
Technical appendix — Influence, New and Expanded (2021)

Companion to the reader review

Robert B. Cialdini · New and Expanded, 2021

Evidence assessed through 15 September 2026

74 min read

Contents

The evidence behind the review

Claim register

01 · The verdict in context

02 · Scope and method

03 · The strongest fair reading

04 · Three central scientific claims

05 · Chapter-by-chapter assessment

06 · Claim, number, and source audit

07 · Practical use, limitations, and safeguards

08 · What changes with time—and what should change in the book

09 · How the ratings were determined

10 · Verification record and remaining limits

11 · References and source access

12 · Editorial Review Notice, Disclosures, and Corrections

The evidence behind the review

Evidence assessed through 15 September 2026. This appendix presents the selected claims, source findings, qualifications and rating judgments behind the review.

Ratings: Overall **61%**; Scientific Accuracy **50%**; Reference Accuracy **67%**; Practical Value **67%**. These are editorial rubric results, not percentages of true statements, chances of benefit, or assessments of the author’s honesty. Section 09 preserves the inputs and alternatives.

Return to the reader review, or consult the house methodology and shared editorial notice. The claim register below routes readers to all 33 selected dossiers. Each contains book locators, relevant source findings and a bounded assessment. References lead to the direct links and access notes in Section 11.

Claim register

The labels summarize the focal relationship stated in each row, not every subclaim in a dossier. “Supported” means the identified claim fits the inspected evidence; “Partly supported” retains support with material limits; “Overstated” exceeds what the evidence establishes; “Incorrect” denotes a demonstrable factual mismatch; “Unresolved” lacks sufficient access or evidence; and “Practical judgment” identifies advice whose value cannot be settled by the cited study alone. These labels are not extra numerical inputs.

- F01 · Reasons, relevance and automaticity — **Partly supported.** Cue effects survive; the automatic mechanism is narrower.
- F02 · Price expectations and experienced outcomes — **Partly supported.** Real expectancy effects; medicine and mechanism boundaries matter.
- F03 · The framework and an increasingly automatic world — **Partly supported.** Useful organizing framework; prevalence and forecast remain unmeasured.
- R01 · Favors, tips and obligation — **Partly supported.** Behavior changes; net returns and a unique mediator do not follow.
- R02 · Concessions and follow-through — **Partly supported.** Agreement and behavior both have favorable evidence, with distinct endpoints.
- R03 · Industry relationships and scientific opinion — **Partly supported.** The 100%/37% pairing is incorrect; the wider association survives.
- L01 · Attractiveness, similarity, mimicry and flattery — **Partly supported.** Favorable evidence exists; detailed magnitude and mechanisms vary.
- L02 · Celebrity endorsements and evolution — **Overstated.** Immediate attitudes do not show that instruction is futile.
- L03 · Contact, cooperation and jigsaw classrooms — **Partly supported.** Contact has strong support; specific classroom outcomes remain conditional.
- L04 · Card logos, payment methods and conditioning — **Partly supported.** Payment effects do not resolve the passive-logo mechanism.
- S01 · Popularity information and commercial pilots — **Partly supported.** Behavioral effects survive a design correction and pilot-access limits.
- S02 · Bystanders and emergency instructions — **Partly supported.** Conditional helping evidence supports useful advice, but not its full assurance.
- S03 · Conservation, theft and emerging norms — **Partly supported.** Useful field effects coexist with denominator and endpoint errors.
- S04 · Suicide reporting, crashes and travel — **Overstated.** Media-risk evidence does not validate a personal travel calendar.
- S05 · Jonestown, pressure and coercion — **Overstated.** Documented social pressure cannot establish the book's causal ranking.
- A01 · Obedience, nurses and medical error — **Partly supported.** High compliance is real; conditions and harm endpoints differ.
- A02 · Credibility and tested resistance — **Partly supported.** Direct selective-resistance evidence merits credit at its measured scope.
- SC01 · Scarcity, desire and buying — **Partly supported.** Wanting increases under some conditions; taste and purchases differ.

- SC02 · Loss framing and health benefits — **Partly supported.** A persuasive message can promote an action without improving health.
- SC03 · Freedom wording, romance and parenting — **Partly supported.** Different reactance-related claims need separate tests.
- C01 · Small commitments and later action — **Partly supported.** Sequential requests work in some settings; attention and assent matter.
- C02 · Public commitments and persistence — **Partly supported.** Some persistence survives; audience and voluntary choice matter.
- C03 · Low-balling and enduring energy savings — **Partly supported.** The effect survives a mixed-outcome comparison.
- C04 · Clinical reminders and prescribing pledges — **Partly supported.** Useful measured behavior; the control is misdescribed, while timing and percentages need clarification.
- C05 · Inner choice, parenting and initiation — **Partly supported.** Bounded experimental results do not establish broad developmental recipes.
- U01 · Shared identity and consequential choices — **Partly supported.** Conditional favoritism is supported; mechanisms and exact claims differ.
- U02 · Kinship, brains and identity — **Overstated.** The genetic-relatedness inference exceeds the inspected support; the specific neural-mechanism source chain remains unresolved.
- U03 · Synchrony, music and its limits — **Partly supported.** Immediate helping evidence coexists with bias concerns and contrary outcomes.
- U04 · Closeness, cocreation and asking for advice — **Partly supported.** Immediate closeness and evaluations are not durable relationships or sales.
- U05 · Cross-group contact and rescue histories — **Partly supported.** Real benefits have domain and time boundaries.
- U06 · Newborn-physician racial concordance — **Partly supported.** Original association existed; later case-mix reanalysis weakens causal confidence.
- U07 · Communal ethics and dismissal — **Practical judgment.** The specified dismissal rule remains a policy judgment, not a directly tested intervention.
- D01 · Defenses, online reviews and truthful persuasion — **Practical judgment.** Some defenses are useful; broad protection and ethical boundaries remain incomplete.

01 The verdict in context

Assessment: useful for understanding and selectively applying influence, less dependable as a general explanation of why influence works or a tested system of protection. Real experimental effects support the seven principle families, and some reach actual behavior

outside a laboratory. The evidence becomes less secure when an observed response becomes a single automatic mechanism, a large general-purpose multiplier or assurance that an influence cue benefits its recipient.

Agreement, explanation and value are different outcomes. A request can increase agreement without showing that the person agreed mindlessly or made a better choice. Cialdini himself supplies useful limits: scarcity does not improve taste, legitimate experts should not be dismissed, and knowing a tactic does not always stop it.

Intended reader and use: an interested nonspecialist or practitioner deciding what to believe, try or avoid. A reasonable use is to identify a specific influence problem and compare the proposed technique with the person's actual goal and setting. That outcome-focused recommendation is this review's judgment; it is not a newly tested procedure supplied by the book. Confidence in the overall appraisal is moderate. Confidence is higher in the specific inspected comparator and outcome mismatches than in the breadth of any general recommendation.

Ease of application, assessed separately: many suggestions are easy to begin—ask about credentials, separate an offer from a likable seller, or pause under scarcity pressure. Consistent execution under stress, institutional implementation and enduring relationship change are harder. Ease does not add points to Practical Value.

02 Scope and method

Edition: Robert B. Cialdini, *Influence, New and Expanded: The Psychology of Persuasion*, Harper Business / HarperCollins, 2021. The supplied copyright text identifies Digital Edition MAY 2021, ebook ISBN 9780062937674, version 03252021. These details identify the supplied copy; they do not authenticate it against a publisher-controlled master.

Reading coverage: The complete supplied text was read: preface, introduction, all nine chapters, summaries, Reader's Reports, available figure/eBox text, acknowledgments, bibliography, all endnotes, index and other back matter. Independent AI reading also covered every substantive chapter and its notes. The visual audit accounted for all **61 image placements, comprising 60 distinct embedded files**; some very small or degraded advertising/cartoon text remains incompletely legible. Reading the book is distinct from checking every cited study. Book references below use spine/paragraph locators, not independently authenticated print pagination.

Selection: the three central propositions and **33 named audit dossiers** were fixed after full supplied-text reading and before detailed external searching. Selection was purposive, not random, blinded or preregistered. Prior model knowledge and overlapping examples in the house material were present. Dossiers can contain several distinct source relationships; neither their count nor a discrepancy fraction estimates how much of the whole book is correct. No inaccessible case was silently replaced by an easier one.

Evidence procedure: the independent audits began with named book sources and sought directly relevant experiments, replications, syntheses, critiques, author responses and notices through **15 September 2026**. This is a structured critical narrative audit, not an exhaustive systematic review of every endnote or every study nested inside a synthesis. Population, comparator, outcome, follow-up, denominator and version matter. An abstract supports what it reports; retrieval failure is not evidence of falsehood. No participant-level analysis was rerun.

The house method adapts the broad Red Pen Reviews structure but uses behavioral-science Practical Value and three reference criteria—traceability, description and inference. This purposive source audit is not the official ten-reference random-sample procedure. The result is not an official Red Pen Reviews score, and affiliation or endorsement is not implied. The required twelve sections and equal-weight arithmetic follow the current house methodology.

03 The strongest fair reading

Cialdini's constructive project has two sides: explain how requests become persuasive, and help recipients distinguish useful influence from exploitation. The seven principles organize recurring social information, with explicit qualifications about scope and efficacy. He explicitly excludes material self-interest as important but taken for granted, and explicitly says none of the levers works on everyone in every situation.

The automaticity metaphor is qualified. Learned human responses are more flexible than the animal patterns used to introduce them; motivation and capacity matter. Reciprocation includes gratitude and communal relationships, authority includes legitimate expertise, and commitment includes a distinction between useful and foolish consistency. The book describes distress and resistance as well as compliance.

The unity chapter adds shared identity, not merely similarity. Its cautions are substantial: shared identity can protect wrongdoers, synchrony can have harmful effects, and brief bridges between groups can fade. The scarcity chapter likewise includes a reader who recognized the tactics and still bought something unwanted. These admissions are part of the argument being assessed. They do not erase stronger neighboring assurances about easy protection, durable change or truthful persuasion.

04 Three central scientific claims

The following are the unchanged assessment wordings selected before the detailed source search. They are reviewer formulations, not quotations. Each grade refers to the entire proposition at its stated scope.

SA1 • Organizing framework and practical influence promise

Fixed proposition: Most compliance tactics draw their power from seven fundamental principles—reciprocation, liking, social proof, authority, scarcity, commitment and consistency, and unity. These are powerful, broadly applicable principles of human influence: skillfully incorporating an appropriate principle into a request increases the likelihood of agreement, sometimes substantially, across business and everyday settings.

2/4 — Partly supported. Meaningful experimental, field and synthesis evidence supports influence effects across the seven families, sometimes on consequential behavior such as tipping, attendance, conservation, cooperation and voting. This gives substantial support to suitable applications of the practical toolkit. The full fixed proposition also says that most compliance tactics derive their power from these principles. The inspected record does not establish that explanatory coverage across the settings invoked. The book's rejection of universal efficacy is a real qualification, but it addresses when tactics work, not how much compliance the framework explains. No exhaustive taxonomy, census of tactics or trial of the whole book is required for credit; the unresolved breadth is nevertheless important to this particular proposition. The strongest reasonable adjacent grade is **3**: the broad conditional portfolio and Cialdini's practitioner observations could be judged sufficient for much of the organizing claim. I prefer **2** because that reading gives the weaker application claim too much of the weight of the stronger explanatory one. Grade **1** would under-credit the substantial favorable evidence.

SA2 • Explanatory mechanism and adaptive-shortcut claim

Fixed proposition: Much compliance is produced by automatic reliance on a single salient cue rather than consideration of all relevant information. The seven principles normally provide reliable cues to when saying yes is beneficial, and reliance on such shortcuts becomes more likely when people lack the motivation, time, energy, or cognitive capacity for fuller deliberation.

2/4 — Partly supported. Salient information and motivation/capacity have meaningful direct support. Petty's relevance manipulation supports the qualified expertise-versus-argument component, and expectancy studies test mechanisms rather than merely narrating them. However, changed compliance does not establish that a single automatic cue caused it, quantify how much ordinary compliance works that way, or establish that each cue normally improves the recipient's decision. Several sources retain alternatives involving reasons, expectations, responsibility, information or self-presentation. These gaps affect the selected explanatory and adaptive proposition itself. The strongest reasonable adjacent grade is **1**: Grade **1** has a serious case if the claim that every principle is normally a highly reliable guide to benefit is treated as the decisive premise. I retain **2** because a central component—the conditional shift toward cues—has meaningful experimental support, and the book does not claim universal mindlessness. Grade **3** would understate the missing bridge to ordinary beneficial decisions.

SA3 · Defensive practical promise

Fixed proposition: Readers can protect themselves effectively from exploitative uses of the principles by recognizing the relevant pressure and applying the book's targeted defenses, while retaining the benefits of legitimate favors, expertise, social information, and other useful shortcuts.

2/4 — Partly supported. The actual authority-training studies directly support improved discrimination between relevant and irrelevant endorsers, including a short transfer test while preserving legitimate persuasion. Other defenses have plausible decision-relevance and the book admits limits, especially under scarcity arousal. But the tested outcome is ad evaluation; several other specified defenses depend on introspection and stories without comparably direct protection outcomes. The seven-defense promise therefore retains a supported component, not broad verified protection from unwanted purchases, losses or organizational misconduct. The strongest reasonable adjacent grade is **1**: Grade 1 is defensible if the cross-principle protection promise is weighted much more heavily than the narrow direct training evidence. I prefer 2 because the supported training component is directly relevant to a supplied defense, and the book's actual qualifications reduce the claim's breadth. Grade 3 would need better evidence of protection across important applications.

05 Chapter-by-chapter assessment

Chapter 1 · Levers of Influence

Full textual coverage: [06.0001–0098]; notes [17.0007–0023]. The cue-based introduction has genuine support for relevance-sensitive processing and expectancy. Xerox percentages are largely faithful; a word by itself was not isolated. Price effects concern specific judgments, pain responses or performance, not superior active medicines. **Related dossiers:** F01, F02, F03.

Chapter 2 · Reciprocation

Full textual coverage: [07.0001–0179]; notes [17.0024–0044]. Gifts and concessions can change behavior. The book retains time, gratitude, communal-norm and excessive-demand qualifications. Its drug-industry example mixes reference categories, and the gift-redefinition defense is more certain than its direct tests. **Related dossiers:** R01, R02, R03, D01.

Chapter 3 · Liking

Full textual coverage: [08.0001–0214]; notes [17.0045–0069]. Attractiveness, contact and cooperation have meaningful support. Conditional liking is a fair theme. Celebrity endorsements do not show that instruction is futile; card-logo conditioning has a pre-edition dispute. Jigsaw outcomes need their own boundaries. **Related dossiers:** L01, L02, L03, L04.

Chapter 4 • Social Proof

Full textual coverage: [09.0001–0274]; notes [17.0070–0093]. The edition corrects Genovese and includes clear-emergency and commercial null evidence. Real norms effects coexist with denominator errors and stronger emergency, crash/travel and Jonestown causal interpretations. **Related dossiers:** S01, S02, S03, S04, S05.

Chapter 5 • Authority

Full textual coverage: [10.0001–0156]; notes [17.0094–0105]. Obedience and credibility matter, with real condition differences. Legitimate expertise remains valuable, and the cited resistance lesson merits credit. Partial shock protocols, ad ratings and medical-error extrapolations require distinct interpretations. **Related dossiers:** A01, A02.

Chapter 6 • Scarcity

Full textual coverage: [11.0001–0195]; notes [17.0106–0117]. Scarcity can increase wanting without improving taste, a distinction the book preserves. Context qualifies framing and parenting advice. Persuading someone to perform a health behavior does not by itself establish the behavior's net health value. **Related dossiers:** SC01, SC02, SC03.

Chapter 7 • Commitment and Consistency

Full textual coverage: [12.0001–0302]; notes [17.0118–0135]. Sequential requests and some commitments change action. The book acknowledges contrary public-goal findings and offers a tentative Iowa mechanism. Low-ball endpoints and the poster control need correction; the poster timeline needs clarification, and durable identity is not established by every task. **Related dossiers:** C01, C02, C03, C04, C05.

Chapter 8 • Unity

Full textual coverage: [13.0001–0258]; notes [17.0136–0187]. Shared identity and cooperation have evidence, sometimes in consequential field behavior. Genetic, neural, health and broad social explanations require separate links. The book's harmful-unity and fading-effect cautions must survive alongside scrutiny of its proposed safeguards. **Related dossiers:** U01, U02, U03, U04, U05, U06, U07.

Chapter 9 • Instant Influence

Full textual coverage: [14.0001–0043]; notes [17.0188–0189]. The conclusion preserves useful shortcuts, conditions its toothpaste example on already wanting the product, and condemns counterfeit or misrepresented cues. Its forecast of increasing automaticity remains partly theoretical. The closing rule applies the book's stronger tests of need and use unevenly; its summary's "all appropriate means" qualification sits beside much broader retaliation language. **Related dossiers:** F03, D01.

06 Claim, number, and source audit

The entries retain the fixed dossier IDs. A source can support a useful effect while failing to establish its proposed mechanism or broader application. Each entry distinguishes those outcomes; “unresolved” is an access or verification limit, not a finding that the book is wrong. Access labels state the portions actually inspected, as detailed in Section 11.

F01 · Reasons, relevance and automaticity

Book: The copying-machine example and expertise experiment introduce automatic shortcuts, followed by qualifications about request size and personal relevance. **Locators:** [06.0018]–[06.0020]; [06.0036]–[06.0038]; notes [17.0010]–[17.0015].

Langer and colleagues studied 120 library users. For relatively small requests, agreement was 9/15 without a reason, 14/15 with a redundant reason and 15/16 with a real reason: the book’s rounded 60%, 93% and 94% are accurate. Size was relative to the person’s own copying load, and no queue was present. The design did not isolate “because” from the accompanying phrase. The table and relevant methods were inspected. R001.

Petty and colleagues varied relevance, argument quality and expertise among 145 participants, with a separate 18-person no-message baseline. Expertise mattered more at low relevance; argument quality mattered more at high relevance. These were attitudes about exams, not actual institutional decisions. Folkes’s later partial replications and the original authors’ reply leave a qualified account rather than universal mindlessness. Access: Petty full article; Folkes abstract/selected text and substantial reply text. R004, R002, R003.

Assessment: The cue-by-relevance evidence and the book’s caveats support a conditional account. Neither observed agreement nor a matching percentage alone identifies an unconscious single-word trigger or the share of daily compliance that is automatic.

F02 · Price expectations and experienced outcomes

Book: Price is used as a cue to quality, with examples involving an energy drink, pain relief and wine. **Locators:** [06.0008]; [06.0028]–[06.0030]; notes [17.0008]; [17.0012]–[17.0013].

Shiv and colleagues tested the same energy drink at different stated prices across three experiments. Making the price–efficacy connection salient removed a difference in one experiment. Mechanism and alternatives were therefore tested, although the separate no-drink pilot was not a concurrent randomized control. These puzzle outcomes do not establish a general clinical effect. Access: full main text of all three experiments. R005.

Waber’s 82 healthy volunteers received identical placebos presented as an opioid. Some reduction in mean electrically induced pain occurred in 35/41 high-price recipients versus 25/41 low-price recipients—85.4% versus 61%, a 24.4-point difference in responder proportions, not pain intensity. The book omits the placebo identity. Plassmann’s 20

analyzed participants rated identical wines differently under changed price labels; its later blind tasting was not evidence of lasting label effects. Access: research letter and relevant wine methods/results/discussion. R006, R007.

Assessment: The expectation effects are genuine findings at their measured scope. They do not show that expensive active medicines work better, or uniquely establish one universal automatic mechanism. Favorable later wine-related evidence was located, but this entry does not claim a complete durability audit.

F03 • The framework and an increasingly automatic world

Book: The seven principles organize much compliance; the ending forecasts increasing shortcut use as information demands grow. **Locators:** [04.0006]–[04.0008]; [05.0008]–[05.0013]; [14.0013]–[14.0029]; [14.0042]–[14.0043]; notes [17.0006]; [17.0093]; [17.0095]; [17.0135]; [17.0189].

Hills's information-selection review is theoretical, not a longitudinal measurement of increasing automatic compliance. The audit accessed its primary abstract and selected text. Petty's experiment supports a conditional role for relevance but does not estimate historical change or population-wide automaticity. R010, R004.

Assessment: The cross-principle evidence in SA1 supports a useful conditional framework. It does not validate the Neidert staging proposal as a comparative selection rule or establish that each cue normally improves the recipient's welfare. The book excludes self-interest as given and disclaims universal efficacy; it is not being graded as an exhaustive independent seven-factor taxonomy.

R01 • Favors, tips and obligation

Book: Gifts given before a request can increase compliance; the chapter distinguishes small favors, communal exchange and gratitude. **Locators:** [07.0022]–[07.0026]; [07.0036]; [07.0087]; [07.0093]–[07.0097]; notes [17.0030]–[17.0032]; [17.0040]–[17.0042].

Regan's analyzed sample was 77 paid male students. Mean raffle-ticket purchases were 1.73 after a Coke from the requester, 1.08 after an irrelevant favor and 0.92 without one. The favorable comparison survives the paper's reported recoding. Obligation was inferred; liking was measured after purchasing. The author cautioned against concluding that liking generally has no effect. Access: original methods, Tables 1–4 and discussion. R023.

Strohmetz's second restaurant experiment used 80 dining parties, 20 per condition. Tips averaged 18.95% with no chocolate and 22.99% with an initial piece followed by a further offer: 4.04 percentage points, or 21.3% relatively. Real tipping changed; a single server and nonblind delivery limit transfer. Prepaid-incentive abstracts also favor giving first, while exact James–Bolstein tables remain unchecked. R024, R025, R026.

Assessment: Gifts can be behaviorally consequential. Gross raffle receipts are not net business return, and neither experiment uniquely separates obligation from generosity, mood, liking or service impressions. The book's time, communal-norm and gratitude

qualifications are relevant, although their complete underlying source chains were not independently checked.

R02 • Concessions and follow-through

Book: The rejection-then-retreat procedure is presented as increasing agreement, follow-through and receptivity to later requests. **Locators:** [07.0110]–[07.0115]; [07.0124]; [07.0141]–[07.0152]; notes [17.0043]–[17.0044].

Cialdini's original first experiment had 24 people per arm: agreement to the smaller zoo request was 12/24 after retreat, 4/24 for the small request alone and 6/24 after exposure to both options. Agreement and contact details were recorded; completed zoo attendance was not. A preregistered Cologne replication targeted Study 3, a different experiment in the same 1975 paper. Online in October 2020, its preregistered analysis excluded 19 large-request acceptors and analyzed 391 people. Agreement was 51.28% after retreat, 37.88% for the small request alone and 29.58% after an equivalent initial request. Equivalent-request acceptors remained in that analysis; a separate exploratory exclusion analysis is not the source of these percentages. The equivalent condition asked for a two-hour museum trip before a two-hour zoo trip. This favorable comparison supports the concession account over simply avoiding two refusals, without uniquely establishing an automatic mechanism. Access: original methods/tables and replication manuscript. R029, R030.

A 2012 synthesis reported $r=.126$ for 78 verbal-compliance comparisons and $r=.052$ for 39 behavioral comparisons; only the verbal estimate was statistically significant. Feeley's December 2025 update reported significant averages for both: $r=.14$ across 89 verbal comparisons and $r=.08$ across 53 behavioral comparisons. These are primary-abstract findings; the full synthesis methods and study overlap were not independently checked. The different significance outcomes in 2012 do not by themselves establish a significant difference between the two effects. The original Miller and Cialdini–Ascani follow-through tables remain incompletely verified; willingness to be contacted again is not observed repeat donation. R192, R031, R033, R032.

Assessment: A real concession effect deserves credit, including evidence available before this edition. The original tripling is not a general effect forecast. Contrast, responsibility and other explanations remain relevant, as do the book's warnings about excessively large first requests.

R03 • Industry relationships and scientific opinion

Book: Industry support is used to illustrate reciprocity affecting scientists' findings and professional decisions. **Locators:** [07.0043]–[07.0046]; notes [17.0034].

Stelfox classified 70 safety-debate publications—5 research reports, 32 reviews and 33 letters—and surveyed their authors; 69 returned questionnaires. The reconstructed stance totals are 24 supportive, 15 neutral and 30 critical, derived from the body's mailing and response figures rather than an inspected table image. For calcium-channel-antagonist manufacturers, ties were reported by 96% of supportive, 60% of neutral and 37% of critical respondents. For any manufacturer, the figures were 100%, 67% and 43%. The book

combines 100% with 37% across definitions. The original discussion could not determine whether ties preceded opinions. Access: publisher-indexed original body; table images remain unavailable. R037.

The wider concern is not erased. DeJong found meal-prescribing associations in a cross-sectional Medicare analysis; its correction removed an outdated guideline reference, not the estimates. Mitchell's synthesis, online in November 2020, reviewed 36 studies and judged the aggregate evidence consistent with influence, while noting serious bias risks in many studies. Access: DeJong abstract/tables/discussion and notice; Mitchell full review. The specific political amounts and causal chains remain incompletely checked. R039, R040, R043, R044, R045.

Assessment: The category pairing needs correction, and the original outcome is published safety positions. These were not uniformly original experiments about effectiveness, nor uniformly gifts. The observational association alone does not identify reciprocity as its cause; the broader favorable payments evidence supports a continuing concern about influence.

L01 • Attractiveness, similarity, mimicry and flattery

Book: Liking can be increased through appearance, commonality, mimicry and compliments; genuine similarity and the costs of insincere flattery are qualified. **Locators:** [08.0052]–[08.0068]; [08.0075]; [08.0087]–[08.0089]; notes [17.0050]–[17.0056].

Langlois's eleven meta-analyses support attractiveness-related judgments and treatment. Primary abstracts also report favorable restaurant mimicry and retail outcomes. Exact original condition counts and the book's numerical uplifts were not recovered for every example. These are favorable sources at abstract scope, not a completed replication audit. R046, R048, R049, R047.

Chan and Sengupta distinguish favorable implicit reactions from explicit discounting of insincere flattery. That does not mean distrust vanishes. Its author abstract was inspected; the full methods and the related Main paper remain open. R050, R051.

Assessment: The broad liking evidence and honest-commonality advice remain useful. Exact unchecked sales percentages remain unverified, while unrelated replication disputes do not decide these sources' validity. Favorable evaluation, trust and purchasing are separate endpoints.

L02 • Celebrity endorsements and evolution

Book: The chapter uses evolution research to question the power of reasoning and illustrate celebrity influence; its note includes negative and expert comparison arms. **Locators:** [08.0006]–[08.0010]; notes [17.0046]–[17.0047].

Shtulman's 42 students and three expert comparators were assessed for reasoning and belief, not randomized to teaching programs. The observed lack of an endorsement difference across reasoning clusters is fairly represented. Kahan's cited post likewise separates belief from

comprehension and supports effective teaching; it is not a trial showing all reason-based persuasion fails. Access: relevant original sections and the currently served cited post, not an authenticated historical snapshot. R052, R053.

Arnocky's four studies measured immediate evolution acceptance. One student experiment supports positive Clooney endorsement versus neutral; the community Clooney and Watson studies chiefly support positive-versus-negative contrasts, not a clear positive-versus-neutral gain. The full methods, results and limitations were read. Covariate adjustment does not show identical effects in every demographic group. R054.

Assessment: Celebrity opinions can move immediate ratings. That does not establish liking as the mediator, durable belief change or the futility of instruction. The comparison conditions in the book's note qualify the story.

L03 • Contact, cooperation and jigsaw classrooms

Book: The chapter favors cooperation under appropriate conditions and explicitly rejects a universal classroom remedy. **Locators:** [08.0109]–[08.0137]; notes [17.0060]–[17.0064].

Pettigrew and Tropp synthesized 515 studies and 713 independent samples: the overall contact–prejudice correlation was $-.210$. A more restrictive review by Paluck and colleagues retained 27 randomized studies with delayed outcomes and found favorable average prejudice reduction alongside policy gaps. The first synthesis's methods/results and the latter's methods/concluding synthesis were inspected; their varied outcomes do not certify every school policy. R055, R056.

The later 2023 jigsaw review found favorable achievement results but very high heterogeneity; social relatedness rested on only four studies and had an interval crossing zero. Roseth's favorable cooperation synthesis concerns achievement and peer relationships, not exclusively prejudice. Access: jigsaw results/limitations and Roseth abstract. Early camp and classroom monographs were not independently read in full. R058, R057, R060, R061.

Assessment: The conditional cooperation lesson is useful and supported. Specific educational outcomes, implementation and follow-up still matter. The later review qualifies transfer without showing that jigsaw or contact does nothing.

L04 • Card logos, payment methods and conditioning

Book: Credit-card cues illustrate favorable association, with an explicit reversal for people who have negative card histories. **Locators:** [08.0155]–[08.0159]; [08.0170]–[08.0179]; notes [17.0065]–[17.0068].

Hunt's 1990 failure to reproduce the logo result, Feinberg's reply and Shimp and Moody's tests establish a pre-edition dispute. McCall and Belmont offer favorable restaurant-logo evidence. These records were accessed as primary abstracts/previews; exact procedural comparisons remain incomplete. R063, R064, R065, R066.

Prelec and Simester's first experiment randomized expected payment method among 64 MBAs: card bids for tickets averaged \$60.64 versus \$28.51 for cash. Their second experiment did not find significant overall main effects of payment or card-digit identification. That is not simply seeing a logo. The later 2024 cashless synthesis reports a small positive average spending effect across 71 papers; it addresses payment method, not the same conditioning test. Access: original methods/tables; later synthesis record. R067, R069.

Assessment: Both the book's negative-history qualification and the favorable evidence matter. The logo mechanism was already disputed, and evidence for actual cashless payment cannot silently replace evidence for passive reminders.

S01 • Popularity information and commercial pilots

Book: Popular-menu labels, music downloads, McFlurry sales and entry-time gifts illustrate social information and reciprocity; the note reports a burger null. **Locators:** [09.0006]–[09.0008]; [07.0036]; notes [17.0032]; [17.0071]–[17.0072]; [17.0077].

Cai's final abstract reports a 13–20% demand increase for the five highlighted dishes in a randomized restaurant experiment, with a salience comparison. It also reports modest evidence of higher dining satisfaction with popularity information—a favorable result beyond selling more dishes. The abstract does not provide the detailed satisfaction measure or models, and final tables were not obtained. Salganik's 14,341 web participants encountered songs in independently assigned social worlds. Counts began at zero and reflected real downloads; songs were not randomly designated popular, as the book's note says. The broad feedback finding survives. Access: Cai final abstract; Salganik main text/design/figures. R085, R087.

The named McDonald's/Arcos Dorados report was blocked. The book's 55% McFlurry increase and balloon-related figures remain commercial-pilot reports, not independently verified estimates. The gift comparison was entry versus exit, not gift versus none. Store/customer denominators, allocation and concurrent promotions were not verified. R088.

Assessment: Field and experimental evidence supports popularity effects despite the music-design error. The burger null further limits the commercial story. The inaccessible pilot's multiplier is not a sound planning assumption, but its access failure is not disproof.

S02 • Bystanders and emergency instructions

Book: This edition corrects Genovese, describes clear emergencies, and advises directing a specific request to one person. It extends relationship-labeling advice to women attacked by any man. **Locators:** [09.0070]–[09.0102]; notes [17.0079].

Fischer's synthesis covered 53 articles, 105 independent effects and more than 7,700 participants; overall $g = -.35$, with less inhibition in dangerous emergencies and related conditions. Philpot's 219 selected CCTV conflicts had at least one helper in 90.9%; that event-level result does not imply every bystander helps. Access: synthesis methods/danger discussion and CCTV methods/results. R089, R090.

Clark and Word's abstracts support ambiguity as a moderator, but groups with at least one helper are not identical to every person helping. Shotland and Straw's staged-fight study varied the apparent relationship; later filmed studies assessed interpretations. This is not a direct safety test of the recommended phrase across real assaults. Original detailed tables were not recovered. R091, R092, R093.

Assessment: Naming the need and a responsible person is a reasonable extrapolation. The book says this would dispel all uncertainty and that the result "should" be quick, effective assistance. That is a strong assurance, although not a guarantee. The verified application evidence does not establish its reliability across emergencies or the safety of the relationship-labeling instruction across real assaults. No harm rate from either instruction was established here.

S03 · Conservation, theft and emerging norms

Book: The chapter recommends truthful social information and upward trends, using household energy, petrified wood and changing consumption norms. **Locators:** [09.0134]–[09.0135]; [09.0149]; [09.0215]–[09.0237]; notes [17.0084]; [17.0087]; [17.0090]–[17.0092].

Allcott's roughly 600,000 households across 17 randomized populations averaged about 2% lower metered use. Reports combined peer comparison, evaluative feedback and information. The later continuation experiment found that, after reports stopped following roughly two years of treatment, the intervention effect decayed by about 10–20% of its size per year. This is decay of the energy-saving effect, not a 10–20% annual change in consumption. Access: selected sections of the 2011 article proof; final Allcott–Rogers abstract and January 2014 working-paper abstract and introductory pages, not all final tables. This is real persistence evidence, not permanence after one message. R095, R096.

Nolan's usable-meter analysis included 271 households from 981 initially approached; the norm arm's short-term adjusted use was 12.97 kWh/day versus 14.17 in the other arms combined. A later contrast was nonsignificant. The extra no-message control and 3.5-fold comparison in the book were not reproduced from the published table. Cialdini's wood experiment compared 7.92% versus 1.67% of marked pieces; the earlier under-3% estimate used thefts/visitors, not the same denominator. Access: original methods/results and visually inspected wood pages. R094, R097.

Mortensen's trend reduced water use relative to a static minority norm, but not significantly relative to the control; its separate time-donation experiment was favorable. Sparkman and Walton's sugary-drink experiment measured interest, not drinking. The 2026 dynamic-norm synthesis reports small, variable correlations across analyses; only its abstract and indexed substantive sections were inspected. Earlier restaurant tests also included an adverse result. R098, R100, R103, R102.

Assessment: Norms can produce useful effects, including objective and persistent outcomes. The treatment packages, comparison groups and units determine the interpretation: marked pieces differ from visitors, interest from consumption, and superiority to a static norm from superiority to control. Corporate lifetime totals remain unreconciled.

S04 • Suicide reporting, crashes and travel

Book: The book links reporting to suicides and fatalities, proposes hidden imitation in crashes, and recommends special travel caution at specified lags. **Locators:** [09.0166]–[09.0192]; notes [17.0088].

Phillips's 1974 ecological analysis estimated 2,034 excess suicides across 35 stories, averaging 58.1 per story; these were not identified individual imitators. The original 1979/1980 crash tables, precise 1,000% denominator and full comment/reply were not recovered. Abstracts establish the studies' subject, not every numerical or causal claim. R104, R105, R106, R107, R108.

Broader reporting evidence is favorable: Niederkrotenthaler's principal celebrity-reporting analysis estimated RR 1.13, with heterogeneity and publication-bias concerns. Bridge's youth time series after *13 Reasons Why* reported an April association, but no viewing measure; Romer and Bridge disputed trends and timing before the book. Both responses were read. These findings cannot establish modern individual travel risk or crashes' unobserved motives. R112, R109, R110, R111.

Towers modeled event clustering without individual media exposure. Sumner coded 664 eligible articles selected from links shared during one month, 20 October–19 November 2018, and measured engagement for 60 days after each article was posted. The outcome was engagement, not subsequent deaths. The book's description of the study as a review can obscure that endpoint. Access: relevant original methods/results; the article-selection and engagement windows were also checked in the CDC-hosted main article. Later mass-violence disputes were not fully audited. R113, R114.

Assessment: Carefully specified media-risk evidence remains informative. The proposed crash mechanism and exact lag-based personal travel advice require evidence not established by aggregate temporal patterns. The book reports the absence of the plotted effect on day eleven; that is not a claim that travel becomes absolutely safe then. Unavailable crash tables are not a finding that the original numbers were fabricated.

S05 • Jonestown, pressure and coercion

Book: Relocation, peer conduct and reciprocity are offered as explanations of the deaths, while other influences are acknowledged. Cialdini calls the relocation counterfactual "highly speculative," introduces its causal priority with "To my mind," and marks the pluralistic-ignorance account with "I suspect." These qualifications belong to the claim being assessed. **Locators:** [07.0067]; [09.0199]–[09.0210], especially [09.0203]–[09.0208]; notes [17.0036]; [17.0089].

Rhodes's January 1979 FBI interview describes the gathering, dissent, children receiving poison and adults queuing. It also describes armed perimeters intended to prevent escape and coercion of would-be defectors. The Q042 exchange documents Miller's objection and responses. Neither record supplies a complete census of individual motives or consent. Access: full transcribed interview and relevant recording transcript. R115, R116.

Assessment: Social pressure is plausible and documented. Apparent orderly participation does not establish free consent; neither does the record establish that every adult was physically forced. The relative importance of relocation, leadership, coercion and peer influence remains interpretation, not an identified causal ranking.

A01 • Obedience, nurses and medical error

Book: The chapter describes distress and lower-obedience conditions and says the nurses were stopped before medication reached patients. **Locators:** [10.0009]–[10.0043]; [10.0066]–[10.0072]; notes [17.0096]–[17.0100].

Milgram's inspected 1963 remote condition produced 26/40 maximum-level completions. Burger's later screened sample ended at the decision after 150 volts: 28/40 baseline participants continued, versus 33/40 in the comparable original condition. The latter is not an observed 450-volt completion rate. Access: original procedures/results and Burger Table 2. The full 1974 book and all later condition tables were not independently read. R121, R122.

Hofling's original full paper was unavailable. The book's 21/22 comparison therefore remains externally unverified here, and the book itself states that the nurses were stopped before administering the drug. Rank and Jacobson's failure-to-replicate paper was identified, but its procedures and result were not primary-checked. Haslam and colleagues provide a different experimental analogue supporting identification/followership as a competing account, not a full shock replication. R126, R127, R125.

Rodwin's review estimated 3.1% preventable deaths in eight cohorts of 12,503 adult inpatient deaths and extrapolated to 22,165 annual US deaths. That differs in endpoint and method from the much larger medical-error extrapolation. It does not supply an exact replacement national count, nor attribute error deaths to obedience. Access: review methods/principal cohorts; critique abstract and response, while Makary full retrieval remained blocked. R130, R129, R128.

Assessment: Substantial obedience and the book's caveats both matter. A labeled shock decision, preparation to administer medicine, observed harm and modeled mortality are distinct outcomes. Compliance alone does not demonstrate an unthinking authority reflex.

A02 • Credibility and tested resistance

Book: Readers are advised to check relevant expertise and incentives; an actual authority-training study is cited. **Locators:** [10.0102]–[10.0134]; notes [17.0103]–[17.0105].

Sagarin's three undergraduate experiments tested a resistance lesson and, in the third, vulnerability feedback. They improved differentiation between relevant and irrelevant authority in ad persuasiveness ratings while retaining legitimate persuasion. The delayed test followed 55 of 130 initial participants after 1–4 days. Purchases, losses and lasting real-world protection were not measured. The complete 2004 correction restores omitted scale labels; it does not withdraw findings. Access: all three methods/results and full notice. R138, R139.

Coppock's experiments randomized whole op-eds, not expertise stripped of arguments, and found attitude persistence. The author-posted errata correct prose/table mismatches and references; authors state that tables and conclusions are unaffected. The PDF creation date is August 10, 2026, not a verified announcement date. Smith's direct credibility manipulations provide separate relevant evidence but show that implicit evaluation need not mean processing without elaboration. R132, R133, R134.

Ward and Brenner found some gains in perceived clarity or evaluation after an early admission of a weakness, without improved objective comprehension in the lecture study or a significant admission-intention gain in the application study. Dolnik's mock-juror abstract gives a favorable but bounded disclosure result. These are not universal sales or trust estimates. R137, R136.

Assessment: The actual selective-resistance lesson and relevant-expertise distinction have useful support. Its bounded task and short transfer are not equivalent to effortless enduring defense. Whole-message effects do not isolate authority, and these minor errata do not invalidate the reported findings.

SC01 · Scarcity, desire and buying

Book: Scarce cookies and beef orders illustrate increased demand; the defense explicitly separates possession from use value. **Locators:** [11.0107]–[11.0109]; [11.0115]–[11.0124]; [11.0142]–[11.0144]; [11.0173]–[11.0174]; notes [17.0109]; [17.0111]; [17.0113]–[17.0115].

Worchel's first experiment analyzed 134 women across supply/change conditions and measured desire, attractiveness, taste and cost estimates. Scarcity increased desire and attractiveness but not taste. The second experiment's favorable contrasts depended on awareness exclusions and were weaker. Participants did not buy cookies. Access: the complete original article. R140.

Barton's later 2022 synthesis gives favorable purchase-intention evidence, moderated by product and scarcity type; it explicitly warns that intentions need not become purchases. Its methods and relevant results were inspected. Knishinsky's dissertation was identified only through metadata, leaving the book's sixfold beef-order result and its denominators unverified. The book describes the supply information as truthful. R144, R141.

Assessment: The cookie taste boundary is an accurate and useful qualification. Neither the cookie ratings nor an intention synthesis validates the exact beef multiplier. There is meaningful scarcity evidence without a guaranteed sales effect.

SC02 · Loss framing and health benefits

Book: The book favors loss framing under risk and uncertainty and uses breast self-examination as an example; the note allows gain-frame advantages in other contexts. **Locators:** [11.0014]–[11.0029]; notes [17.0107].

Meyerowitz and Chaiken's primary abstract reports favorable loss-framing effects on attitudes, intentions and self-reported breast self-examination at four months. It did not measure cancer deaths or net clinical benefit. The cancer-framing synthesis, in its final

September 2021 version, found some favorable detection-behavior results, with weaker effects over time and no significant pooled attitude/intention contrasts. Access: original abstract and synthesis methods/results. R145, R146.

The action itself has different evidence. Thomas's randomized Shanghai study included 132,979 women assigned to instruction and 133,085 controls, 266,064 in total, and found 135 versus 131 breast-cancer deaths over 10–11 years, RR 1.04, with more benign lesions after intensive self-examination instruction. The updated review displayed on the Cochrane evidence page reports no mortality benefit and more benign biopsies. Access: primary trial abstract and review. This concerns routine structured self-examination, not all breast awareness or screening. R147, R148.

Assessment: The persuasion result is bounded, and the book qualifies the role of risk. Using successful promotion as evidence of health value skips a consequential step. This example is not treated as if the entire book were a clinical screening regimen.

SC03 · Freedom wording, romance and parenting

Book: Freedom language and romantic interference illustrate resistance to restriction; parenting advice rejects both blanket permissiveness and arbitrary changes. **Locators:** [11.0080]–[11.0087]; [11.0111]–[11.0113]; [11.0133]; notes [17.0109]–[17.0112]; [17.0114].

Carpenter's abstract reports favorable "but you are free" effects. Fillon's preregistered 2023 synthesis found an overall $g = .44$; its seven low-risk studies gave $g = .11$ with a wide interval from $-.18$ to $.40$. This quality-sensitive result neither guarantees efficacy nor proves exactly zero effect. Immediate and delayed contexts differ. Access: Carpenter abstract and Fillon methods/results/risk-of-bias sections. R149, R150.

The original Romeo-and-Juliet abstract describes 140 couples and observational associations. Sinclair's pre-2021 replication/extension followed 396 individual online respondents for 3–4 months and did not reproduce increased love with interference. Its sample, unit and timing differ from the original. The O'Leary review and possible Lytton identity mismatch remain incomplete; they cannot establish a parenting regimen here. R151, R152, R153.

Assessment: A wording effect, a relationship association and parenting advice do not establish one proven mechanism or constitute one failed effect. The original romance claim already had important contrary evidence before this edition; the parenting access gap is unresolved, not negative evidence.

C01 · Small commitments and later action

Book: Small preliminary acts are used to explain larger later commitments, including guarding property and accepting a lawn sign. **Locators:** [12.0016]; [12.0087]–[12.0105]; notes [17.0120]; [17.0122]–[17.0125].

Freedman and Fraser's large-sign experiment recorded agreement, not installation: 19/25 agreed after the small safe-driving sign versus 4/24 without initial contact. The report lists 127 selected residents and analyzes 112 after 15 could not be reached for the target request.

Conditions were assigned by block; the one-contact control received only the large request. For the two-contact groups, a different, condition-blind requester returned about two weeks later. The authors explicitly could not distinguish mechanisms. Access: original Experiment 2 and Table 2; the one-contact procedure was rechecked in the original methods. R155.

Moriarty's 1972 author report gives 19/20 intervening after a request to watch belongings versus 4/20 controls after excluding 16 controls who reported not noticing. The initial control group was therefore 36, an audit reconstruction. The final 1975 abstract retains the distinction between noticing and stopping theft, but its full tables were unavailable. The large favorable behavioral difference survives; the final counts are not certified. R154, R191.

Assessment: Sequential-request and responsibility effects have support. Agreement is not installation, and asking someone to watch can change attention as well as self-image. The available record does not establish that Moriarty's 95% versus 20% is false or that the exclusion manufactured its favorable direction.

C02 · Public commitments and persistence

Book: Public, active and voluntary commitments are said to strengthen future consistency; a contrary public-goal result is acknowledged in the notes. **Locators:** [12.0103]; [12.0140]–[12.0149]; [12.0188]–[12.0205]; notes [17.0124]–[17.0130].

In the inspected Gollwitzer studies, experimenters noticed or checked stated intentions. Some noticed-intention groups subsequently acted less. The book acknowledges this contrary result but describes participants' planned steps as requiring the experimenter's approval before they could continue. The inspected procedures do not establish that approval requirement. Its proposed reactance explanation therefore adds a procedural premise and remains untested here. Klein's primary abstract offers a favorable counterweight: higher-status audiences can increase commitment and performance. Access: Gollwitzer Studies 1–3 and Klein abstract. R156, R157.

Lokhorst's environmental synthesis distinguishes commitment alone from combined interventions: weighted correlations versus control were .14 during intervention and .13 afterward for commitment alone. Follow-up windows varied. That is meaningful persistence evidence, not proof of all-purpose internal identity change. Exact weight-loss samples, attrition and success denominators in Nyer/Dellande remain incompletely verified. R158, R159.

Assessment: The book deserves credit for including contrary evidence. Its explanation of that counterexample is still overstated. Public disclosure is not uniformly harmful or helpful; the audience, action and required horizon matter.

C03 · Low-balling and enduring energy savings

Book: An initial commitment can remain influential after costs change; Iowa conservation is given a tentative self-generated-support explanation. **Locators:** [12.0204]–[12.0224]; notes [17.0131].

The original low-ball experiment recorded 19/34 versus 9/29 verbal agreement—56% versus 31%—and 18/34 versus 7/29 attendance—53% versus 24%. The book's 24%-versus-56% agreement comparison mixes endpoints. Its 95% follow-through is 18/19 among those agreeing, not among everyone approached. Access: original methods/results. Burger and Caputo's synthesis supplies favorable behavioral evidence beyond this study, while retaining multiple explanations. R160, R161.

Pallak and Cummings's abstract supports lower increases in metered use after public commitments; the full 1980 chapter supporting the book's specific Iowa figures remained inaccessible. Lokhorst's study table corroborates some description but cannot replace that chapter. The exact quantities and withdrawal timing remain unresolved. R162, R158.

Assessment: The assent/attendance pairing needs correction, but both positive contrasts survive. Cialdini explicitly favors an uncertain explanation of the Iowa persistence; the book does not claim that mediator was measured.

C04 · Clinical reminders and prescribing pledges

Book: Patient reminders and signed clinician pledges illustrate the power of commitments. The poster example describes a control group shown standard information posters. It gives a twelve-week display period and reports results during the “remainder of the year.” Its references to daily exposure and consistent reminders permit a reading in which posters remain displayed; it does not clearly claim persistence after removal. **Locators:** [12.0226]–[12.0230]; notes [17.0132]; [17.0086].

Grant and Hofmann's patient-focused signs increased dispenser consumption in one hospital experiment and observed hygiene in another. The first outcome was product use; the second counted hygiene opportunities, not unique doctors. Infections were not measured, and the studies did not isolate the book's commitment-reminder explanation. Access: original methods, both tables and limitations. R163.

Meeker randomized 14 clinicians, seven per arm. Control was usual care without a poster. The study describes a three-quarter baseline followed by 12 weeks of poster display beginning in mid-February 2012. It measures prescribing during that display period; the authors identify persistence after poster removal as a question for future evaluation. The paper reports 954 adult patients with acute respiratory infections: 335 at baseline and 114 during intervention for poster clinicians, and 384 and 121 for controls. Table 4 gives adjusted inappropriate-prescribing rates of 43.5%→33.7% for poster clinicians and 42.8%→52.7% for controls: a -19.7-percentage-point difference in changes (95% confidence interval -33.04 to -5.8). Those within-group relative changes are about -22.5% and +23.1%. The original abstract swaps the baseline labels, yielding 42.8%→33.7% and 43.5%→52.7%; its control values give a 21.1% increase and explain the book's 21%. Applying an ending-value denominator to the abstract's poster values gives $(42.8 - 33.7)/33.7 = 27.0\%$. That is a possible arithmetic origin of the book's 27%, not proof of how Cialdini calculated it, and not the conventional percentage decrease from baseline. Access: final PDF, all tables, with Tables 3–4 visually checked. R164.

Sallis's larger English adaptation found no significant primary poster effect on all antibiotic dispensing. It differed in delivery, engagement and endpoint from indication-specific inappropriate prescribing, and was not an exact replication. Linder's 2017 follow-up concerns the separate BEARI interventions, not direct persistence of the 2014 poster. Access: Sallis methods/tables; Linder primary record and displayed figure, with complete PDF retrieval still limited. R165, R166.

Assessment: Meeker's measured benefit during poster display and the hygiene findings deserve credit. The comparator is misdescribed, while the book's timing is ambiguous; the study leaves persistence after removal unanswered. The book's 21% increase is traceable to the original abstract's inconsistent labels rather than a simple book arithmetic error. Another trial's follow-up does not establish poster durability, and prescribing changes are not patient outcomes.

C05 • Inner choice, parenting and initiation

Book: Mild threats, effort and commitments are contrasted with coercion; POW collaboration and initiations supply historical and experimental illustrations. **Locators:** [12.0076]–[12.0080]; [12.0159]–[12.0202]; notes [17.0122]; [17.0128]–[17.0130].

Freedman's abstract reports less later play with a previously forbidden toy after a mild rather than severe threat among children who initially resisted. Original detailed methods and the book's exact counts were not recovered. A delayed toy choice does not establish lifelong truthfulness. The book does not endorse the harsh threat. R167.

Schein and Segal concern historical observations of coercive captivity; specific rates and causal pathways were not independently verified from full text. Aronson and Mills's 63 college women underwent varying embarrassment before the same dull recorded discussion: immediate ratings favored severe initiation. It was explicit reading, not violent hazing, and not a shared ordeal among an ongoing group. Access: historical metadata/abstracts; original initiation methods and tables. R168, R169, R170.

Assessment: The book uses a broad definition of POW collaboration and emphasizes choice. The evidence supports bounded immediate or delayed responses, not durable loyalty, healthy coercion or a complete parenting prescription.

U01 • Shared identity and consequential choices

Book: People favor and follow those treated as members of their own group; salience and multiple causes are acknowledged. **Locators:** [13.0010]–[13.0013]; [13.0025]–[13.0030]; [13.0051]–[13.0057]; notes [17.0137]–[17.0147].

Balliet's cooperation synthesis found in-group favoritism around $d=.32$, with substantial heterogeneity and a prediction interval spanning slightly below zero. Effects were much smaller when partners did not know group membership. Bond's randomized Facebook message increased validated turnout by .39 percentage points versus information only within the voter-record subset. Its close-friend network analysis is not automatically the precise photo condition in the book; the supplement remains unchecked. R070, R071.

Fisman's Indian bank analysis used officer rotation and found cultural proximity associated with more credit and lower later default. Its authors favored reduced information frictions over pure taste-based favoritism. Michelitch's bargaining and Du's auditor-CEO surname records add related observations, but exact full numerical chains were not recovered. These are different predictors and outcomes. R072, R073, R074.

Assessment: Shared identity has real conditional behavioral support. A small average effect can matter at scale. It is not necessarily unconscious bias, generalized out-group hostility or proof of every particular identity pathway used in the chapter.

U02 · Kinship, brains and identity

Book: The unity chapter connects kinship, political agreement, family-like cognition and self-other neural overlap. **Locators:** [13.0011]–[13.0013]; [13.0091]–[13.0092]; [13.0224]–[13.0228]; notes [17.0138]–[17.0139]; [17.0147]; [17.0151]–[17.0154]; [17.0183].

Christakis and Fowler found greater genetic similarity among friends in Framingham data; this was observational. Chen's 2014 critique explains how population structure can influence such estimates without itself disproving the conclusion. Twin/family evidence about political heritability is a different proposition from genetic relatedness among arbitrary ideological allies. Access: friendship methods/results and full commentary; political-source abstracts. R076, R077, R078, R079.

Park and Schaller's 45 analyzed students associated a similar target more strongly with family words; the helping measure was a single willingness rating. DeWall's small acetaminophen experiments offer preliminary behavioral/neural findings, while Woo's thermal-pain/rejection study found distinct multivariate patterns inside some overlapping regions. Shared regional activity does not by itself establish identical representations or neuronal cross-excitation. Cialdini says neuroscientists have "offered an explanation" and that shared circuitry "can produce" cross-excitation [13.0012]. Access: relevant primary methods/results for the inspected studies; the complete book-cited imaging and Pfaff source chain was not inspected. Its specific support remains unresolved. R080, R082, R083, R081.

Assessment: The inference from political-attitude heritability to greater genetic relatedness among ideological allies is not established by the inspected evidence. Kinship theory, heritability, genetic similarity and word association answer different questions. Shared regional brain activity likewise does not by itself identify a causal mechanism of identity merger. But Cialdini presents cross-excitation as a possible explanation, and this audit did not inspect its complete cited source chain. That specific explanation remains unresolved, not a confirmed source failure.

U03 · Synchrony, music and its limits

Book: Acting together can create unity; the book explicitly limits one prejudice result to minutes and cites harmful obedience/aggression. **Locators:** [13.0126]–[13.0155]; notes [17.0162]–[17.0169].

Valdesolo and DeSteno's three-minute tapping task produced helping in 17/35 synchronous versus 6/34 asynchronous participants, an immediate staged outcome. Inzlicht's 63 non-Black students showed an immediate implicit-bias difference after out-group mimicry, not established durable prejudice reduction. Access: original methods/results and limitations. R171, R172.

Rennung's synthesis found favorable pooled behavior, but blinded behavioral studies had $g=.07$ with an interval crossing zero; blinded attitudinal studies remained favorable. Those study-level comparisons do not show that blinding caused the difference. Atwood's 2022 hypothetical-scenario experiment exposes an expectancy threat, not actual synchrony's causal decomposition. The 2023 reply cites favorable infant/VR evidence and disputes an all-expectancy interpretation; those individual follow-ups were not separately audited. R173, R174, R175.

De la Rosa studied auditory preparation during concurrent memory tasks, and Gold studied learning during music. Neither directly establishes that analytical processing becomes largely unavailable whenever music is prominent. Access: relevant original methods/results/discussion. R176, R177.

Assessment: Both favorable immediate behavior and the book's harmful-effects caveats are relevant. The wider benevolence and reasoning claims need stronger support. A hypothetical expectancy experiment does not prove every real synchrony effect illusory.

U04 · Closeness, cocreation and asking for advice

Book: Reciprocal disclosure, shared work and asking advice are proposed to create closeness and cooperation; the advice example has a payment qualification in its note. **Locators:** [13.0157]–[13.0160]; [13.0178]–[13.0194]; notes [17.0170]; [17.0175]–[17.0176].

Aron's first study paired 100 students for 45 minutes of escalating disclosure or structured small talk and found greater immediate closeness. Separately, Study 3's follow-up about seven weeks later represented 58 pairs; 57% had talked again. Those follow-up rates lacked a comparison group, and participants had already been debriefed. A marriage story concerned a preliminary procedure, not a randomized marriage endpoint. Access: original methods/results/limitations; follow-up attribution rechecked in the primary text. Sprecher's abstract supports an immediate reciprocal-disclosure advantage. R178, R179.

Liu and Gal's abstract concerns perceived intimacy and propensity to transact; the book's restaurant result is stated likelihood of visiting, not recorded visits. Pfeffer/Cialdini's exact manager result remained metadata-only. Norton's IKEA-effect abstract concerns product valuation contingent on successful completion, not objective partner competence. Full child-study details remain incomplete. R181, R180, R182.

Assessment: Immediate closeness and qualified valuation findings have support. The book's distinct anecdotes and payment exception qualify its larger story. Neither follow-up contact without a comparator nor stated buying interest establishes durable love, partnership or realized sales.

U05 • Cross-group contact and rescue histories

Book: The chapter extends unity to cross-group relations, historical rescues and repeated attention to shared connections. Its note acknowledges that contact effects can vary or fade and cites Mousa, but does not state that study's specific off-field limitation. **Locators:** [13.0096]–[13.0123]; [13.0196]–[13.0234]; notes [17.0155]–[17.0161]; [17.0177]–[17.0184], especially [17.0182].

Mousa randomized displaced Iraqi Christian soccer teams to mixed or all-Christian composition. Some behaviors toward Muslim peers improved, including reported training with Muslims at the six-month follow-up, with little off-field or broad attitudinal generalization. Staff contacted players to record that outcome; it was not direct observation of six uninterrupted months. Access: main methods/results/conclusion, not an independent supplement audit. R011.

Broockman and Kalla's compound doorstep conversation produced attitude effects over three months but did not isolate perspective-taking. A follow-up published online on 3 February 2020 supplied further evidence for narrative conversations, including an otherwise-identical comparison with arguments alone. Component tests first published online on 31 October 2021, after this edition, found that effects survived removal of specific perspective-taking and perspective-giving prompts. These findings support useful conversations while narrowing the claim that each component is necessary. Access: original full main text; both later primary abstracts. R012, R013, R014.

USHMM supports the visa/rescue history but also records forced relocation, hardship and sometimes cruel treatment in Shanghai. That does not support an unqualified absence of harsh treatment throughout Japanese-controlled territory. Sugihara's resignation account is attributed to testimony, and a single rabbi's speech as the decisive cause of policy remains unestablished. Access: substantive museum account and indexed Yad Vashem case, not complete archival files. R015, R016.

Assessment: Real contact gains coexist with the book's general acknowledgment of uncertainty; the specific domain limits are still important to interpreting the individual studies. Repeated attention as a way to sustain unity, including its proposed benefit even when a tactic fails, is not directly validated by the adjacent studies. Historical events can be well supported while their psychological explanation remains conjectural.

U06 • Newborn–physician racial concordance

Book: A unity note links racial matching to newborn mortality and supplies an identity-based interpretation. **Locators:** [17.0150]; notes [17.0150].

Greenwood's original 2020 study examined Florida newborn hospital admissions in 1992–2015, with in-hospital death as the endpoint. The fully adjusted Table 1 model contained 1,811,979 observations; its interaction was $-.129$ percentage points. The main paper acknowledged selection, omitted variables and unknown mechanisms; White-infant and maternal findings were not equivalent favorable results. Access: the full seven-page original main article and Tables 1–5 through a public mirror; supplement not read. R183.

Borjas and VerBruggen's September 2024 analysis reconstructed the same administrative data; it was not a new-population replication. Replacing common-diagnosis indicators with very-low-birthweight controls reduced the re-estimated interaction to nonsignificant values. The $-.136$ value belongs to the re-estimate, not the original published $-.129$. The interaction compares racial mortality gaps, not automatically the within-Black-infant physician contrast. Access: main paper, Table 1 and discussion; data/supplement not rerun. R189.

Assessment: The citation was real favorable evidence in 2021. Its general racial-match language, hospitalization endpoint and proposed identity cause need narrowing; later reanalysis lowers causal confidence. Nonsignificance does not prove no effect, no health-care bias or misconduct, and cannot establish what Cialdini knew before 2024.

U07 • Communal ethics and dismissal

Book: The chapter recommends explicit ethical commitments and dismissal for proven major or repeated proven minor code violations. **Locators:** [13.0236]–[13.0251]; notes [17.0185]–[17.0187].

Kouchaki's paper describes laboratory/field studies and an S&P archive. Full methods were unavailable; the abstract and registration note do not turn firm-level associations into randomized organizational causality. Those accessed materials do not directly test the book's specified dismissal rule. R019.

The Bad Apples paper's abstract and preview concern selection-out, cheating, turnover intentions and distress. They do not compare categorical dismissal with graduated sanctions or measure annual employee departures in the cited survey. Access remained abstract/institutional record/first-page preview. R021.

Assessment: Making integrity explicit is a practical proposal. The book specifies proven violations, identifies personal experience as part of its reasoning, and says in its note that the dismissal policy "seems justified" [17.0187]. The inspected studies support concern about dishonesty but do not directly test that rule. The sanction remains a policy judgment. Its practical value depends on how proof, major violations and repeated minor violations are defined, and whether the response is proportionate. A comparative test identifying one best policy is not required before any safeguard can have value.

D01 • Defenses, online reviews and truthful persuasion

Book: The seven defenses aim to retain useful shortcuts while resisting exploitation; the ending makes fabricated cues the decisive boundary and advocates forceful retaliation.

Locators: [06.0055]–[06.0066]; [07.0158]–[07.0179]; [08.0200]–[08.0214]; [09.0238]–[09.0259]; [10.0120]–[10.0156]; [11.0169]–[11.0195]; [12.0233]–[12.0302]; [13.0236]–[13.0258]; [14.0030]–[14.0043]; notes [17.0021]; [17.0105]; [17.0133]–[17.0134]; [17.0185]–[17.0187].

Ott's classifier reached 89.8% in validation on a dataset of crowd-written fakes and selected presumed-truthful hotel reviews. Three student readers performed much worse; book-trained readers were not tested. The book body identifies the computer and qualifies the tips.

Access: original methods and Tables 2–3. The result is not a current success rate for people using the book’s advice. R022.

Sagarin supplies direct selective authority–training evidence, including retained response to relevant expertise; it does not test every defense. Other gift–redefinition, unusual–liking and bodily–signal procedures lack comparably direct protection outcomes in this packet. The book acknowledges scarcity–related failure and qualifies first feelings, so neither blanket immunity nor blanket uselessness is a fair description. R138.

Assessment: Truthful influence can supply useful information without establishing that the induced choice suits its recipient. A poor or unplanned choice is not, by itself, evidence of exploitation. The book explicitly asks what a buyer wants from an item, conditions its toothpaste example on already being in the market, and concludes with “all appropriate means.” Those are meaningful safeguards. The separate ethical concern is that someone can knowingly use truthful scarcity or commitment information to take advantage of vulnerability or unequal bargaining power. That is a judgment about how the pressure is used, not merely whether the cue is true. The closing fabrication–only rule and adjacent “nearly anything” retaliation language leave those questions incompletely specified. These are editorial judgments, not measured harm rates.

07 Practical use, limitations, and safeguards

Practical Value concerns the supplied advice: whether it can achieve a useful intended result, under what conditions, and at what cost. Easiness, vividness and memorability are separate. A one-time request need not produce lifelong change, and useful components can earn credit without a trial of the entire book. Equally, an increase in agreement is not automatically a benefit to the person agreeing.

Reciprocation

The book advises accepting genuine favors and redefining an exploitative favor as a sales device. Gift and concession experiments support changes in giving and agreement, but they do not directly test that mental redefinition as protection against loss. Keeping ordinary generosity is a meaningful safeguard.

Liking

The proposed defense is to notice unusually rapid liking and assess the offer separately from the person. Evidence supports some liking–related influences; this specific consumer defense has less direct outcome evidence. The book does not advise rejecting everyone likable.

Social proof

The book recommends checking whether apparent consensus is independent and relevant. Metered conservation and some intergroup work show useful outcomes, while commercial pilots and popularity–feedback experiments require distinct treatment. Emergency clarity is a

plausible application. The stronger assurance that it should produce quick, effective aid and the crash-based personal travel schedule go beyond the verified application evidence.

Authority

Checking relevant expertise and incentives is supported by an actual selective-resistance experiment. Its lesson required more than simply learning that authority exists, and its outcomes were short-term advertising judgments. The advice to retain legitimate expertise deserves credit.

Scarcity

The book advises pausing when aroused and asking whether possession or use is the goal. Its explicit finding that scarcity did not improve cookie taste helps that distinction. A reader's reported failure despite recognizing tactics limits an assurance that awareness alone is enough.

Commitment and consistency

The book distinguishes useful consistency from commitments that no longer serve the decision, and qualifies the use of first feelings. Sequential requests and some environmental commitments have behavioral and follow-up support. The record does not validate bodily sensations as a general detector of manipulation or establish every public-commitment application.

Unity

Shared activities and disclosure can produce immediate closeness, and some intergroup interventions have later benefits. The book also warns about fading, parochialism and protecting wrongdoers. Its dismissal threshold is proven major or repeated proven minor violations. The inspected evidence does not directly test that rule; the choice of sanction remains a policy judgment whose value depends on fair fact-finding, clear definitions and proportionate consequences.

What would improve the advice: carry each technique's tested comparator and outcome into its instructions; distinguish a purchase from an intention and patient benefit from a clinician's behavior; retain necessary delivery, feedback and maintenance; and give context-specific limits for confrontation or high-stakes decisions. These are proposed editorial improvements, not missing instructions silently supplied to increase the book's grade.

Cialdini supplies stronger safeguards than a simple truthful-versus-false test. The scarcity chapter asks what the buyer wants from the item, and the toothpaste example assumes that the buyer is already in the market for good toothpaste. His television account nevertheless treats apparent honesty as decisive without resolving the purchase's value to him. That omission is not evidence that the seller exploited him. A separate ethical judgment concerns knowingly using truthful information to take advantage of someone's vulnerability or unequal bargaining power. The summary's fabrication-only boundary does not settle whether such pressure is acceptable. Its call for opposition "by all appropriate means" is a

real qualification, although the preceding permission for “nearly anything” leaves proportionality unclear. These are assessments of the advice’s boundaries, not a finding of harm from reading the book.

08 What changes with time—and what should change in the book

The date distinction matters twice: it identifies what a 2021 edition could have considered and what a present-day reader should believe. A later null, reanalysis or correction can alter current confidence without establishing what Cialdini knew when writing. Changes below apply to specific source relationships; papers do not receive automatic score deductions.

Before the May 2021 edition. The original sources already distinguish placebo pain responses from active medication, the two Stelfox manufacturer definitions, Salganik’s actual download counts, marked wood pieces from visitors, and low-ball agreement from attendance. These are source-description issues, not discoveries requiring later replication.

Before the May 2021 edition. Relevant contrary or qualifying evidence was also available: the credit-logo dispute, dangerous-emergency moderators, the Romeo-and-Juliet replication/extension, clinical self-examination outcomes and the debate over the timing of youth suicide after a television release. Favorable evidence included the concession replication online in October 2020, broad contact research, metered conservation and selective authority training.

After the edition: 2021–2023. The final cancer-framing paper appeared in September 2021 and concerns persuasion outcomes; its publisher also lists a February 2021 preprint that was not inspected. The later scarcity synthesis concerns purchase intentions; the jigsaw and freedom-phrase syntheses qualify breadth and research quality. The hypothetical synchrony critique and the reply concern expectancy and design. Their different interventions and endpoints must remain visible.

After the edition: September 2024. The Greenwood reanalysis reconstructs the same hospital data and changes case-mix adjustment. It weakens the racial-concordance causal interpretation; it does not make the original citation fictitious or amount to a new-population replication.

After the edition: 2025–2026. The December 2025 concession synthesis separates verbal from behavioral compliance. The 2026 dynamic-norm synthesis reports small, variable effects at the abstract/indexed-text access level. Neither later summary erases favorable earlier field effects.

Notices, not verdicts on character: Sagarin’s 2004 correction supplies missing scale labels; DeJong’s 2016 correction removes an outdated guideline reference. Coppock’s author-posted errata correct prose and references and state that the tables and conclusions are unaffected. Its PDF was created on August 10, 2026; this is not a verified first announcement date. None of those descriptions licenses calling the findings retracted. R139, R040, R133.

Priority revisions to the book: correct confirmed comparators and outcomes; replace universal-seeming mechanism or protection language with the conditions actually demonstrated; retain favorable and contrary findings already acknowledged; and update later evidence with its real date and design. Meeker's 21% deserves special care because it follows the original abstract's inconsistent labels. Moriarty's final tables remain unavailable, so the familiar 95%/20% result is not labeled false here.

09 How the ratings were determined

The house rubric uses nine integer inputs on a 0–4 scale. Scientific Accuracy applies one grade to each fixed central proposition. Reference Accuracy applies traceability, accurate description and appropriate inference to the examined consequential evidence. Practical Value applies intended benefit, applicability and durability, and benefits relative to burdens and risks. Each category carries equal weight; no fourth category or ease bonus is added.

Nine rating inputs

SA1 · Organizing framework and practical influence promise

— 2/4

Meaningful experimental, field and synthesis evidence supports influence effects across the seven families, sometimes on consequential behavior such as tipping, attendance, conservation, cooperation and voting. This gives substantial support to suitable applications of the practical toolkit. The full fixed proposition also says that most compliance tactics derive their power from these principles. The inspected record does not establish that explanatory coverage across the settings invoked. The book's rejection of universal efficacy is a real qualification, but it addresses when tactics work, not how much compliance the framework explains. No exhaustive taxonomy, census of tactics or trial of the whole book is required for credit; the unresolved breadth is nevertheless important to this particular proposition. **Confidence:** moderate. **Strongest reasonable adjacent grade:** 3/4. The broad conditional portfolio and Cialdini's practitioner observations could be judged sufficient for much of the organizing claim. I prefer 2 because that reading gives the weaker application claim too much of the weight of the stronger explanatory one. Grade 1 would under-credit the substantial favorable evidence.

SA2 · Explanatory mechanism and adaptive-shortcut claim

— 2/4

Salient information and motivation/capacity have meaningful direct support. Petty's relevance manipulation supports the qualified expertise-versus-argument component, and expectancy studies test mechanisms rather than merely narrating them. However, changed compliance does not establish that a single automatic cue caused it, quantify how much ordinary compliance works that way, or establish that each cue normally improves the recipient's decision. Several sources retain alternatives involving reasons, expectations, responsibility, information or self-presentation. These gaps affect the selected explanatory and adaptive proposition itself. **Confidence:** moderate. **Strongest reasonable adjacent grade:** 1/4. Grade 1 has a serious case if the claim that every principle is normally a highly reliable guide to benefit is treated as the decisive premise. I retain 2 because a central component—

the conditional shift toward cues—has meaningful experimental support, and the book does not claim universal mindlessness. Grade 3 would understate the missing bridge to ordinary beneficial decisions.

SA3 · Defensive practical promise — 2/4

The actual authority-training studies directly support improved discrimination between relevant and irrelevant endorsers, including a short transfer test while preserving legitimate persuasion. Other defenses have plausible decision-relevance and the book admits limits, especially under scarcity arousal. But the tested outcome is ad evaluation; several other specified defenses depend on introspection and stories without comparably direct protection outcomes. The seven-defense promise therefore retains a supported component, not broad verified protection from unwanted purchases, losses or organizational misconduct.

Confidence: moderate. **Strongest reasonable adjacent grade:** 1/4. Grade 1 is defensible if the cross-principle protection promise is weighted much more heavily than the narrow direct training evidence. I prefer 2 because the supported training component is directly relevant to a supplied defense, and the book's actual qualifications reduce the claim's breadth. Grade 3 would need better evidence of protection across important applications.

RA1 · Traceability — 4/4

The examined consequential claims usually have identifiable named studies, endnotes and bibliographic entries. Difficult historical or commercial sources are often still identifiable. Publisher blocks, inaccessible dissertations and incomplete tables concern retrieval and evidential access, not positive evidence that references are invented or untraceable. Bounded name/year uncertainties do not undermine identification across the important examined material. **Confidence:** moderate to high. **Strongest reasonable adjacent grade:** 3/4. Grade 3 is reasonable if the scattered identity ambiguities and indirectly attributed source chains receive more weight. I prefer 4 at the explicitly examined scope: the material questions mostly concern what identified sources support. Reducing this input because a PDF is blocked would misuse the criterion.

RA2 · Accurate description — 2/4

Substantial faithful reporting coexists with consequential design, comparator and outcome problems. Faithful material includes the small-request Xerox percentages, cookie taste qualification, concession direction, several norm and authority results, and candid contrary cases. Confirmed problems include the Stelfox manufacturer-category pairing, low-ball assent/attendance pairing, the book's description of Meeker's control group, Salganik's popularity assignment, and the petrified-wood denominator comparison. These change how a reader understands the experiment, beyond minor rounding. **Confidence:** moderate to high. **Strongest reasonable adjacent grade:** 3/4. Grade 3 has a fair case because many qualitative directions survive and the purposive audit is enriched for consequential claims. I prefer 2 because several inspected descriptions change the comparator or measured behavior that makes an example persuasive. The grade is a materiality judgment, not an error fraction. Grade 1 would give too little weight to the substantial faithful material.

RA3 · Appropriate inference — 2/4

The local record is mixed. Useful, appropriately qualified inferences survive for contextual expertise, genuine short-term influence, unchanged cookie taste, conditional cooperation and tentative Iowa explanations. Yet recurring consequential passages move from behavior to an exclusive mechanism, association to causation, or an intermediate outcome to a broader result. Cases include evolution instruction, music and analytical thought, the inference from political-attitude heritability to genetic relatedness, crash/travel claims, Jonestown causal ranking, and physician–newborn identity explanations. The uninspected imaging/Pfaff chain remains unresolved and supplies no confirmed error for this grade. The inspected cases are assessed at their local inferential scope, not as penalties for unpopular papers. **Confidence:** moderate. **Strongest reasonable adjacent grade: 1/4.** Grade 1 is the strongest lower alternative: mechanism and generalization problems recur in important explanations. I prefer 2 because there is also substantial appropriately qualified inference, including in notes, and many genuine causal effects. Grade 3 would make the serious mechanistic and high-consequence extensions seem too bounded.

V1 · Evidence of intended benefit — 3/4

Several supplied methods have direct evidence for goals a reader or practitioner may reasonably seek: changed tipping, agreement, attendance, metered conservation, cooperation and immediate closeness. Clinical communication trials provide measured hygiene or prescribing outcomes, though not patient outcomes; selective authority training provides a narrower real benefit. Cai's restaurant abstract also supplies modest evidence of higher dining satisfaction, a limited recipient benefit. These established components earn credit without a randomized trial of the book. Strongly promised broad defense, durable relationships, generic commercial returns and high-stakes benefits remain weaker; increased compliance is not automatically a recipient benefit. **Confidence:** moderate. **Strongest reasonable adjacent grade: 2/4.** Grade 2 is reasonable if reader protection and broad durable personal change receive greater weight than specific influence methods. I prefer 3 because the anchor asks whether several consequential recommendations have appropriate direct benefit evidence, and they do. Grade 4 would overstate the breadth and directness of support.

V2 · Applicability and durability — 2/4

There are usable contexts and real persistence evidence: repeated energy reports, environmental commitments and some contact interventions. Single purchases or requests do not require lifelong persistence. The book also acknowledges culture, context, implementation, fading and failure. Nevertheless, transfer from short student tasks to consumer defenses, institutional practice and durable identity remains incomplete. Meeker supplies favorable evidence during 12 weeks with posters displayed; effects after removal were not tested. Keeping a reminder in place can be a legitimate implementation choice. The remaining transfer limits include Sallis's changed-protocol null and Mousa's consequential domain boundary. These are concrete bridge problems, not a demand that every finding last indefinitely. **Confidence:** moderate. **Strongest reasonable adjacent grade: 3/4.** Grade 3 is a plausible positive alternative because many intended uses are brief and the book includes substantial caveats. I prefer 2 because some important promises still depend on materially different populations, implementation or horizons, and the instructions do not consistently carry those conditions to the reader. Grade 1 would overlook substantial workable settings and real follow-up evidence.

V3 · Benefits relative to burdens and risks — 3/4

The book supplies meaningful protections: preserve legitimate favors and expertise; separate the offer from liking; judge the deal; ask what an item is wanted for; distinguish scarce possession from use; recognize foolish consistency and harmful unity; and require proven major or repeated proven minor violations before dismissal. Its toothpaste example assumes an existing need, and its closing summary calls for “all appropriate means.” Across ordinary applications, expected benefits are reasonably proportionate to burdens when those supplied limits are followed. This supports 3 for the advice as presented, without awarding points merely for ease. Important cautions remain: the adjacent retaliation language could invite disproportionate conflict; exact crash-based travel advice could cause unnecessary restriction or worry; and emergency or sanction guidance requires care about the situation and consequences. A poor purchase alone is not exploitation, an untested policy is not automatically poor policy, and missing harm studies do not establish safety. **Confidence:** moderate. **Strongest reasonable adjacent grade:** 2/4. Grade 2 is defensible if the concrete high-stakes boundary gaps receive greater weight. I prefer 3 because the substantial safeguards and useful applications deserve more weight than uncertainties that do not themselves establish net costs. Grade 4 would overstate the integration and evidence for safeguards across the book’s more consequential extensions.

Exact calculation

- **Scientific Accuracy:** grades 2 + 2 + 2 give 6 of 12 points; exact percentage 50%; displayed 50%.
- **Reference Accuracy:** grades 4 + 2 + 2 give 8 of 12 points; exact percentage 200/3%; displayed 67%.
- **Practical Value:** grades 3 + 2 + 3 give 8 of 12 points; exact percentage 200/3%; displayed 67%.

Overall: $(6 + 8 + 8) / 36 \times 100 = 550/9\% = 61.111...\%$, displayed as 61%. Category scores are calculated before rounding; the overall is not an average of the displayed rounded scores. Fractions preserve the exact calculation. Display rounding uses nearest whole percentage, with halves rounded up.

All nine inputs were assessed. **NR** (not rateable) and **NA** (not applicable) are not zero. If a required input becomes NR or NA, its category and the overall are withheld rather than calculated with an invented value. Identifiable but inaccessible sources do not automatically make traceability unrateable or reduce it. The present access limits instead narrow the findings and the confidence of the judgments.

Sensitivity: changing one input by one grade moves its category by 25/3 percentage points and the overall by 25/9 points. Holding the other eight inputs fixed, the strongest reasonable adjacent grades shown above produce overall displays of 58% for a one-grade decrease or 64% for a one-grade increase. This is a local sensitivity check, not a confidence interval, a probability distribution or permission to combine every alternative without reconsidering the evidence.

Neither the register's distribution of labels nor the number of corrections enters the arithmetic. Materiality, scope, favorable evidence and actual qualifications determine the grades. A source access gap narrows what can be concluded; it is not itself a finding of error.

10 Verification record and remaining limits

What was checked: the complete supplied text; every substantive chapter and its notes independently; every embedded-image placement, with the legibility limits described above; the unchanged pre-search selection; and source relationships across all 33 dossiers. The references state the accessed portions and remaining gaps. Detailed numerical checks included the original Meeker and Greenwood tables, Stelfox's original body and Moriarty's earlier author report alongside the final abstract.

What access means: a source marked "full text, relevant sections read" was inspected at those sections; it does not mean all studies, supplements, raw data and nested references were examined. Primary abstracts support only what they report. No participant-level reanalysis, independent experimental replication or human scientific peer review is represented.

Exact historical and commercial estimates. The beef dissertation, McDonald's report, original crash tables, Hofling full text and several follow-through, weight-loss and historical source chains remain incomplete. They cannot supply newly certified exact multipliers or causal mechanisms. Their unavailability does not make them false.

Version and table boundaries. Stelfox's original body resolves the manufacturer-category pairing but its table images were not read. Moriarty's author report and final abstract are available, but the final complete results are not. Meeker's final tables were read and visually checked; its abstract conflicts with the displayed adjusted-rate labels. Greenwood's full original main text and tables were read, but its supplement was not.

Synthesis and follow-up boundaries. Some syntheses were inspected in full relevant sections; others only through primary abstracts or indexed text. The 2025 concession and 2026 dynamic-norm analyses are examples of the latter. A meta-analysis is not a substitute for separately checking every nested study. Opower's continuation evidence and short authority-training follow-up retain their actual exposure and time frames.

Mechanism and transfer boundaries. Where only observed agreement, attitudes, engagement or association were measured, the appendix does not certify a unique unconscious mechanism, realized commercial return or recipient welfare. Changed-protocol nulls, within-dataset reanalyses and hypothetical analogues are identified as such.

Consequences for confidence: the strongest corrections rely on inspected source descriptions, tables or explicit abstract endpoints. Incomplete sources remain unresolved at the unsupported level of detail. Grade 3 remains a reasonable alternative to 2 for the first scientific proposition, description, and applicability/durability. Grade 2 remains a reasonable alternative to 3 for benefits relative to burdens and risks, and grade 3 remains a reasonable alternative to 4 for traceability. Those alternatives are explained in Section 09.

11 References and source access

References below give the direct sources and actual access scope. A link may lead to a record or abstract rather than full text. A public mirror provides access to a document; its URL alone does not establish institutional endorsement. Sources were checked through 15 September 2026, subject to the stated limits; links can subsequently change.

R001 · Langer, Blank & Chanowitz (1978), The mindlessness of ostensibly thoughtful action: The role of “placebic” information in interpersonal interaction

Langer, Blank & Chanowitz (1978), The mindlessness of ostensibly thoughtful action: The role of “placebic” information in interpersonal interaction. **Access:** full primary PDF; relevant study read. **Locator:** Study 1 pp. 635–639; Table 1 p. 637 visually inspected. **DOI:** 10.1037/0022-3514.36.6.635. **Remaining limit:** Later study 2 not fully read; no data rerun.

R002 · Folkes (1985), Mindlessness or mindfulness: A partial replication and extension of Langer, Blank, and Chanowitz

Folkes (1985), Mindlessness or mindfulness: A partial replication and extension of Langer, Blank, and Chanowitz. **Access:** primary abstract and selected author-uploaded text. **Locator:** abstract; selected replication description. **DOI:** 10.1037/0022-3514.48.3.600. **Remaining limit:** Full methods not read.

R003 · Langer, Chanowitz & Blank (1985), Mindlessness–mindfulness in perspective: A reply to Valerie Folkes

Langer, Chanowitz & Blank (1985), Mindlessness–mindfulness in perspective: A reply to Valerie Folkes. **Access:** abstract and substantial primary reply text. **Locator:** argument about conditional mindfulness. **DOI:** 10.1037/0022-3514.48.3.605. **Remaining limit:** Not all reply text inspected.

R004 · Petty, Cacioppo & Goldman (1981), Personal involvement as a determinant of argument-based persuasion

Petty, Cacioppo & Goldman (1981), Personal involvement as a determinant of argument-based persuasion. **Access:** complete main article and references read; Table 1 checked against its page image. **Locator:** pp. 847–855; main Table 1, p. 853. **DOI:** 10.1037/0022-3514.41.5.847. **Remaining limit:** Image verification is documented for Table 1, not for every printed statistic. Original analyses were not rerun.

**R005 · Shiv, Carmon & Ariely (2005),
Placebo effects of marketing actions:
Consumers may get what they pay for**

Shiv, Carmon & Ariely (2005), Placebo effects of marketing actions: Consumers may get what they pay for. **Access:** full primary PDF main text read. **Locator:** Experiments 1–3 methods/results; general discussion. **DOI:** 10.1509/jmkr.2005.42.4.383. **Remaining limit:** No raw data rerun; follow-up rejoinder not fully read.

**R006 · Waber et al. (2008), Commercial
features of placebo and therapeutic efficacy**

Waber et al. (2008), Commercial features of placebo and therapeutic efficacy. **Access:** full research letter read via primary PDF web text. **Locator:** pp. 1016–1017 methods/results/comment. **DOI:** 10.1001/jama.299.9.1016. **Remaining limit:** No trial data rerun.

**R007 · Plassmann et al. (2008),
Marketing actions can modulate neural
representations of experienced pleasantness**

Plassmann et al. (2008), Marketing actions can modulate neural representations of experienced pleasantness. **Access:** primary PDF main methods/results/discussion read. **Locator:** pp. 1050–1053, Figures 1–4 captions and main methods. **DOI:** 10.1073/pnas.0706929105. **Remaining limit:** Supplementary information not read or rerun.

**R010 · Hills (2019), The dark
side of information proliferation**

Hills (2019), The dark side of information proliferation. **Access:** primary abstract and selected indexed author PDF text. **Locator:** theoretical-review abstract. **DOI:** 10.1177/1745691618803647. **Remaining limit:** Full paper not read.

**R011 · Mousa (2020), Building social
cohesion between Christians and
Muslims through soccer in post-ISIS Iraq**

Mousa (2020), Building social cohesion between Christians and Muslims through soccer in post-ISIS Iraq. **Access:** primary PDF main study read. **Locator:** main design, results, Table 1 and Figures 1–2, conclusion pp. 866–870. **DOI:** 10.1126/science.abb3153. **Remaining limit:** Supplement and dataset not read or executed.

**R012 · Broockman & Kalla (2016),
Durably reducing transphobia: A field
experiment on door-to-door canvassing**

Broockman & Kalla (2016), Durably reducing transphobia: A field experiment on door-to-door canvassing. **Access:** primary PDF main study read. **Locator:** pp. 220–224 methods/results/discussion and figure captions. **DOI:** 10.1126/science.aad9713. **Remaining limit:** Supplement and dataset not read or executed.

**R013 · Kalla & Broockman (2020),
Reducing Exclusionary Attitudes
through Interpersonal Conversation:
Evidence from Three Field Experiments**

Kalla & Broockman (2020), Reducing Exclusionary Attitudes through Interpersonal Conversation: Evidence from Three Field Experiments. **Access:** publisher primary abstract and publication date. **Locator:** abstract's narrative-versus-arguments comparison; first published online 3 February 2020. **DOI:** 10.1017/S0003055419000923. **Remaining limit:** Full methods not read.

**R014 · Kalla & Broockman (2023; online
2021), Which Narrative Strategies Durably
Reduce Prejudice? Evidence from Field
and Survey Experiments Supporting
the Efficacy of Perspective-Getting**

Kalla & Broockman (2023; online 2021), Which Narrative Strategies Durably Reduce Prejudice? Evidence from Field and Survey Experiments Supporting the Efficacy of Perspective-Getting. **Access:** publisher primary abstract and metadata. **Locator:** abstract; first-online date 31 October 2021. **DOI:** 10.1111/ajps.12657. **Remaining limit:** Full methods not read; online after the reviewed edition.

**R015 · United States Holocaust Memorial
Museum (n.d.), Flight and Rescue**

United States Holocaust Memorial Museum (n.d.), Flight and Rescue. **Access:** complete substantive museum account read. **Locator:** Stranded in Japan; Destination of Last Resort; primary testimony/object descriptions. **Remaining limit:** Not an independent full historical archive audit or causal test of one speech.

**R016 · Yad Vashem (n.d.), Sugihara case record,
collection record 4017719 (descriptive label)**

Yad Vashem (n.d.), Sugihara case record, collection record 4017719 (descriptive label). **Access:** search-indexed institutional record text. **Locator:** 1947 resignation attributed to testimony; recognition date. **Remaining limit:** Direct case page script-only; underlying entire case file not read. **Remaining identity limit:** A formal case title and publication date were not established; the heading is a descriptive collection-record label.

**R019 · Kouchaki, Gino & Feldman (2019),
The ethical perils of personal, communal
relations: A language perspective**

Kouchaki, Gino & Feldman (2019), The ethical perils of personal, communal relations: A language perspective. **Access:** publisher abstract, metadata and open-practices note. **Locator:** abstract; preregistration references; publication details. **DOI:** 10.1177/0956797619882917. **Remaining limit:** Main full text and registered plans not read.

R021 · Cialdini et al. (2021; online 2019), How bad apples promote bad barrels: Unethical leader behavior and the selective attrition effect

Cialdini et al. (2021; online 2019), How bad apples promote bad barrels: Unethical leader behavior and the selective attrition effect. **Access:** publisher and author-institute abstract; publisher preview p. 1. **Locator:** abstract; title/date on publisher preview. **DOI:** 10.1007/s10551-019-04252-2. **Remaining limit:** Main methods/results not read.

R022 · Ott et al. (2011), Finding deceptive opinion spam by any stretch of the imagination

Ott et al. (2011), Finding deceptive opinion spam by any stretch of the imagination. **Access:** primary article methods/results sections inspected. **Locator:** dataset construction, human judges, Tables 2–3, cross-validation, main limitations. **Remaining limit:** Not a trial of book-trained readers; no raw data rerun.

R023 · Regan (1971), Effects of a favor and liking on compliance

Regan (1971), Effects of a favor and liking on compliance. **Access:** Original full PDF, selected sections read. **Locator:** pp. 630–638: methods, results, discussion, Tables 1–4. **DOI:** 10.1016/0022-1031(71)90025-4. **Remaining limit:** No data reanalysis. Raw seven-ticket cases were recoded by the source; manuscript states unchanged conclusions.

R024 · Strohmets et al. (2002), Sweetening the till: The use of candy to increase restaurant tipping

Strohmets et al. (2002), Sweetening the till: The use of candy to increase restaurant tipping. **Access:** Author manuscript, selected sections read. **Locator:** Both experiments: methods/results; Table 1 and limitations. **DOI:** 10.1111/j.1559-1816.2002.tb00216.x. **Remaining limit:** Manuscript pagination differs from journal pp. 300–309; two studies, not a synthesis.

R025 · James & Bolstein (1992), Large Monetary Incentives and Their Effect on Mail Survey Response Rates

James & Bolstein (1992), Large Monetary Incentives and Their Effect on Mail Survey Response Rates. **Access:** Primary abstract. **Locator:** Eight-condition design and abstract outcome. **DOI:** 10.1086/269336. **Remaining limit:** Exact response wave, dollar comparator and denominator table unverified.

R026 · Mercer et al. (2015), How Much Gets You How Much? Monetary Incentives and Response Rates in Household Surveys

Mercer et al. (2015), How Much Gets You How Much? Monetary Incentives and Response Rates in Household Surveys. **Access:** Primary abstract. **Locator:** Synthesis scope and mode/timing qualifications. **DOI:** 10.1093/poq/nfu059. **Remaining limit:** Study count, model

estimates and tables uninspected.

R029 · Cialdini et al. (1975), Reciprocal concessions procedure for inducing compliance: The door-in-the-face technique

Cialdini et al. (1975), Reciprocal concessions procedure for inducing compliance: The door-in-the-face technique. **Access:** Original PDF, selected sections read. **Locator:** Experiments 1–3 methods and results, Tables 1–3, general discussion limitations. **DOI:** 10.1037/h0076284. **Remaining limit:** Not all introduction/references; no attendance or raw data.

R030 · Genschow et al. (2021; online 2020), Does social psychology persist over half a century? A direct replication of Cialdini et al.'s (1975) classic door-in-the-face technique

Genschow et al. (2021; online 2020), Does social psychology persist over half a century? A direct replication of Cialdini et al.'s (1975) classic door-in-the-face technique. **Access:** Author-posted manuscript full text, selected sections read. **Locator:** Author manuscript, pp. 11–19, methods/results and limitations; replication target is Study 3 of Cialdini et al. (1975), not Study 1; online October 2020. **DOI:** 10.1037/pspa0000261. **Remaining limit:** OSF data and protocol not independently reanalyzed; accessed evidence is the author-posted manuscript. **Version:** The heading gives the final journal title; the inspected author manuscript uses the shorter subtitle “A Direct Replication of Classic Door-in-the-Face Technique.”

R031 · Feeley (2025), 50-Year review of the Door-in-the-Face message strategy

Feeley (2025), 50-Year review of the Door-in-the-Face message strategy. **Access:** Publisher abstract read via indexed publisher text; direct full page returned 403. **Locator:** 89 verbal and 53 behavioral comparisons; respective weighted *r* values. **DOI:** 10.1080/03637751.2025.2594987. **Remaining limit:** Full methods, moderator *N*s, overlap handling and risk-of-bias analyses uninspected.

R032 · Cialdini & Ascani (1976), Test of a concession procedure for inducing verbal, behavioral, and further compliance with a request to give blood

Cialdini & Ascani (1976), Test of a concession procedure for inducing verbal, behavioral, and further compliance with a request to give blood. **Access:** Identity and author abstract preview. **Locator:** Publication identity and procedure overview. **DOI:** 10.1037/0021-9010.61.3.295. **Remaining limit:** Original results table and 84%/43% denominators unverified; book outcome is recontact willingness.

**R033 · Miller, Seligman, Clark & Bush (1976),
Perceptual contrast versus reciprocal
concession as mediators of induced compliance**

Miller, Seligman, Clark & Bush (1976), Perceptual contrast versus reciprocal concession as mediators of induced compliance. **Access:** Abstract/identity lead. **Locator:** Four phone-request conditions. **DOI:** 10.1037/h0081965. **Remaining limit:** Full text not obtained/read; book agreement and conditional attendance numbers not independently checked.

**R037 · Stelfox et al. (1998), Conflict of interest
in the debate over calcium-channel antagonists**

Stelfox et al. (1998), Conflict of interest in the debate over calcium-channel antagonists. **Access:** Publisher-indexed original Results, Methods and Discussion read; direct full page/PDF blocked; original table images not read. **Locator:** Results: Classification of Authors, Response Rates, Study Questions surrounding Table 3; Discussion: Limitations and conclusion. **DOI:** 10.1056/NEJM199801083380206. **Remaining limit:** Original table images and footnotes remain unverified. Stance denominators are reconstructed from original body response figures, not transcribed from a table. Complete correspondence reply unavailable.

**R039 · DeJong et al. (2016), Pharmaceutical
Industry–Sponsored Meals and Physician
Prescribing Patterns for Medicare Beneficiaries**

DeJong et al. (2016), Pharmaceutical Industry–Sponsored Meals and Physician Prescribing Patterns for Medicare Beneficiaries. **Access:** Publisher full text, selected sections read. **Locator:** Abstract; Tables 1–3; discussion/limitations; article correction information. **DOI:** 10.1001/jamainternmed.2016.2765. **Remaining limit:** Supplement not inspected. Cohorts overlap; total physicians are not all paid. Five payment months vs full-year prescribing.

**R040 · JAMA Internal Medicine (2016),
Reference to Out-of-Date Guideline**

JAMA Internal Medicine (2016), Reference to Out-of-Date Guideline. **Access:** Full correction notice. **Locator:** Entire substantive notice and references. **DOI:** 10.1001/jamainternmed.2016.5172. **Remaining limit:** Correction removes outdated AMA guideline reference, not reported estimates.

**R043 · Mitchell et al. (2021; online
2020), Are Financial Payments from the
Pharmaceutical Industry Associated with
Physician Prescribing? A Systematic Review**

Mitchell et al. (2021; online 2020), Are Financial Payments from the Pharmaceutical Industry Associated with Physician Prescribing? A Systematic Review. **Access:** Full primary review, selected sections read. **Locator:** Methods/risk of bias; main results; temporality and dose-response; causal discussion and limits. **DOI:** 10.7326/M20-5665. **Remaining limit:** Underlying 36 studies not each re-audited; no unique reciprocity mediator established.

R044 · Brown, Drake & Wellman (2014 author version; journal issue 2015), The Benefits of a Relational Approach to Corporate Political Activity: Evidence from Political Contributions to Tax Policymakers

Brown, Drake & Wellman (2014 author version; journal issue 2015), The Benefits of a Relational Approach to Corporate Political Activity: Evidence from Political Contributions to Tax Policymakers. **Access:** Author abstract. **Locator:** Relational PAC support and future effective-tax-rate association. **DOI:** 10.2139/ssrn.2209373. **Remaining limit:** Full estimates, controls and denominators not read.

R045 · Salant (2003), Study links donations, vote patterns

Salant (2003), Study links donations, vote patterns. No directly accessed URL was established in this source record. **Access:** Book only. **Locator:** Book bibliography [16.0707]: Arizona Republic, 20 July 2003, A5. **Remaining limit:** Specific original story and monetary comparisons not verified.

R046 · Langlois et al. (2000), Maxims or myths of beauty? A meta-analytic and theoretical review

Langlois et al. (2000), Maxims or myths of beauty? A meta-analytic and theoretical review. **Access:** Primary abstract. **Locator:** Eleven meta-analyses and broad findings. **DOI:** 10.1037/0033-2909.126.3.390. **Remaining limit:** No full sample/effect tables.

R047 · Garner (2005), What's in a name? Persuasion perhaps?

Garner (2005), What's in a name? Persuasion perhaps?. **Access:** Identity verified; full access unsuccessful. **Locator:** Title, year, journal/DOI. **DOI:** 10.1207/s15327663jcp1502_3. **Remaining limit:** Book 56%/30% and study methods not independently verified.

R048 · van Baaren et al. (2003), Mimicry for money: Behavioral consequences of imitation

van Baaren et al. (2003), Mimicry for money: Behavioral consequences of imitation. **Access:** Primary abstract/indexed preview. **Locator:** Two restaurant studies and baseline comparison. **DOI:** 10.1016/S0022-1031(03)00014-3. **Remaining limit:** PDF mirror fetch 403; original tables and cash values not inspected.

R049 · Jacob, Guéguen, Martin & Boulbry (2011), Retail salespeople's mimicry of customers: Effects on consumer behavior

Jacob, Guéguen, Martin & Boulbry (2011), Retail salespeople's mimicry of customers: Effects on consumer behavior. **Access:** Author abstract and identity. **Locator:** Four salesperson retail field design; favorable abstract outcome. **DOI:** 10.1016/j.jretconser.2010.11.006. **Remaining limit:** Full results table not inspected. A different 2011 French three-author article is a separate source.

R050 · Chan & Sengupta (2010), Insincere Flattery Actually Works: A Dual Attitudes Perspective

Chan & Sengupta (2010), Insincere Flattery Actually Works: A Dual Attitudes Perspective. **Access:** Author institutional abstract. **Locator:** Implicit/explicit distinction. **DOI:** 10.1509/jmkr.47.1.122. **Remaining limit:** Full experiments and follow-up timings uninspected.

R051 · Main, Dahl & Darke (2007), Deliberative and automatic bases of suspicion: Empirical evidence of the sinister attribution error

Main, Dahl & Darke (2007), Deliberative and automatic bases of suspicion: Empirical evidence of the sinister attribution error. No directly accessed URL was established in this source record. **Access:** Book/citation identity only. **Locator:** Book bibliography [16.0510] and the book's flattery/suspicion qualification. **Remaining limit:** Primary paper and DOI not independently verified; the full title is identified from the book bibliography.

R052 · Shtulman (2006), Qualitative differences between naïve and scientific theories of evolution

Shtulman (2006), Qualitative differences between naïve and scientific theories of evolution. **Access:** Author-posted full text, selected sections read. **Locator:** Methods overview; section 3.4, Table 5 and discussion pp. 183–186. **DOI:** 10.1016/j.cogpsych.2005.10.001. **Remaining limit:** No intervention; full question appendix not re-audited.

R053 · Kahan (2014-05-24), Weekend Update: You'd Have to Be Science Illiterate to Think Belief in Evolution Measures Science Literacy

Kahan (2014-05-24), Weekend Update: You'd Have to Be Science Illiterate to Think Belief in Evolution Measures Science Literacy. **Access:** Currently served page at book-cited URL. **Locator:** Entire substantive article. **Remaining limit:** Historical 2014 snapshot not authenticated; underlying dataset not read.

**R054 · Arnocky et al. (2018),
Celebrity opinion influences public
acceptance of human evolution**

Arnocky et al. (2018), Celebrity opinion influences public acceptance of human evolution. **Access:** Original author PDF. **Locator:** All four study methods/results, pp. 3–7; general discussion/limitations pp. 8–9. **DOI:** 10.1177/1474704918800656. **Remaining limit:** No delayed measure; comparison-specific results, no raw data.

**R055 · Pettigrew & Tropp (2006), A meta-
analytic test of intergroup contact theory**

Pettigrew & Tropp (2006), A meta-analytic test of intergroup contact theory. **Access:** Original PDF, selected sections read. **Locator:** Search/inclusion; main results; Tables 1 and 3; rigor/design comparisons. **DOI:** 10.1037/0022-3514.90.5.751. **Remaining limit:** Not all 515 primary studies or appended individual rows independently read.

**R056 · Paluck, Green & Green (2019; online
2018), The contact hypothesis re-evaluated**

Paluck, Green & Green (2019; online 2018), The contact hypothesis re-evaluated. **Access:** Publisher full text, selected sections. **Locator:** Study assembly and concluding synthesis. **Remaining limit:** All supplements and individual trial tables not read.

**R057 · Roseth, Johnson & Johnson (2008),
Promoting early adolescents' achievement and
peer relationships: The effects of cooperative,
competitive, and individualistic goal structures**

Roseth, Johnson & Johnson (2008), Promoting early adolescents' achievement and peer relationships: The effects of cooperative, competitive, and individualistic goal structures. **Access:** Primary abstract. **Locator:** 148 studies, population/synthesis direction. **Remaining limit:** Full PDF attempt returned HTML; no numerical table inspection.

**R058 · Cochon Drouet, Lentillon-Kaestner
& Margas (2023), Effects of the Jigsaw
method on student educational outcomes:
systematic review and meta-analyses**

Cochon Drouet, Lentillon-Kaestner & Margas (2023), Effects of the Jigsaw method on student educational outcomes: systematic review and meta-analyses. **Access:** Full primary text, selected sections. **Locator:** Results sections, limitations and conclusions. **DOI:** 10.3389/fpsyg.2023.1216437. **Remaining limit:** Entire study table not read; different endpoints; no inference of bias solely from heterogeneity.

R060 · Sherif et al. (1961), Intergroup conflict and cooperation: The Robbers Cave experiment

Sherif et al. (1961), Intergroup conflict and cooperation: The Robbers Cave experiment. No directly accessed URL was established in this source record. **Access:** Book only. **Locator:** Chapter account and full endnotes. **Remaining limit:** Original full text not independently inspected.

R061 · Aronson et al. (1978), The Jigsaw Classroom

Aronson et al. (1978), The Jigsaw Classroom. No directly accessed URL was established in this source record. **Access:** Book only. **Locator:** Chapter account and full endnotes. **Remaining limit:** Original full text not independently inspected.

R063 · Hunt et al. (1990), Credit Cards as Spending-Facilitating Stimuli: A Test and Extension of Feinberg's Conditioning Hypothesis

Hunt et al. (1990), Credit Cards as Spending-Facilitating Stimuli: A Test and Extension of Feinberg's Conditioning Hypothesis. **Access:** Primary abstract. **Locator:** Failed reproduction and extension outcome. **DOI:** 10.2466/pro.1990.67.1.323. **Remaining limit:** No sample table or detailed protocol inspection.

R064 · Feinberg (1990), The Social Nature of the Classical Conditioning Phenomena in People

Feinberg (1990), The Social Nature of the Classical Conditioning Phenomena in People. **Access:** Primary abstract. **Locator:** Original-author response invoking social/historical context. **DOI:** 10.2466/pro.1990.67.1.331. **Remaining limit:** Full response not read; book negative-history condition preserved.

R065 · Shimp & Moody (2000), In Search of a Theoretical Explanation for the Credit Card Effect

Shimp & Moody (2000), In Search of a Theoretical Explanation for the Credit Card Effect. **Access:** Primary abstract and section previews. **Locator:** Both test outcomes and competing explanations. **DOI:** 10.1016/S0148-2963(98)00071-X. **Remaining limit:** Exact experiment Ns and tables uninspected.

R066 · McCall & Belmont (1996), Credit card insignia and restaurant tipping: Evidence for an associative link

McCall & Belmont (1996), Credit card insignia and restaurant tipping: Evidence for an associative link. **Access:** Primary author abstract. **Locator:** Two restaurants, logo/blank trays and favorable result. **DOI:** 10.1037/0021-9010.81.5.609. **Remaining limit:** Full original tables and all-cash assertion not checked.

R067 · Prelec & Simester (2001), Always leave home without it: A further investigation of the credit-card effect on willingness to pay

Prelec & Simester (2001), Always leave home without it: A further investigation of the credit-card effect on willingness to pay. **Access:** Original full PDF, selected sections read. **Locator:** Both methods/results; Tables 1–2 and interpretation. **DOI:** 10.1023/A:1008196717017. **Remaining limit:** Expected payment design; actual final transaction details differ from instructions, disclosed by source.

R069 · Schomburgk, Belli & Hoffmann (2024), Less cash, more splash? A meta-analysis on the cashless effect

Schomburgk, Belli & Hoffmann (2024), Less cash, more splash? A meta-analysis on the cashless effect. **Access:** Publisher full text, selected sections. **Locator:** Abstract and data-extraction/sample section. **DOI:** 10.1016/j.jretai.2024.05.003. **Remaining limit:** Pooled exact g and full moderator tables not certified; payment intervention differs from cues.

R070 · Balliet, Wu & De Dreu (2014), Ingroup favoritism in cooperation: A meta-analysis

Balliet, Wu & De Dreu (2014), Ingroup favoritism in cooperation: A meta-analysis. **Access:** Author full PDF, selected sections. **Locator:** Search/inclusion, main effects and moderators, prediction interval, limitations. **DOI:** 10.1037/a0037737. **Remaining limit:** 212 eligible effect records are not 212 independent papers; effect-specific k not all transcribed.

R071 · Bond et al. (2012), A 61-million-person experiment in social influence and political mobilization

Bond et al. (2012), A 61-million-person experiment in social influence and political mobilization. **Access:** Original full PDF, selected main-text sections. **Locator:** pp. 295–298 design, direct behavior and friendship/network distinction. **DOI:** 10.1038/nature11421. **Remaining limit:** Supplement not inspected; the close-friend-photo inference remains unresolved.

R072 · Fisman, Paravisini & Vig (2017), Cultural Proximity and Loan Outcomes

Fisman, Paravisini & Vig (2017), Cultural Proximity and Loan Outcomes. **Access:** Author accepted manuscript, selected sections. **Locator:** Sections 3–5; numerical discussion of Tables 4–5 and 12-month default. **DOI:** 10.1257/aer.20120942. **Remaining limit:** Manuscript page numbers differ from published version; no raw data or all appendix specifications.

R073 · Michelitch (2015), Does electoral competition exacerbate interethnic or interpartisan economic discrimination? Evidence from a field experiment in market price bargaining

Michelitch (2015), Does electoral competition exacerbate interethnic or interpartisan economic discrimination? Evidence from a field experiment in market price bargaining. **Access:** Primary abstract. **Locator:** Ghana three-wave bargaining design and timing pattern. **DOI:** 10.1017/S0003055414000628. **Remaining limit:** Numerical fare effects and sample denominators unverified.

R074 · Du (2019), What's in a surname? The effect of auditor-CEO surname sharing on financial misstatement

Du (2019), What's in a surname? The effect of auditor-CEO surname sharing on financial misstatement. **Access:** Publisher abstract and available notes. **Locator:** Surname definition, hometown interaction, China setting and matching caveat. **DOI:** 10.1007/s10551-017-3762-5. **Remaining limit:** Full results table and sample sizes not inspected; the hometown-only inference is not established by the inspected material.

R076 · Christakis & Fowler (2014), Friendship and natural selection

Christakis & Fowler (2014), Friendship and natural selection. **Access:** Full primary text, selected sections. **Locator:** Sample construction, overall kinship comparison, ancestry controls, discussion. **DOI:** 10.1073/pnas.1400825111. **Remaining limit:** No SI data reanalysis; observed similarity does not identify friend-selection mechanism.

R077 · Chen (2014), Where is the friend's home?

Chen (2014), Where is the friend's home?. **Access:** Full primary commentary. **Locator:** Entire substantive argument and explicit limit that critique does not reject original conclusion. **DOI:** 10.3389/fgene.2014.00400. **Remaining limit:** Theoretical sensitivity concern, not a failed replication; no specific original-author reply located.

R078 · Hatemi & McDermott (2012), The genetics of politics: Discovery, challenges, and progress

Hatemi & McDermott (2012), The genetics of politics: Discovery, challenges, and progress. **Access:** Primary abstract. **Locator:** Review of genetic and environmental contributions. **DOI:** 10.1016/j.tig.2012.07.004. **Remaining limit:** Full review not read; no genetic-overlap estimate for ideological allies certified.

R079 • Hufer et al. (2020), Genetic and environmental variation in political orientation in adolescence and early adulthood: A Nuclear Twin Family analysis

Hufer et al. (2020), Genetic and environmental variation in political orientation in adolescence and early adulthood: A Nuclear Twin Family analysis. **Access:** Primary abstract. **Locator:** Cross-sectional German twin-family age groups and genetic/environmental pattern. **DOI:** 10.1037/pspp0000258. **Remaining limit:** Full model, family count and heritability table not inspected.

R080 • Park & Schaller (2005), Does attitude similarity serve as a heuristic cue for kinship? Evidence of an implicit cognitive association

Park & Schaller (2005), Does attitude similarity serve as a heuristic cue for kinship? Evidence of an implicit cognitive association. **Access:** Original PDF, selected sections. **Locator:** Methods/results pp. 162–166 and discussion limits. **DOI:** 10.1016/j.evolhumbehav.2004.08.013. **Remaining limit:** No measured genes, real helping or intervention on proposed mediator.

R081 • Ames et al.; Kang et al.; Cikara & van Bavel; Mitchell et al.; Volz et al.; Pfaff (2005–2015), Neural representation and altruism sources (seven works; titles below)

Ames et al.; Kang et al.; Cikara & van Bavel; Mitchell et al.; Volz et al.; Pfaff (2005–2015), Neural representation and altruism sources (seven works; titles below). **Access:** Book note and bibliography for the scientific content; selected titles also checked against publisher or institutional metadata and title pages. **Locator:** Book note [17.0138]; the seven works are identified below. **Remaining limit:** Individual original imaging protocols and the cross-excitation theory remain uninspected. Bibliographic identification does not resolve the scientific chain or imply negative results.

- Ames, Jenkins, Banaji & Mitchell (2008), Taking another person's perspective increases self-referential neural processing.
- Kang, Hirsh & Chasteen (2010), Your mistakes are mine: Self-other overlap predicts neural response to observed errors.
- Cikara & van Bavel (2014), The neuroscience of inter-group relations: An integrative review.
- Mitchell, Banaji & Macrae (2005), The link between social cognition and self-referential thought in the medial prefrontal cortex.
- Volz, Kessler & von Cramon (2009), In-group as part of the self: In-group favoritism is mediated by medial prefrontal cortex activation.
- Pfaff (2007), The Neuroscience of Fair Play: Why We (Usually) Follow the Golden Rule.
- Pfaff (2015), The Altruistic Brain: How We Are Naturally Good.

**R082 · DeWall et al. (2010),
Acetaminophen reduces social pain:
Behavioral and neural evidence**

DeWall et al. (2010), Acetaminophen reduces social pain: Behavioral and neural evidence. **Access:** Original full PDF, selected sections read; publisher identity checked. **Locator:** Both methods/results, Table 1, discussion and physical-comparator limitation. **DOI:** 10.1177/0956797610374741. **Remaining limit:** Supplement not read; preliminary healthy-student research, not treatment guidance.

**R083 · Woo et al. (2014), Separate
neural representations for
physical pain and social rejection**

Woo et al. (2014), Separate neural representations for physical pain and social rejection. **Access:** Full primary text, selected sections. **Locator:** Methods participants; multivariate results; discussion distinguishing anatomical overlap. **DOI:** 10.1038/ncomms6380. **Remaining limit:** No raw fMRI reanalysis; distinct patterns do not imply no shared processes.

**R085 · Cai, Chen & Fang (2009),
Observational Learning: Evidence from
a Randomized Natural Field Experiment**

Cai, Chen & Fang (2009), Observational Learning: Evidence from a Randomized Natural Field Experiment. **Access:** Final publisher abstract read and rechecked; full tables not read. **Locator:** AER 99(3), 864–882; final abstract: 13–20% demand increase for the five highlighted dishes, salience comparison and modest dining-satisfaction evidence. **DOI:** 10.1257/aer.99.3.864.

**R087 · Salganik, Dodds & Watts (2006),
Experimental Study of Inequality and
Unpredictability in an Artificial Cultural Market**

Salganik, Dodds & Watts (2006), Experimental Study of Inequality and Unpredictability in an Artificial Cultural Market. **Access:** full text selected sections. **Locator:** Science 311, pp. 854–856 main design/results and figures; supplement obtained. **DOI:** 10.1126/science.1121066.

**R088 · Influence At Work / Arcos Dorados
(n.d.), Persuasion pilot report for McDonald's
/ Arcos Dorados (descriptive label)**

Influence At Work / Arcos Dorados (n.d.), Persuasion pilot report for McDonald's / Arcos Dorados (descriptive label). **Access:** Unavailable; source request returned HTTP 403. **Locator:** Book [07.0036], [09.0006–0008], [17.0077]; primary denominator unknown. **Remaining limit:** The formal report title and publication date were not established. The label identifies the book-cited commercial report descriptively.

R089 · Fischer et al. (2011), The bystander-effect: A meta-analytic review on bystander intervention in dangerous and non-dangerous emergencies

Fischer et al. (2011), The bystander-effect: A meta-analytic review on bystander intervention in dangerous and non-dangerous emergencies. **Access:** full text selected sections. **Locator:** Psychological Bulletin 137, pp. 517–537; abstract, selection/coding/calculation, danger discussion. **DOI:** 10.1037/a0023304.

R090 · Philpot et al. (2020; online 2019), Would I be helped? Cross-national CCTV footage shows that intervention is the norm in public conflicts

Philpot et al. (2020; online 2019), Would I be helped? Cross-national CCTV footage shows that intervention is the norm in public conflicts. **Access:** full text selected sections. **Locator:** American Psychologist 75, pp. 68–71 methods/results; manuscript copy. **DOI:** 10.1037/amp0000469.

R091 · Clark & Word (1972), Why don't bystanders help? Because of ambiguity?

Clark & Word (1972), Why don't bystanders help? Because of ambiguity?. **Access:** primary abstract only. **Locator:** JPSP 24(3), pp. 392–400; abstract Experiments 1–2. **DOI:** 10.1037/h0033717.

R092 · Clark & Word (1974), Where is the apathetic bystander? Situational characteristics of the emergency

Clark & Word (1974), Where is the apathetic bystander? Situational characteristics of the emergency. **Access:** primary abstract only. **Locator:** Abstract; exact condition counts not verified.

R093 · Shotland & Straw (1976), Bystander response to an assault: When a man attacks a woman

Shotland & Straw (1976), Bystander response to an assault: When a man attacks a woman. **Access:** primary abstract only. **Locator:** JPSP 34, pp. 990–999; initial staged event and filmed experiments. **DOI:** 10.1037/0022-3514.34.5.990.

R094 · Nolan et al. (2008), Normative Social Influence Is Underdetected

Nolan et al. (2008), Normative Social Influence Is Underdetected. **Access:** full text selected sections. **Locator:** PSPB 34, Study 2 pp. 918–920, Table 3 and message appendix. **DOI:** 10.1177/0146167208316691.

R095 · Allcott (2011), Social Norms and Energy Conservation

Allcott (2011), Social Norms and Energy Conservation. **Access:** article proof; selected sections read. **Locator:** abstract/introduction, description of the 17 experimental populations, and heterogeneity/welfare discussion. **DOI:** 10.1016/j.jpubeco.2011.03.003.

R096 · Allcott & Rogers (2014), The Short-Run and Long-Run Effects of Behavioral Interventions: Experimental Evidence from Energy Conservation

Allcott & Rogers (2014), The Short-Run and Long-Run Effects of Behavioral Interventions: Experimental Evidence from Energy Conservation. **Access:** Final AER abstract read; January 2014 working-paper abstract and printed pp. 2–3 visually read; final tables not read. **Locator:** AER 104(10), 3003–3037, final abstract; January 2014 working paper, abstract and printed pp. 2–3; annual 10–20% decay is fraction of intervention effect after stopping reports following two years. **DOI:** 10.1257/aer.104.10.3003. The inspected earlier version is the January 2014 working paper.

R097 · Cialdini (2003), Crafting Normative Messages to Protect the Environment

Cialdini (2003), Crafting Normative Messages to Protect the Environment. **Access:** full scan selected pages visually read. **Locator:** Printed pp. 106,107,109; note 2 provides historical visitor denominator. **DOI:** 10.1111/1467-8721.01242.

R098 · Mortensen et al. (2019; online 2017), Trending Norms: A Lever for Encouraging Behaviors Performed by the Minority

Mortensen et al. (2019; online 2017), Trending Norms: A Lever for Encouraging Behaviors Performed by the Minority. **Access:** full text methods results read. **Locator:** Online 2017, 2019 issue pp. 201–210; Studies 1–2 and internal meta-analysis. **DOI:** 10.1177/1948550617734615.

R100 · Sparkman & Walton (2019), Witnessing change: Dynamic norms help resolve diverse barriers to personal change

Sparkman & Walton (2019), Witnessing change: Dynamic norms help resolve diverse barriers to personal change. **Access:** full text selected experiment read. **Locator:** JESP 82, pp. 245–247, Experiment 4 §§5.1–5.2. **DOI:** 10.1016/j.jesp.2019.01.007.

R102 · Sparkman et al. (2020), Developing a Scalable Dynamic Norm Menu-Based Intervention to Reduce Meat Consumption

Sparkman et al. (2020), Developing a Scalable Dynamic Norm Menu-Based Intervention to Reduce Meat Consumption. **Access:** full text abstract and headings only. **Locator:** Abstract and study/result headings; all four field methods not independently read. **DOI:** 10.3390/su12062453.

R103 · Reintgen Kamphuisen, Bouman & van der Werff (2026), Unpacking dynamic norms: Identifying key elements of dynamic norms and a meta-analysis of their effects on pro-environmental behaviour

Reintgen Kamphuisen, Bouman & van der Werff (2026), Unpacking dynamic norms: Identifying key elements of dynamic norms and a meta-analysis of their effects on pro-environmental behaviour. **Access:** publisher abstract and indexed selected sections. **Locator:** Online May 6 2026; JEP 114 September issue; abstract, §4.1, §4.2.4 and search-date footnote; complete analyses not read. **DOI:** 10.1016/j.jenvp.2026.103060.

R104 · Phillips (1974), The influence of suggestion on suicide: Substantive and theoretical implications of the Werther effect

Phillips (1974), The influence of suggestion on suicide: Substantive and theoretical implications of the Werther effect. **Access:** full text selected sections. **Locator:** ASR 39 pp. 341–343, data construction and 58.1 calculation. **DOI:** 10.2307/2094294.

R105 · Phillips (1979), Suicide, motor vehicle fatalities, and the mass media: Evidence toward a theory of suggestion

Phillips (1979), Suicide, motor vehicle fatalities, and the mass media: Evidence toward a theory of suggestion. **Access:** primary abstract only. **Locator:** AJS 84(5), pp. 1150–1174; no original tables. **DOI:** 10.1086/226904.

R106 · Phillips (1980), Airplane accidents, murder, and the mass media: Towards a theory of imitation and suggestion

Phillips (1980), Airplane accidents, murder, and the mass media: Towards a theory of imitation and suggestion. **Access:** primary abstract only. **Locator:** Social Forces 58(4), pp. 1001–1024; no 1000 percent denominator recovered. **DOI:** 10.1093/sf/58.4.1001.

**R107 · Altheide (1981), Airplane
Accidents, Murder, and the Mass
Media: Comment on Phillips**

Altheide (1981), Airplane Accidents, Murder, and the Mass Media: Comment on Phillips. **Access:** bibliographic only. **Locator:** Social Forces 60(2), pp. 593–596; not used for a substantive refutation. **DOI:** 10.2307/2578455.

**R108 · Phillips (1981), The Complementary
Virtues of Qualitative and Quantitative
Research: Reply to Altheide**

Phillips (1981), The Complementary Virtues of Qualitative and Quantitative Research: Reply to Altheide. **Access:** bibliographic only. **Locator:** Social Forces 60(2), pp. 597–599; not read in full. **DOI:** 10.2307/2578456.

**R109 · Bridge et al. (2020; online 2019),
Association Between the Release of Netflix’s 13
Reasons Why and Suicide Rates in the United
States: An Interrupted Time Series Analysis**

Bridge et al. (2020; online 2019), Association Between the Release of Netflix’s 13 Reasons Why and Suicide Rates in the United States: An Interrupted Time Series Analysis. **Access:** full text selected sections. **Locator:** Online 2019/issue 2020; methods, results, limitations, age–sex rate tables. **DOI:** 10.1016/j.jaac.2019.04.020.

**R110 · Romer (2020), Reanalysis of the effects
of “13 Reasons Why”: Response to Bridge et al.**

Romer (2020), Reanalysis of the effects of “13 Reasons Why”: Response to Bridge et al.. **Access:** full response read. **Locator:** November 18 2020 response; earlier original reanalysis DOI e0227545 not fully read. **DOI:** 10.1371/journal.pone.0239574.

**R111 · Bridge et al. (2020), Formal
Comment: Romer study fails at
following core principles of reanalysis**

Bridge et al. (2020), Formal Comment: Romer study fails at following core principles of reanalysis. **Access:** full response read. **Locator:** November 18 2020 formal comment. **DOI:** 10.1371/journal.pone.0237184.

**R112 · Niederkrotenthaler et al.
(2020), Association between suicide
reporting in the media and suicide:
systematic review and meta-analysis**

Niederkrotenthaler et al. (2020), Association between suicide reporting in the media and suicide: systematic review and meta-analysis. **Access:** full text selected sections. **Locator:** Abstract, selection/outcomes, principal synthesis. **DOI:** 10.1136/bmj.m575.

R113 • Towers et al. (2015), Contagion in Mass Killings and School Shootings

Towers et al. (2015), Contagion in Mass Killings and School Shootings. **Access:** full text selected sections. **Locator:** Datasets, methods, results and discussion; no data reanalysis. **DOI:** 10.1371/journal.pone.0117259.

R114 • Sumner, Burke & Kooti (2020), Adherence to suicide reporting guidelines by news shared on a social networking platform

Sumner, Burke & Kooti (2020), Adherence to suicide reporting guidelines by news shared on a social networking platform. **Access:** original article methods/results read; timing rechecked in the CDC-hosted main PDF. **Locator:** p. 16268, News Articles and Article Engagement and Characteristics; article selection during 20 October–19 November 2018 and engagement for 60 days after each article was posted. **DOI:** 10.1073/pnas.2001230117. **Remaining limit:** The supplement and all models were not newly audited in the timing check.

R115 • Federal Bureau of Investigation (1979-01-04), Serial 1579: interview with Odell Rhodes

Federal Bureau of Investigation (1979-01-04), Serial 1579: interview with Odell Rhodes. **Access:** full primary transcript read. **Locator:** Interview January 4 1979; original pp. 4–6 and 9 especially.

R116 • Fielding M. McGehee III / Jonestown Institute (transcript page 2001; recording 1978), Q042 Transcript, by Fielding M. McGehee III

Fielding M. McGehee III / Jonestown Institute (transcript page 2001; recording 1978), Q042 Transcript, by Fielding M. McGehee III. **Access:** primary transcript selected passages. **Locator:** Christine Miller/Jones exchange and crowd responses; not audio-completeness audit.

R121 • Milgram (1963), Behavioral Study of Obedience

Milgram (1963), Behavioral Study of Obedience. **Access:** full text methods results read. **Locator:** JASP 67 pp. 371–378, methods/procedure/results; remote condition. **DOI:** 10.1037/h0040525.

R122 • Burger (2009), Replicating Milgram: Would people still obey today?

Burger (2009), Replicating Milgram: Would people still obey today?. **Access:** full text methods results read. **Locator:** American Psychologist 64 pp. 1–11; screening, methods, Table 2, limits. **DOI:** 10.1037/a0010932.

**R125 • Haslam, Reicher & Birney (2014),
Nothing by mere authority: Evidence that in
an experimental analogue of the Milgram
paradigm participants are motivated
not by orders but by appeals to science**

Haslam, Reicher & Birney (2014), Nothing by mere authority: Evidence that in an experimental analogue of the Milgram paradigm participants are motivated not by orders but by appeals to science. **Access:** primary abstract only. **Locator:** Journal of Social Issues 70 pp. 473–488; adjective–task analogue. **DOI:** 10.1111/josi.12072.

**R126 • Hofling et al. (1966), An experimental
study in nurse-physician relationships**

Hofling et al. (1966), An experimental study in nurse–physician relationships. **Access:** bibliographic only no abstract. **Locator:** J Nerv Ment Dis 143 pp. 171–180; quantities remain book-reported. **DOI:** 10.1097/00005053-196608000-00008.

**R127 • Rank & Jacobson (1977), Hospital
nurses' compliance with medication
overdose orders: a failure to replicate**

Rank & Jacobson (1977), Hospital nurses' compliance with medication overdose orders: a failure to replicate. **Access:** bibliographic only. **Locator:** J Health Soc Behav 18 pp. 188–193; original result denominator not verified.

**R128 • Makary & Daniel (2016), Medical error
—the third leading cause of death in the US**

Makary & Daniel (2016), Medical error—the third leading cause of death in the US. **Access:** full text unavailable. **Locator:** BMJ analysis; estimate examined through primary critique and systematic review. **DOI:** 10.1136/bmj.i2139.

**R129 • Shojania & Dixon-Woods (2017; online
2016), Estimating deaths due to medical error:
the ongoing controversy and why it matters**

Shojania & Dixon-Woods (2017; online 2016), Estimating deaths due to medical error: the ongoing controversy and why it matters. **Access:** primary abstract and author response. **Locator:** BMJ Quality Safety 26 pp. 423–428; associated BMJ response rr-54. **DOI:** 10.1136/bmjqs-2016-006144.

**R130 • Rodwin et al. (2020), Rate of
Preventable Mortality in Hospitalized Patients:
a Systematic Review and Meta-analysis**

Rodwin et al. (2020), Rate of Preventable Mortality in Hospitalized Patients: a Systematic Review and Meta-analysis. **Access:** full text selected sections. **Locator:** Abstract, methods, eight consecutive/random cohorts; primary–data reanalysis not performed. **DOI:**

10.1007/s11606-019-05592-5.

**R132 · Coppock, Ekins & Kirby
(2018), The Long-lasting Effects of
Newspaper Op-Eds on Public Opinion**

Coppock, Ekins & Kirby (2018), The Long-lasting Effects of Newspaper Op-Eds on Public Opinion. **Access:** full text selected sections. **Locator:** QJPS 13 pp. 59–87; design, Tables 1 and 5, primary/longitudinal results. **DOI:** 10.1561/100.00016112.

**R133 · Author-posted notice (n.d.;
accessed 2026-09-15), Errata: On
Coppock, Ekins and Kirby (2018),
Quarterly Journal of Political Science 13(1)**

Author-posted notice (n.d.; accessed 2026-09-15), Errata: On Coppock, Ekins and Kirby (2018), Quarterly Journal of Political Science 13(1). **Access:** complete notice read. **Locator:** All five pages. **Remaining limit:** The publication or announcement date and an explicit notice byline were not established.

**R134 · Smith, De Houwer & Nosek (2013),
Consider the source: Persuasion of implicit
evaluations is moderated by source credibility**

Smith, De Houwer & Nosek (2013), Consider the source: Persuasion of implicit evaluations is moderated by source credibility. **Access:** full text selected experiments. **Locator:** PSPB 39 pp. 193–205; abstract, Study 1 procedure, Study 5 manipulation/results. **DOI:** 10.1177/0146167212472374.

**R136 · Dolnik, Case & Williams (2003),
Stealing thunder as a courtroom tactic
revisited: Processes and boundaries**

Dolnik, Case & Williams (2003), Stealing thunder as a courtroom tactic revisited: Processes and boundaries. **Access:** primary abstract only. **Locator:** Law and Human Behavior 27 pp. 267–287; no full denominators. **DOI:** 10.1023/A:1023431823661.

**R137 · Ward & Brenner (2006),
Accentuate the negative: The positive
effects of negative acknowledgment**

Ward & Brenner (2006), Accentuate the negative: The positive effects of negative acknowledgment. **Access:** full text methods results read. **Locator:** Psychological Science 17 pp. 959–962, all three experiments. **DOI:** 10.1111/j.1467-9280.2006.01812.x.

R138 · Sagarin, Cialdini, Rice & Serna (2002), Dispelling the illusion of invulnerability: The motivations and mechanisms of resistance to persuasion

Sagarin, Cialdini, Rice & Serna (2002), Dispelling the illusion of invulnerability: The motivations and mechanisms of resistance to persuasion. **Access:** full text methods results read. **Locator:** JPSP 83 pp. 526–541; all three methods/results, Tables 1–3, delayed test. **DOI:** 10.1037/0022-3514.83.3.526.

R139 · Sagarin et al. (2004), “Dispelling the illusion of invulnerability: The motivations and mechanisms of resistance to persuasion”: Correction to Sagarin et al. (2002)

Sagarin et al. (2004), “Dispelling the illusion of invulnerability: The motivations and mechanisms of resistance to persuasion”: Correction to Sagarin et al. (2002). **Access:** complete notice read. **Locator:** JPSP 87(4) p. 493; scale labels only. **DOI:** 10.1037/h0087893.

R140 · Worchel, Lee & Adewole (1975), Effects of supply and demand on ratings of object value

Worchel, Lee & Adewole (1975), Effects of supply and demand on ratings of object value. **Access:** full text complete read. **Locator:** pp. 906–914; Table 1; p. 910 taste and cost; Experiment 2 awareness exclusion. **DOI:** 10.1037/0022-3514.32.5.906.

R141 · Knishinsky (1982), The effects of scarcity of material and exclusivity of information on industrial buyer perceived risk in provoking a purchase decision

Knishinsky (1982), The effects of scarcity of material and exclusivity of information on industrial buyer perceived risk in provoking a purchase decision. **Access:** library metadata only. **Locator:** Dissertation identity only; sixfold order increase not verified.

R144 · Barton, Zlatevska & Oppewal (2022), Scarcity tactics in marketing: A meta-analysis of product scarcity effects on consumer purchase intentions

Barton, Zlatevska & Oppewal (2022), Scarcity tactics in marketing: A meta-analysis of product scarcity effects on consumer purchase intentions. **Access:** full text targeted read. **Locator:** Methods pp. 747–748; Table 1 p. 748; purchase-intention limits pp. 755–756. **DOI:** 10.1016/j.jretai.2022.06.003.

R145 • Meyerowitz & Chaiken (1987), The effect of message framing on breast self-examination attitudes, intentions, and behavior

Meyerowitz & Chaiken (1987), The effect of message framing on breast self-examination attitudes, intentions, and behavior. **Access:** primary abstract. **Locator:** Abstract; immediate attitudes/intentions and four-month self-report; full sample unavailable. **DOI:** 10.1037//0022-3514.52.3.500.

R146 • Ainiwaer et al. (2021), Effects of Message Framing on Cancer Prevention and Detection Behaviors, Intentions, and Attitudes: Systematic Review and Meta-analysis

Ainiwaer et al. (2021), Effects of Message Framing on Cancer Prevention and Detection Behaviors, Intentions, and Attitudes: Systematic Review and Meta-analysis. **Access:** full text targeted read. **Locator:** Abstract; Methods; Study Characteristics; date from article XML. **DOI:** 10.2196/27634. **Version:** The final paper was published on 16 September 2021. The publisher also lists a preprint first published on 1 February 2021; that earlier version was not inspected or compared.

R147 • Thomas et al. (2002), Randomized trial of breast self-examination in Shanghai: Final results

Thomas et al. (2002), Randomized trial of breast self-examination in Shanghai: Final results. **Access:** primary abstract. **Locator:** Abstract: 266064 women; 10–11 years; cancer mortality; comment links. **DOI:** 10.1093/jnci/94.19.1445.

R148 • Kösters & Gøtzsche (2003; updated review displayed), Regular self-examination or clinical examination for early detection of breast cancer

Kösters & Gøtzsche (2003; updated review displayed), Regular self-examination or clinical examination for early detection of breast cancer. **Access:** primary review summary. **Locator:** Summary: 2 trials, 388,535 women; mortality and benign biopsies. **Version:** The publisher page cites the 2003 base review, DOI 10.1002/14651858.CD003373, while displaying updated content with searches through October 2007. The exact publication date of that update was not established.

R149 • Carpenter (2013), A meta-analysis of the effectiveness of the “But You Are Free” compliance-gaining technique

Carpenter (2013), A meta-analysis of the effectiveness of the “But You Are Free” compliance-gaining technique. **Access:** primary abstract. **Locator:** 42-study synthesis; abstract only. **DOI:** 10.1080/10510974.2012.727941.

R150 · Fillon, Souchet, Pascual & Girandola (2023), The effectiveness of the “But-you-are-free” technique: Meta-analysis and re-examination of the technique

Fillon, Souchet, Pascual & Girandola (2023), The effectiveness of the “But-you-are-free” technique: Meta-analysis and re-examination of the technique. **Access:** full text targeted read. **Locator:** Abstract; Results; Risk of Bias 2; Figure 9; temporality discussion. **DOI:** 10.15626/MP.2020.2640.

R151 · Driscoll, Davis & Lipetz (1972), Parental interference and romantic love: The Romeo and Juliet effect

Driscoll, Davis & Lipetz (1972), Parental interference and romantic love: The Romeo and Juliet effect. **Access:** primary abstract. **Locator:** 140-couple study abstract; original full demographics unavailable. **DOI:** 10.1037/h0033373.

R152 · Sinclair, Hood & Wright (2014), Revisiting the Romeo and Juliet Effect (Driscoll, Davis, & Lipetz, 1972): Reexamining the Links Between Social Network Opinions and Romantic Relationship Outcomes

Sinclair, Hood & Wright (2014), Revisiting the Romeo and Juliet Effect (Driscoll, Davis, & Lipetz, 1972): Reexamining the Links Between Social Network Opinions and Romantic Relationship Outcomes. **Access:** full text targeted read. **Locator:** Social Psychology 45, 170–178: methods, results and limitations; OSF <https://osf.io/6wxgf/>. **DOI:** 10.1027/1864-9335/a000181.

R153 · O’Leary (1995), Parental discipline mistakes

O’Leary (1995), Parental discipline mistakes. **Access:** publisher metadata only. **Locator:** 4(1), 11–13; review full text unavailable. **DOI:** 10.1111/1467-8721.ep10770944.

R154 · Moriarty (1972), Crime, Commitment and the Responsive Bystander

Moriarty (1972), Crime, Commitment and the Responsive Bystander. **Access:** full text complete read. **Locator:** 56 beach thefts; procedure and control exclusions; this is not the 1975 journal version.

**R155 · Freedman & Fraser (1966),
Compliance without pressure:
The foot-in-the-door technique**

Freedman & Fraser (1966), Compliance without pressure: The foot-in-the-door technique. **Access:** full text targeted read. **Locator:** Experiment 2 methods, pp. 199–200, including the one-contact control; Table 2; discussion, pp. 201–202. **DOI:** 10.1037/h0023552.

**R156 · Gollwitzer et al. (2009), When
Intentions Go Public: Does Social Reality
Widen the Intention-Behavior Gap?**

Gollwitzer et al. (2009), When Intentions Go Public: Does Social Reality Widen the Intention-Behavior Gap?. **Access:** full text targeted read. **Locator:** Psychological Science 20, 612–618; Studies 1–3 methods/results; Table 1 p. 615; Study 4 not audited. **DOI:** 10.1111/j.1467-9280.2009.02336.x.

**R157 · Klein, Lount, Park & Linford (2020;
online 2019), When goals are known:
The effects of audience relative status
on goal commitment and performance**

Klein, Lount, Park & Linford (2020; online 2019), When goals are known: The effects of audience relative status on goal commitment and performance. **Access:** primary abstract. **Locator:** Online 2019; journal issue 2020; four-study abstract only. **DOI:** 10.1037/apl0000441.

**R158 · Lokhorst et al. (2013; online 2011),
Commitment and behavior change: A meta-
analysis and critical review of commitment-
making strategies in environmental research**

Lokhorst et al. (2013; online 2011), Commitment and behavior change: A meta-analysis and critical review of commitment-making strategies in environmental research. **Access:** full text targeted read. **Locator:** Table 2 commitment versus control/other interventions and follow-up; selected Table 1 entries; journal issue 2013. **DOI:** 10.1177/0013916511411477.

**R159 · Nyer & Dellande (2010;
online 2009), Public commitment
as a motivator for weight loss**

Nyer & Dellande (2010; online 2009), Public commitment as a motivator for weight loss. **Access:** primary abstract. **Locator:** Exact weight-loss sample, attrition and percentages not certified. **DOI:** 10.1002/mar.20316.

R160 • Cialdini, Cacioppo, Bassett & Miller (1978), Low-ball procedure for producing compliance: Commitment then cost

Cialdini, Cacioppo, Bassett & Miller (1978), Low-ball procedure for producing compliance: Commitment then cost. **Access:** full text targeted read. **Locator:** Experiment 1, pp. 465–466; agreement and actual attendance; additional experiments not fully audited. **DOI:** 10.1037/0022-3514.36.5.463.

R161 • Burger & Caputo (2015), The low-ball compliance procedure: A meta-analysis

Burger & Caputo (2015), The low-ball compliance procedure: A meta-analysis. **Access:** full text main article read. **Locator:** pp. 214–220; 19 comparisons; pooling and mechanism discussion. **DOI:** 10.1080/15534510.2015.1049203.

R162 • Pallak & Cummings (1976), Commitment and Voluntary Energy Conservation

Pallak & Cummings (1976), Commitment and Voluntary Energy Conservation. **Access:** primary abstract. **Locator:** 2(1), 27–30; related program, not full 1980 chapter. **DOI:** 10.1177/014616727600200105.

R163 • Grant & Hofmann (2011), It's not all about me: Motivating hand hygiene among health care professionals by focusing on patients

Grant & Hofmann (2011), It's not all about me: Motivating hand hygiene among health care professionals by focusing on patients. **Access:** full text main article read. **Locator:** pp. 1494–1499; Tables 1–2, both experiments, limitations. **DOI:** 10.1177/0956797611419172.

R164 • Meeker et al. (2014), Nudging guideline-concordant antibiotic prescribing: A randomized clinical trial

Meeker et al. (2014), Nudging guideline-concordant antibiotic prescribing: A randomized clinical trial. **Access:** Final journal PDF: methods, results, all four tables and limitations read; Tables 3–4 visually checked. **Locator:** JAMA Internal Medicine 174:425–431; abstract p. 425, methods pp. 426–427, results pp. 427–428, Tables 3–4 pp. 428–429, and discussion p. 430. The no-poster control, display timeline and future post-removal evaluation were additionally checked visually on pp. 426–427 and 430. **DOI:** 10.1001/jamainternmed.2013.14191.

R165 · Sallis et al. (2020), Prescriber Commitment Posters to Increase Prudent Antibiotic Prescribing in English General Practice: A Cluster Randomized Controlled Trial

Sallis et al. (2020), Prescriber Commitment Posters to Increase Prudent Antibiotic Prescribing in English General Practice: A Cluster Randomized Controlled Trial. **Access:** full text main article read. **Locator:** Methods; Tables 1–3; Results; per-protocol and Discussion limitations. **DOI:** 10.3390/antibiotics9080490.

R166 · Linder et al. (2017), Effects of behavioral interventions on inappropriate antibiotic prescribing in primary care 12 months after stopping interventions

Linder et al. (2017), Effects of behavioral interventions on inappropriate antibiotic prescribing in primary care 12 months after stopping interventions. **Access:** primary abstract figure reference list. **Locator:** 2016 BEARI follow-up identified from primary record/figure; full PDF and EuropePMC XML retrieval failed. **DOI:** 10.1001/jama.2017.11152.

R167 · Freedman (1965), Long-term behavioral effects of cognitive dissonance

Freedman (1965), Long-term behavioral effects of cognitive dissonance. **Access:** primary abstract. **Locator:** JESP 1, 145–155; delayed forbidden-toy result, exact N/time not certified. **DOI:** 10.1016/0022-1031(65)90042-9.

R168 · Schein (1956), The Chinese indoctrination program for prisoners of war: A study of attempted “brainwashing”

Schein (1956), The Chinese indoctrination program for prisoners of war: A study of attempted “brainwashing”. **Access:** publisher metadata only. **Locator:** Psychiatry 19, 149–172; digitization date not publication date. **DOI:** 10.1080/00332747.1956.11023044.

R169 · Segal (1954), Initial psychiatric findings of recently repatriated prisoners of war

Segal (1954), Initial psychiatric findings of recently repatriated prisoners of war. **Access:** primary abstract. **Locator:** AJP 111, 358–363; returned POW observations. **DOI:** 10.1176/ajp.111.5.358.

R170 · Aronson & Mills (1959), The effect of severity of initiation on liking for a group

Aronson & Mills (1959), The effect of severity of initiation on liking for a group. **Access:** full text targeted read. **Locator:** pp. 177–181; methods and Tables 1–2; immediate evaluation, not real group durability.

R171 · Valdesolo & DeSteno (2011), Synchrony and the social tuning of compassion

Valdesolo & DeSteno (2011), Synchrony and the social tuning of compassion. **Access:** full text targeted read. **Locator:** Emotion 11, 262–266; method, helping incidence/time, mediation. **DOI:** 10.1037/a0021302.

R172 · Inzlicht, Gutsell & Legault (2012), Mimicry reduces racial prejudice

Inzlicht, Gutsell & Legault (2012), Mimicry reduces racial prejudice. **Access:** full text main article read. **Locator:** JESP 48, 361–365; Methods, Results and Discussion; immediate AMP and symbolic racism. **DOI:** 10.1016/j.jesp.2011.06.007.

R173 · Rennung & Göritz (2016), Prosocial Consequences of Interpersonal Synchrony: A Meta-Analysis

Rennung & Göritz (2016), Prosocial Consequences of Interpersonal Synchrony: A Meta-Analysis. **Access:** full text targeted read. **Locator:** Principal pooled outcomes; moderator table, especially experimenter blinding. **DOI:** 10.1027/2151-2604/a000252.

R174 · Atwood, Schachner & Mehr (2022), Expectancy Effects Threaten the Inferential Validity of Synchrony-Prosociativity Research

Atwood, Schachner & Mehr (2022), Expectancy Effects Threaten the Inferential Validity of Synchrony-Prosociativity Research. **Access:** full text main article read. **Locator:** N=216 hypothetical-scenario study; main Methods/Results/Discussion; supplemental materials not independently analyzed. **DOI:** 10.1162/opmi_a_00067.

R175 · Tunçgenç, Bamford, Fawcett & Cohen (2023), The Synchrony-Prosociativity Link Cannot Be Explained Away as Expectancy Effect: Response to Atwood et al. (2022)

Tunçgenç, Bamford, Fawcett & Cohen (2023), The Synchrony-Prosociativity Link Cannot Be Explained Away as Expectancy Effect: Response to Atwood et al. (2022). **Access:** full text main reply read. **Locator:** Open Mind 7, 711–714; reply, no new experiment; referenced infant/VR studies not independently audited. **DOI:** 10.1162/opmi_a_00103.

R176 · de la Rosa, Sanabria, Capizzi & Correa (2012), Temporal preparation driven by rhythms is resistant to working memory interference

de la Rosa, Sanabria, Capizzi & Correa (2012), Temporal preparation driven by rhythms is resistant to working memory interference. **Access:** full text targeted read. **Locator:** Participants and dual-task methods, Experiment 1 discussion and General Discussion. **DOI:** 10.3389/fpsyg.2012.00308.

**R177 · Gold, Frank, Bogert & Brattico (2013),
Pleasurable music affects reinforcement
learning according to the listener**

Gold, Frank, Bogert & Brattico (2013), Pleasurable music affects reinforcement learning according to the listener. **Access:** full text targeted read. **Locator:** Abstract; Subjects and Table 1; interpretations and limitations; detailed all-outcome analysis not replicated. **DOI:** 10.3389/fpsyg.2013.00541.

**R178 · Aron et al. (1997), The experimental
generation of interpersonal closeness: A
procedure and some preliminary findings**

Aron et al. (1997), The experimental generation of interpersonal closeness: A procedure and some preliminary findings. **Access:** full text targeted read. **Locator:** Study 1 methods/results, pp. 364–365; p. 371 attributes the 58-pair seven-week follow-up to Study 3; p. 376, note 7 separately describes 53 pairs from an earlier development study. **DOI:** 10.1177/0146167297234003.

**R179 · Sprecher et al. (2013), Taking
turns: Reciprocal self-disclosure
promotes liking in initial interactions**

Sprecher et al. (2013), Taking turns: Reciprocal self-disclosure promotes liking in initial interactions. **Access:** primary abstract. **Locator:** Reciprocity and immediate closeness; full design/N not audited. **DOI:** 10.1016/j.jesp.2013.03.017.

**R180 · Pfeffer & Cialdini
(1998), Illusions of influence**

Pfeffer & Cialdini (1998), Illusions of influence. **Access:** chapter metadata only. **Locator:** Exact cocreation/partner-rating result unavailable. **DOI:** 10.4135/9781483345291.n1.

**R181 · Liu & Gal (2011; online 2010), Bringing
us together or driving us apart: The effect
of soliciting consumer input on consumers'
propensity to transact with an organization**

Liu & Gal (2011; online 2010), Bringing us together or driving us apart: The effect of soliciting consumer input on consumers' propensity to transact with an organization. **Access:** primary author abstract preprint metadata. **Locator:** Preprint written 2010, revised 2011; JCR issue 2011; full text failed; payment detail unverified. **DOI:** 10.1086/658884.

**R182 · Norton, Mochon & Ariely (2012; online
2011), The IKEA effect: When labor leads to love**

Norton, Mochon & Ariely (2012; online 2011), The IKEA effect: When labor leads to love. **Access:** publisher abstract metadata. **Locator:** Four studies and completion boundary only; journal issue 2012; methods and exact effects not audited. **DOI:** 10.1016/j.jcps.2011.08.002.

R183 · Greenwood et al. (2020), Physician–patient racial concordance and disparities in birthing mortality for newborns

Greenwood et al. (2020), Physician–patient racial concordance and disparities in birthing mortality for newborns. **Access:** Seven–page PDF text read via web reader; main text, Tables 1–5, limitations, conclusion, references. **Locator:** 21194–21200. **DOI:** 10.1073/pnas.1913405117.

R189 · Borjas & VerBruggen (2024), Physician–patient racial concordance and newborn mortality

Borjas & VerBruggen (2024), Physician–patient racial concordance and newborn mortality. **Access:** Five–page article text read, including Table 1, discussions and footnotes; supplement not inspected. **Locator:** PNAS 121(39), e2409264121; pp. 1–5, Table 1; title and author line rechecked on p. 1. **DOI:** 10.1073/pnas.2409264121.

R191 · Moriarty (1975), Crime, commitment, and the responsive bystander: Two field experiments

Moriarty (1975), Crime, commitment, and the responsive bystander: Two field experiments. **Access:** APA–supplied first–page preview only; final methods/results unavailable. **Locator:** JPSP 31:370–376; inspected p. 370 abstract distinguishes noticing from intervening. **DOI:** 10.1037/h0076288.

R192 · Feeley, Anker & Aloe (2012), The Door-in-the-Face Persuasive Message Strategy: A Meta-Analysis of the First 35 Years

Feeley, Anker & Aloe (2012), The Door-in-the-Face Persuasive Message Strategy: A Meta-Analysis of the First 35 Years. **Access:** Primary institutional abstract read; full methods and tables not inspected. **Locator:** Communication Monographs 79(3), 316–343; abstract: 78 verbal comparisons, $r=.126$; 39 behavioral comparisons, $r=.052$; only the verbal estimate was statistically significant. **DOI:** 10.1080/03637751.2012.697631. **Remaining limit:** Full methods, comparison dependence, overlap with later syntheses and bias analyses not inspected.

12 Editorial Review Notice, Disclosures, and Corrections

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