

Researchers who 1 _____ people have 2 _____ up with 3 _____ clever ways 4 _____ study favors. 5 _____ information collected 6 _____ these studies 7 _____ us interesting 8 _____ about the 9 _____ people think 10 _____ favors.

One 11 _____ the most 12 _____ studies was 13 _____ by a 14 _____ of business 15 _____ Stanford University. 16 _____ professor's name 17 _____ Franck Flynn. 18 _____ the study 19 _____ he set 20 _____, Flynn found 21 _____ couple of 22 _____ things. First, 23 _____ found that 24 _____ people think 25 _____ generally don't 26 _____ to help 27 _____. How did 28 _____ figure this 29 _____? He asked 30 _____ people who 31 _____ helping in 32 _____ research to 33 _____ how many 34 _____ they would 35 _____ to ask 36 _____ a favor. 37 _____ example, he 38 _____ his helpers 39 _____ guess how 40 _____ people out 41 _____ ten or 42 _____ would agree 43 _____ do a 44 _____. The kinds 45 _____ favors in 46 _____ study were 47 _____ like filling 48 _____ a survey, 49 _____ a cell 50 _____, or guiding 51 _____ to some 52 _____ on campus. 53 _____ favor-askers 54 _____ guessed that 55 _____ would have 56 _____ ask a 57 _____ of people 58 _____ they found 59 _____ certain number 60 _____ would say 61 _____. But they 62 _____ wrong. After 63 _____ the research, 64 _____ favor-askers 65 _____ that a 66 _____ more people 67 _____ yes than 68 _____ thought.

Another 69 _____ thing that 70 _____ found in 71 _____ research was 72 _____ power of 73 _____ word "favor." 74 _____ using that 75 _____ seemed to 76 _____ it more 77 _____ for people 78 _____ agree to 79 _____. For example, 80 _____ the asker 81 _____ asked people 82 _____ fill out 83 _____ survey, only 84 _____ percent of 85 _____ people agreed 86 _____ do it. 87 _____ then Flynn 88 _____ his helpers 89 _____ change the 90 _____. He told 91 _____ to ask 92 _____, "Can you 93 _____ me a 94 _____ and fill 95 _____ this survey?" 96 _____ the helpers 97 _____ that, over 98 _____ percent of 99 _____ people agreed 100 _____ do it!