

A Spectator's Guide

A Guide To Gaining The Advantage

Core Principles

1. A Spectator: Be a spectator, mediate when necessary, never put yourself in the spotlight.
2. By Your Will: Do good out of your will and want not out of necessity and need. Be good because you want to not because you are being told to.
3. One In A Hundred: You are never alone in your struggles. Plenty of people have the exact same problems. You are not special. Humility and self-awareness are key to avoiding entitlement and ego-driven mistakes.
4. The Good or The Hero: You can be a good person or you can save the world, there is no inbetween.

Observation

1. Be Curious: Question everything and don't regret doing so. Never stop seeking knowledge. The world is constantly changing, and adaptability comes from staying curious.
2. Hidden Details: Success often hinges on noticing what others overlook. Always be listening and watching for the tiniest of things.

Judging A Person

1. Eyes: A person's skin color is no different than the color of their eyes compared to yours. The same result can be applied to gender, height, race, ethnicity, etc.

Yourself

1. Stay Calm: When others lose their composure, your calmness becomes a weapon. One level headed person can influence and control a room of anxious and nervous people.
2. See It Through: If you start a project, continue putting effort in it until the effort returns a complete loss.
3. Pay For Your Actions: Everything has a price, whether it comes now or later it will come. Be prepared to pay for it.
4. Master of Patience: Timing is everything. Rushing into decisions or actions often leads to mistakes. Wait for the right moment to act.
5. The Social Creature: Avoid blindly following the crowd. Think independently and strategically. We may be social creatures but this is a surefire way to lead in the wrong direction just because someone else is.
6. Adapt or Perish: Be flexible in your approach. Rigidity leads to vulnerability. Adapt to changing circumstances and opponents.
7. Never Reveal Your Full Hand: Keep some cards close to your chest. Let others underestimate you until it's too late for them to adjust.

8. Retreating: Not every battle is worth fighting. Sometimes, the greatest victory is avoiding conflict altogether.
9. Know Your Limits: Understand your strengths and weaknesses. Overestimating yourself can lead to failure, while underestimating yourself can lead to missed opportunities.
10. Self-care: You can't help others if you're not in a state to do so. Take care of yourself first.

Other People

1. Scarcity: People value what is rare or limited. Frame your offerings as exclusive.
2. Returning The Favor: People feel obligated to return favors. Even doing little things like holding a door open for them will nudge them towards returning the favor later on.
3. A Full Stomach: People are more lenient and talkative at the end of a meal or on a full stomach.
4. Patterns: People are creatures of habit. Observe their routines, weaknesses, and predictable behaviors, and use them to your advantage.

Physical Fights

1. The Finishing Move: In conflict or competition, appear vulnerable to lure your opponent into a trap. Let them overcommit and try a finishing move, then dodge and counterattack.
2. Finish the Fight: Never start a fight on purpose, always end it on purpose.

Deception/Exploitation

1. To Make A Fool: To fool your enemies, you must first deceive your allies.
2. Story Weaving: People remember what they feel from stories far more than they remember facts and figures. Use stories to influence the emotions someone feels.
3. Ask Open-Ended Questions: Instead of yes/no questions, ask questions that require elaboration. This forces the other person to reveal more information.
4. Secret Silence: When conversing with a person leave a two to three second gap after they stop talking and when you begin to talk. The other person may feel compelled to fill the awkward silence, often revealing more than they intended.
5. The Mask: Learn to read people's true intentions by observing their behavior and inconsistencies. Once you find others "masks" use your knowledge to create your own mask.
6. Mirroring: Subtly mimic the body language, tone, or speech patterns of the person you're interacting with. This builds rapport and makes them more comfortable around you.
7. Control the Environment: Whenever possible, choose the setting for important interactions. People are more comfortable and predictable in familiar environments, but you can use unfamiliar ones to unsettle them.
8. Repetition, Repetition, Repetition: Repeat key phrases or ideas subtly in conversation. Repetition reinforces your message and makes it more likely to be remembered or accepted.