Doing This Makes People Twice as Likely to Help You, According to Wharton Psychologist Adam Grant

December 08, 2022

When you ask people for help with projects or tasks, how likely are they to do what you ask? It turns out that one factor tips the balance between likely to help you or unlikely—whether you thanked them last time they did. It may seem obvious that thanking someone for a favor makes them more willing to do another one, but you might be surprised at how big a difference it makes.

…