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## **Instrumental and normative pathways to compliance: results from field research on moped drivers**

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Propositions relating to the dissertation

INSTRUMENTAL AND NORMATIVE PATHWAYS  
TO COMPLIANCE

*Results from field research on moped drivers*

by Bo Lammert Terpstra

1. Establishing the link between police action and citizen perceptions is imperative to credibly establish the effect of police policy on compliance.
2. When research shows that higher quality of police treatment and decision-making does not lead to higher levels of perceived procedural justice, this does not imply that police officers should not be concerned with respectful treatment, voice, trustworthiness or neutrality.
3. The conclusion that people primarily comply with the law because they believe in respecting legitimate authority cannot be drawn based on current research.
4. In the setting of moped traffic laws, police policy based on both instrumental and normative motivations can be executed without the risk of one policy crowding out another.
5. There is no such thing as an average offender.
6. Reproducibility in science is undervalued because the incentives for individual scientists prioritize novelty over replication.
7. Proper psychometric tests are indispensable when working with latent constructs.
8. Rational choice theory in economics does not exclude emotions, making it applicable to almost all human behaviour.
9. A comparison of two experimental effects requires a statistical test on their difference.
10. A majority point of view is not by definition the right point of view. It is the starting point of a reflection on what constitutes a right point of view.
11. The police are not your best friend; that is not what they are for.
12. The most important thing in life is that you arrive home safely.

