

# Say This, Get Your Way

November 10, 2011

## ***Men's Health Magazine:***

If people don't listen to you, it's not that they don't respect you—it could be how you're phrasing your request, suggests a new study published in *Psychological Science*.

In the study, college students who were told that speed limit laws were about to take effect accepted and agreed with the new regulations. But when the laws were said to be possibly going into effect, more students expressed outrage.

What's going on? If a direction seems final, people just accept it, explains researcher Kristin Laurin, a Ph.D. candidate at the University of Waterloo. But if there is a possibility that the rule won't happen, they long for the freedom that they would be restricted from and look for ways to get around the regulation.

Read the full story: [Men's Health Magazine](#)