

Cialdini Influence Science And Practice



The secret opens with Aunt Polly arriving the house in search of her nephew, Tom Sawyer. She finds him in the closet, discovers that his hands are covered with jam, and prepares to give him a whipping. Tom runs out frantically, "Look behind you!" and when Aunt Polly turns, Tom escapes over the fence. After Tom is gone, Aunt Polly reflects carefully on Tom's mischief and how she lets him get away with his work.

Tom comes home at supper time. During supper, Aunt Polly scolds and scolds Tom for his behavior and what happened to his collar as well as how he got his feet. Tom's half brother, that himself to discipline his

Tom goes out of the house to play the streets of St. Petersburg. Tom and the new arrival eventually chooses the afternoon all the way home.

When he returns home in the evening, Tom finds Aunt Polly waiting for him. She returns his dirty clothes and wishes to make him work the next day, a Saturday, as punishment.

On Saturday morning, Aunt Polly sends Tom out to whitewash the fence. Tom passes by, and Tom tries to get him to do some of the whitewashing in return for a "white alley," a kind of excuse. Tom almost agrees, but Aunt Polly appears and chases him off, leaving Tom alone with his labor.

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The servant opens with Aunt Polly crossing the fence in search of her nephew, Tom Sawyer. She finds him in the closet, discovers that his hands are covered with jam, and prepares to give him a whipping. Tom runs out frantically, "Look behind you!" and when Aunt Polly turns, Tom escapes over the fence. After Tom is gone, Aunt Polly reflects carefully on Tom's mischief and how she lets him get away with his tricks.

Tom comes home at supper time. During supper, Aunt Polly asks Tom about his absence and what happened. Tom's collar is still wet with jam, but he lies, Tom's half brother, that he went to dig for treasure.

Tom goes out of the house following the streets of St. Petersburg. Tom and the new arrival eventually chase the swimmers all the way home.

When he returns home in the evening, Tom finds Aunt Polly waiting for him. She returns his dirty clothes and resolves to make him work the next day, a Saturday, as punishment.

On Saturday morning, Aunt Polly sends Tom out to whitewash the fence. Tom passes by, and Tom tries to get him to do some of the whitewashing in return for a "white alley," a kind of excuse. Tom almost agrees, but Aunt Polly appears and chases him off, leaving Tom alone with his labor.

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Tom tells her about his absence and he stopped school that day. Aunt Polly is satisfied, but Tom has earned the punishment and eventually

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