



THANK YOU

Saying thank you is polite. Now new research offers the first evidence that expressions of gratitude go beyond mere etiquette and provide real social benefit.

A study in the journal *Emotion* by social psychologists at Gonzaga University and in Australia found that an expression of gratitude—such as saying thank you—could help start a new relationship.

A simple thank you leads people to view you as a warmer human being and, consequently, to be more interested in socially engaging with you and continuing to get to know you to build a relationship with you.