

REVERSE PSYCHOLOGY

Reverse psychology refers to a persuasion technique in which one person tries to get someone to do something by suggesting that they do the opposite.

KEY TERMS

1. Psychological Reactance

The idea that an item will be wanted more if people are told they cannot have it.

2. Strategic self-anti-conformity

When a person advocates a position opposite of their true thought while hiding the fact that they are using a persuasion tactic.

KEY CONTEXTS

- 1 Marketing
- 2 Parenting young children
- 3 With adolescents
- 4 Psychotherapy

Reverse Psychology

Ying-Ying Zheng



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