

# MCAT Review Questions Immunology

MCAT QUESTION  
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How would Jenny, a salesperson at an organic pre-made meals company, use the door-in-the-face technique to persuade people who do not want to subscribe to purchase the meals?

- A. Ask individuals if they want to subscribe to the meals for two years, and then later scale it down to a month.
- B. Ask individuals if they want to subscribe to the meals, and if they are interested, say that they should do so immediately because the 15% discount will end within two days.
- C. Ask individuals if they want to subscribe to the meals using a trial basis of one week. Once they agree, she would then ask if they want a six-month subscription.
- D. Ask individuals if they want to subscribe to the meals and then hand out a flyer of endorsements given by famous chefs.

Correct Answer: A

## Explanation

*Foundational Concept: 7. Biological, psychological, and sociocultural factors influence behavior and behavior change*  
*Content Category: 7B. Social processes that influence human behavior*  
*Scientific Reasoning and Inquiry Skills: 1 Knowledge of Scientific Concepts and Principles*

With the door-in-the-face technique, the requester starts with a very large appeal and more often than not will be denied (the door will be slammed in his/her face). The requester then makes a concession and offers a second request, upon which the person being asked will feel that he/she should also make a concession and will more likely accept the offer.

## Distractors

B. This is incorrect. This scenario describes a persuasive technique that relies on using a deadline such as a sale that will end in two days. This produces feelings of anxiety that the same deal will not be offered in the future.

C. This is incorrect. This scenario illustrates the foot-in-the-door technique, which involves asking for a smaller request. Once the requester has the individual's attention and the requester thus has his/her foot in the door, the requester makes a larger request.

D. This is incorrect. This scenario relies on using testimonials that demonstrate the legitimacy and credibility of the product.

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