

# Social psychology research: bias and ethics

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An Attitude-Behavior Style of Salespeoples Route. An Attitude-Behavior Style of Salespeoples Customer Route.

The purpose of this analysis is to provide further ideas into the build of client positioning at the individual level. The professional main results were that outcomes support the authors two-dimensional conceptualization of client positioning. They also discover that customer-oriented activities have an improvement on client support. The professional recommended moderating outcomes problem, balance and abilities which are also in proof. You will see analysis design tendency whereby the professional provides a two-dimensional conceptualization of client positioning that distinguishes between activities and habits. The professional uses these concepts to analysis the problem announcement.

Moreover, the outcomes support the authors two-dimensional conceptualization of client positioning. The professional offers and researches a good moderating impact of problem, balance, and abilities on the link between customer-oriented mind-set and client focused activities and negative moderating impact of salespeople's restriction in job freedom (Rednik, 2008) . These outcomes are handled something either positively or negatively. The outcomes can have a bad impact if used in the real world because they are handled by only two aspects whereas they are so many aspects of client positioning. To avoid the key problem of common method tendency, the professional researches the issues in the viewpoint of dyadic data, capturing results from sales agents and their customers.

The analysis was performed unethically in that the researcher was losing detachment. The professional used two aspects only; mind-set and activities and confident that the outcomes obtained strengthened the two-dimensional  
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conceptualization of client positioning. The professional also recommended moderating outcomes and made sure that these outcomes were obvious in the analysis outcomes.

#### Reference

1. Resnik, D. (2008). Philosophical Basic concepts of Social Principles.  
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