

Andrew Smith
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Office Hours: Held after exams. TBA.

Required Text:

Cialdini, R. B. (2009). Influence: Science and Practice (Fifth Edition). Boston, MA: Allyn and Bacon.

Supplementary Readings:

Throughout the term, supplementary readings will be required. Links to or references for the readings will be available on Moodle (

Exams:

the exam, with appropriate documentation¹. Please use the *Request for an Exam Deferral* form found on our website or from the UG office and attach your documentation.

2. Complete and return the instructor-signed *Permission for an Incomplete Grade* form available on the Arts and Science website and return it to the UG office.

http://www.queensu.ca/artsci/sites/default/files/Permission_for_an_incomplete_grade%2021jan2011.pdf

	<u>Topic</u>	<u>Readings</u>
Week 8: (Feb. 25, 28)	Compliance and Process Information-based compliance (continued)	Cialdini, Ch. 8
Week 9: (Mar. 4)	Obedience Milgram NO CLASS MARCH 7	
Week 10: (Mar. 11, 14)	Obedience/Persuasion at Work Milgram (continued) Zimbardo	Supplementary (Moodle)
Week 11: (Mar. 18, 21)	Persuasion at Work Zimbardo (continued) Politics,	Supplementary (Moodle)