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Compliance greatly impact everyday behaviour, especially in social relations. Social psychologists interpret compliance as way of social influence used to realize goals or accomplish social or personal gains. To study compliance, social psychologists investigate overt and subtle social influences and their relationship to compliance.

Social influence and persuasion - Civil Services

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Persuasion has been linked with indoctrination, deceit, manipulation and brain washing. People like Hitler and BinLaden. The authors disagree with this concept and believe persuasion should

be ethical and forms the backbone of many of our communicative endeavors.

Chapter 1 | English Flashcards | Quizlet

Perspectives on Persuasion, Social Influence and Compliance Gaining explores the methods of persuasion. Seiter writes in a pedantic manner, so some of the concepts are slightly difficult to follow or comprehend. However, the breadth of the book makes it a worthwhile read. [Read full review](#)

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