R **Techniques of Social Influence: The psychology of gaining** **Techniques of Compliance Simply Psychology** Techniques of Social Influence: The Psychology of Gaining Compliance, by Dariusz Dolinski. New York: Routledge, 2016 188 pp. \$155.00 **Techniques of Social Influence: The psychology of gaining compliance** Read Techniques of Social Influence: The psychology of gaining compliance book reviews & author details and more at . Free

delivery on qualified Compliance is a type of social influence where an individual does what someone else wants them to do, following his or her request or suggestion. It is similar to