

9. How does the email's claim that "Over 92% of employees have already completed the verification" attempt to pressure the recipient into responding to the email?
- (A) By framing the request as routine HR communication that seems safe, showing the use of familiarity
 - (B) By implying that the opportunity to comply is limited and may soon be lost, showing the use of scarcity
 - (C) By presenting the request as coming from those in power and intimidating the recipient, showing the use of authority
 - (D) By applying social pressure and making the recipient believe most coworkers have already acted, showing the use of consensus