

THE SCIENCE OF PERSUASION

Researchers have been studying the factors that influence us to say **"Yes"** to the requests of others for over 60 years. There can be no doubt that there's a science to how we are persuaded, and a lot of the science is surprising.

The First Universal Principle of Influence is Reciprocity

- Simply put, people are obliged to give back to others the form of a behavior, gift, or service that they have received first.
- If a friend invites you to their party, there's an obligation for you to invite them to a future party you are hosting. If a colleague does you a favor, then you owe that colleague a favor. And in the context of a social obligation people are more likely to say yes to those who they owe.

The Second Universal Principle of Persuasion is Scarcity

- Simply put, people want more of those things they can have less of.

Science Of Persuasion

Anthony R. Pratkanis



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