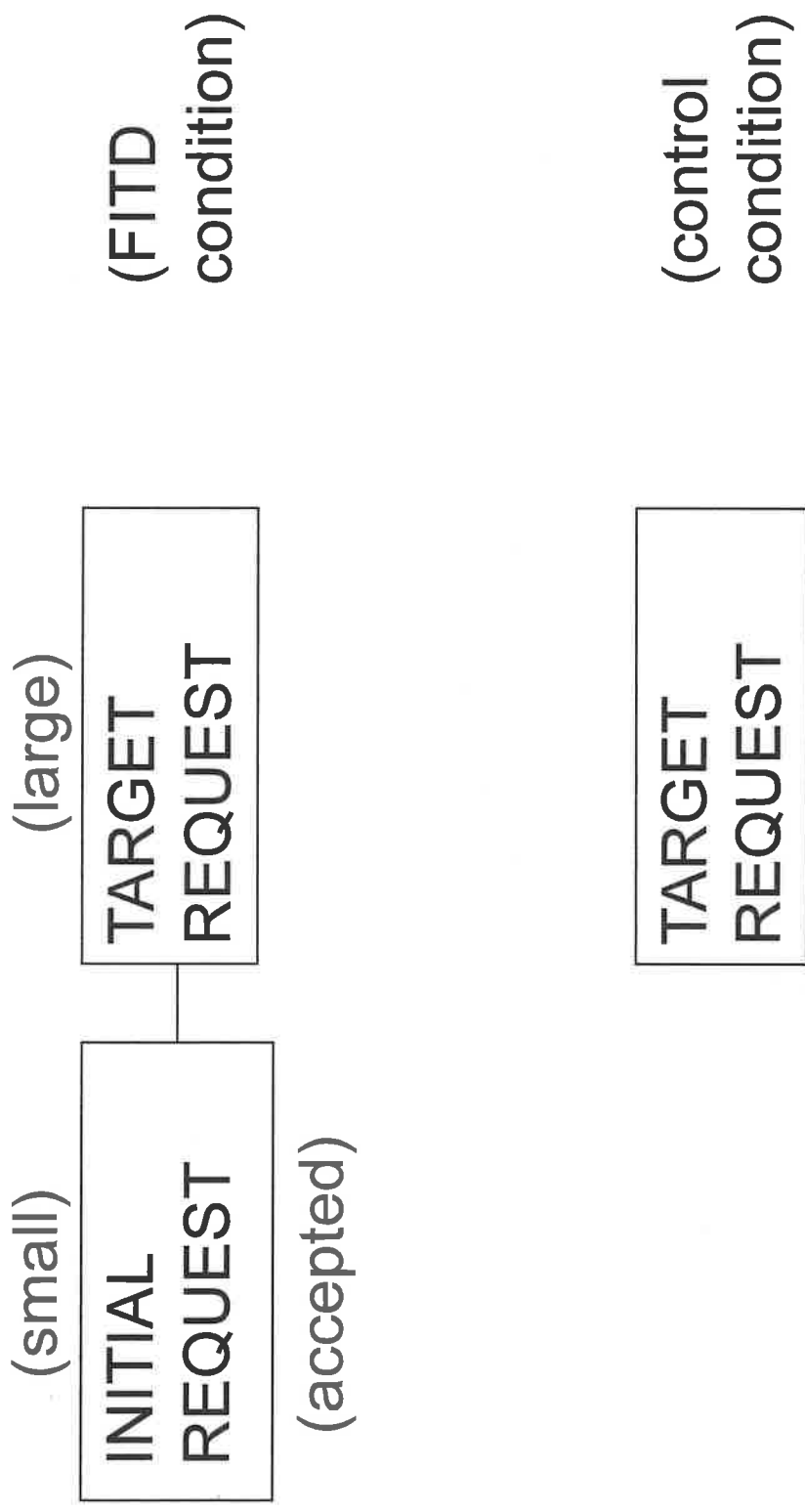


foot-in-the-door (FITD):



door-in-the-face (DITF):

