

## ANSWER KEY

1. [par 2 & 3]

1 – d

2 – a

3 – c

2.

2a. [par 4, 5 & 6]

d

2b. [par 8]

b

3. 3a.

a) T [par 10]

b) F [par 11]

c) F [par 10]

3b. [par 12]

diffusion of responsibility

4. [par 14]

a) ✓

b) ✓

c) ✓

5. [par 15]

the foot-in-the-door technique

6. the Temne

7. using the different persuasion approaches