

ALBERT STARK

# DARK PSYCHOLOGY

FOR A BETTER LIFE

Stop Manipulation with 3 Secret Techniques against Deceptions,  
Mind Control and Covert NLP. Learn How to Analyze Body  
Language & Influence People with Persuasion.

PART 1

PART 2

PART 3





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Stop Manipulation with 3 Secret Techniques against Deceptions, Mind Control and Covert NLP. Learn How to Analyze Body Language & Influence People with Persuasion.

Author-Albert Stark



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# **DARK PSYCHOLOGY AND HUMAN BEHAVIOR**

THE ULTIMATE SKILLS TO LEARN EVERYTHING ABOUT MIND  
CONTROL, COVERT MANIPULATION, PERSUASION, NLP  
SECRETS, DECEPTION AND BRAINWASHING.

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# Introduction of : DARK PSYCHOLOGY AND HUMAN BEHAVIOR

Dark Psychology refers to your developed capacity to identify, appreciate, control, and use emotions to advantage yourself as well as others confidently. This definition could be split into four basic categories:

Recognition: To become alert to your own emotions also to recognize your relationship with them.

Appreciation: This can be the most difficult aspect to master since you must figure out how to appreciate your emotions for what they are. Only one time you accept them and find a genuine appreciation for them is it possible to move on to control them in a healthy manner.

Control: Many people confuse this factor with suppression of emotion. To suppress them is indeed a kind of control nonetheless it is forced and only short-term. Suppression leaves you more hurt and susceptible to eruption over time. The purpose here is to allow emotions to release in a controlled way so that they look for a healthy release beneficial to you as well as your interactions.

Confidence: The final aspect of EQ where you can effectively use your emotions in conversation to relieve tension, pull through challenging conditions, resolve squabbles & dissensions, and be empathetic to others.

Consequently, a strongly developed sense of emotional intelligence can help you establish and comprehend momentous and emotional episodes in the lives of those around you. At the smallest amount, emotional cleverness equips you having the ability to know your emotions, this is of these feelings, and the potential results your emotions have on those around you.

The theory concept here is based on understanding and managing your emotions.

It is important to realize that emotional intelligence is a learned skill and not necessarily a birthright. To gain this skill, you have to train yourself. The good news is that you can sufficiently learn it anytime in your life, which is also why there is no need a good reason to lack this essential skill!

Although most people generally know what emotions are, it is important to first define and understand exactly what is being referred to throughout this written publication.

Have you ever pondered on the inner workings of the minds of certain heinous criminals or those everyday people who display some deviant characters? You may have asked yourself what they feel, think, or the motivation behind their actions. Do they feel pity or regret? This part of our psyche is not so separate from our beliefs, faith, goals, ideologies, and culture. In fact, some of the most criminal and horrid behaviors have often originated from them. But dark psychology makes the point that these actions may not, and quite often do not, have any particular goal.

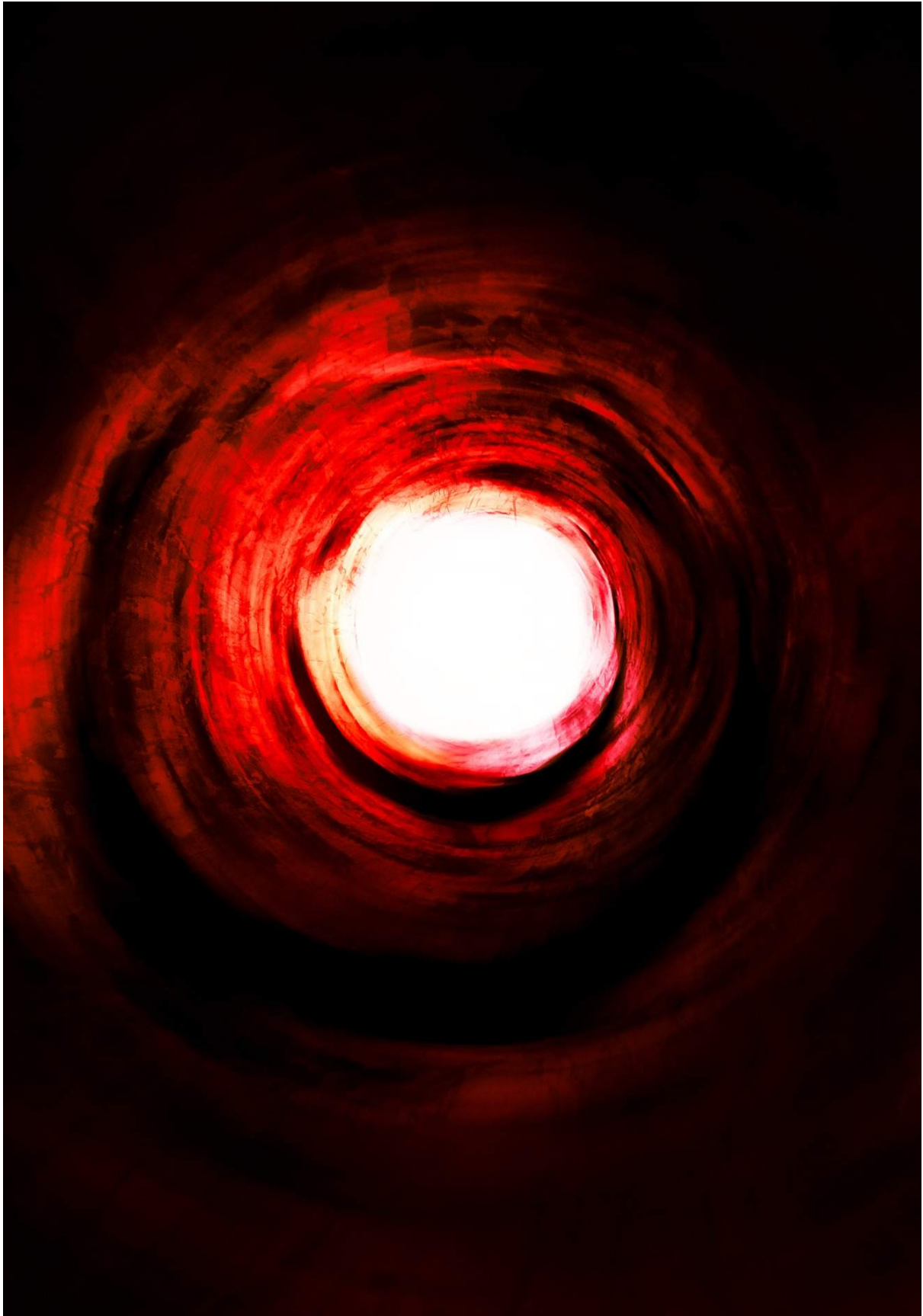
Usually, when an individual goes out of their way to victimize or manipulate someone else, the drive behind such actions is money, vengeance, sex, love, or power. This type of behavior can be easily understood, as most of us can relate to such emotions. But there are those whose motivation does not come from any of those driving factors. They hurt, kill, and manipulate people just because. This inherent darkness or evil, as some would term such actions, is present in the psyche of every human being, whether in times past or in our modern society. There are no exceptions. This nature, latent or manifested to cause harm to those who have done us no wrong, is a very complex study indeed, but one which must be undertaken for the purpose of the continuous flourishing of society.

Following would be the tenets required to grasp dark psychology the following thoroughly:

Inch. Black humor is a universal component of the individual state. This build has exerted influence. All civilizations, cultures, and also the men and women who live inside them assert that facet of their human state. The benevolent people understood I have this domain of wicked, but not act upon it and also have lower levels of violent thoughts and feelings.

2. Dark psychology is the analysis of this human illness as it pertains to individuals' thoughts, feelings, and senses linked to the inherent capability to prey upon the others devoid-of clear definable explanations.
3. Due to its possible misinterpretation as aberrant psychopathy.
4. With this continuum, the intensity of this dark psychology isn't deemed more or less heinous by the behavior of victimization; however, dinosaurs out a variety of inhumanity.
5. Dark psychology presumes all individuals have a possible for violence. This capacity is inherent in all humans and differing external and internal aspects boost the likelihood of this particular potential to attest to volatile behaviors. These behaviors are in character, and also sometimes, can function without any rationale. Dark psychology presumes the predator-prey lively becomes twisted by people. Dark psychology is a social happening and shared with no other living animal. Violence and mayhem can exist in several other organisms that are living, but humankind may be the only species that can do this without any intention.
6. A comprehension of the internal triggers and causes of dark psychology will enable society to comprehend, diagnose, and potentially lower the dangers inherent in its sway. Learning about the notions of dark psychology functions a twofold beneficial role. To begin with, by accepting we have this possibility for wicked allows people who have this expertise to decrease the likelihood of this erupting. Second, assessing the tenets of dark psychology matches our initial evolutionary purpose for fighting to live.









# Chapter 1. Dark Psychology and Human Behavior

The social sciences, including Psychology, Sociology, Anthropology and Economics are studying the human behavior to establish our ancient history and define the course of our future generations. A deeper understanding of how humans act, plan, memorize and make decisions is of paramount significance to the study of Dark Psychology. Change is the most constant law of the nature and with the being said, the human behavior and mentality has certainly evolved over time in conjunction with our physical appearance. With that being said, every individual defines themselves through their own life experiences and the environment they grow up in.

There is a baseline of common human behavioral patterns that resemble the fundamental characteristics of all human beings. Our environment is the single most influencing criteria that dictates how we develop over time, not only physically but also mentally. Our environment primarily comprises of other human beings that we interact with on a regular basis, our lifestyle, our neighborhood, the country and the social values inspired by the leader of the country among other external factors. For example, our parents provide us with the first human interaction right after we are born. Their habits and behaviors directly feed into our mental and physical growth.

Individuals with strong ties to their family growing up are more likely to contribute to the success of the overall community, owing to their strong sense of camaraderie.

Therefore, it's often observed that individuals with disturbing childhood and/or coming from a broken home are more vulnerable in acting violent or committing crimes against their own communities.

According to the study of Dark Psychology, the reservoir of malevolence exists within all our psyches and can be triggered into taking violent actions against other humans. Our social environment tends to be the most powerful trigger and can just as easily generate negative behavior and actions as positive behavior and actions.

Individuals of low means who have spent their childhood struggling to meet their basic needs of food and shelter, often grow up with distaste for the society they live in. They believe their society and community failed to provide them with equal opportunities furthering their miseries. The economic disparity that exists in the world today is getting worse by the day. The rich are getting richer and poor are getting poorer, struggling to get access to the basic human needs. People are trapped in poverty with little to no chance of climbing up the economic scale. The unequal distribution of opportunities in turn leads to unequal income of different groups of the society. In the United States, the income gap between the rich and poor has grown remarkably, by every major statistical measure, for more than past 30 years. The current income disparity in America is astonishing, the top 10% averages more than 9 times the income of the bottom 90% while the top 1% has an average income of over 39 times more than the income of the bottom 90%. If that is not disturbing enough, the fact is the nation's top 0.1% percent report average income more than 188 times as the bottom 90%.

This pronounced disproportion of income and by extension opportunities eats up the morale of the poor working-class individuals, who are working two jobs to pay their rent and bring food to the table. These perpetually oppressed minorities are associated with poor public health and increased crime rate. Our physical and mental health is directly related. A healthy body bears a healthy mind and vice versa.

In the face of increasing food prices and lower income, economically unequal societies experience suppressed growth. Our thought process works bilaterally, we are always weighing in immediate and long-term pros and cons of our actions. Inequality often leads to bigger incentives to commit crimes, in comparison to obtaining resources lawfully, even when your account for the risk of punishments. Poor neighborhoods and countries lack sufficient funding for the police than their rich counterparts, resulting in less effective law enforcement or higher number of low-income police officers susceptible to bribes.

Highly disproportionate occurrence rates of certain kinds of illnesses are endured by the impoverished members of the society. Limited access to healthy food and quality health care result in less effective and lower income work force, higher illnesses, higher mortality rates and higher health care costs, perpetually deepening poverty for the oppressed societies. During the early 1990s, the term “food desert” originated in Scotland, in the context of a public sector housing report.

Food deserts can singularly characterize economically unequal society, afflicted by the scarcity of healthy and affordable food. Several of the developed Western countries including Canada, Australia, New Zealand and the United Kingdom have reported occurrences of food deserts.

In America, the limited access to fresh foods is associated with rampant obesity and high rate of diet-related diseases among the impoverished members of the society. The American people living below the federal poverty line are two times more likely to die from diet related diseases like Diabetes. In turn, the poor are disproportionately burdened with higher health care costs to be tackled with a less effective workforce, reinforcing the wealth disparity.

Dark Psychology posits that the predatory instinct within all of us is more often than not driven by a purpose or motive. An elite group of scientists from the Northeastern University recently reported that 93% of human behavior is predictable. The experiment conducted, by the physicist Albert-László Barabási and his team, studied the mobility patterns of anonymous cell-phone users. The conclusion was that the human mobility surprisingly follows regular patterns, in complete contrast with the general perception that all human actions are random and unpredictable. Barabási and his team, proposed that the future whereabouts of an individual in the next hour could be predicted based on their previous trajectory. They also discovered that the length of the distance travelled by the individual had no impact on the predictability of their future travel. So, the team reported 93% predictability with people that tend to stay close to home as well as people that tend to regularly travel long distances. The predictability and regularity of individual movement transcended through the wide variety of demographics. It turns out the heterogeneity of our age, gender, native language, and even population density did not alter the predictability of human behavior. Human mobility directly impacts the urban planning and traffic engineering of the country.

This research could help drive the public health and urban development by scientifically predicting people's movement in near future.

Our scientifically advanced society has tapped into the world of wearable technology to explore the unknown and deep-seated secrets of the human brain and mind. The researchers now have access to multi modal data acquisition and analysis to fuel the speed and accuracy of their studies. Our brain has a highly complex set of neural network and patterns that support our natural, active and ever evolving behavior and cognition. The systematic observation and interpretation of the functioning of the brain poses a difficult challenge. Human brain structures have evolved to support the complex cognitive processes that are targeted at optimizing the outcomes of all our actions.

The three major components of human behavior are actions, cognition and emotions. An action is real life manifestation that can be observed with our eyes and measured by psychological sensors. Our actions lead to transition from one state to another. Cognition pertains to our mental capability of thought processing, both verbally and non-verbally. Emotions are characterized by intense mental activity that cannot be observed directly, resulting in a feeling based on reasoning or knowledge and yielding to a conscious experience. These three cogs of our psyche, namely action, cognition and emotions, running as a well-oiled machine, enable us to perceive the world around us and make appropriate responses to our surroundings. It is challenging to determine the cause and effect of this relay.

An action can result in a specific emotion accompanied by an internal realization (cognition), which in turn can trigger a different emotion and bring us into a whole new action. Our observable actions are certainly driven by our emotions and cognition. Humans actively move their body to manifest cognitive goals and desires or to achieve a specific mental state.

Our cognition is always evolving and our existing mindset adapts, merges and integrates the new information we experience over the course of our lives, to predict how changes in the current environment may be influenced by your actions. Our cognition helps steer our actions in a timely manner which are appropriate to our environmental conditions. Human mind can dynamically respond to a stimuli based on our intentions and available instructions. Humans can respond to the same stimulus in a variety of ways, in order to be able to respond to similar stimuli consistently, our minds maintain long lasting stimulus-response relationship. For example, once your mind has perceived a person as a friend or a foe, it taps back into its existing stimulus-response relationship to determine if you need to react to the person in a friendly manner or not. Cognitions that lack any physical interaction with the surrounding and are completely abstract in nature can still be experienced by the body. Take a moment and imagine that you are out for a run in your neighborhood, the stimuli that you just experienced triggers the same brain areas that are associated with the limb movement as when you are actually out on a run. You must have heard how people practice for an interview while looking in a mirror or repeat positive affirmations to help with their confidence.

These actions help us rehearse our working memory by triggering the same brain areas that are involved in speech perception and production, establishing a consistent stimulus- response relationship for future interactions.



Our instincts, reflexes and random movements constitute the fundamental units of our behavior. Random movements can be regarded as the primary ingredients for largely integrated human behavioral patterns. Human movements and impulses that do not appear to be directed at a defined adjustment end are considered random. Our predetermined neural connections and physical structure dictate and restrain the extent of our random movement like turning our heads, moving our arms and fingers and even vocal acts like crying or shrieking. These types of behavior are not adaptive in a true sense as they are limited by the structural characteristic of the person and cannot be entirely deemed as random. Since random behavior is not purposive, it is a characteristic of early childhood and any such behavior observed in older children or adults is often linked to temporary nervousness or chronic neural disorganization. In individuals on the extremes of the Dark Continuum, this random behavior leads to violent inclinations and psychopathic tendencies.

Human beings and all animals with nervous system possess the simple behavioral unit called the reflex. The uniquely defining characteristic of the reflex is that it results in a definite and predictable response that is common to all of the human species. For example, when being pricked by a pin our immediate response is withdrawal and that response is standard across the men and women, child and adult, or rich and poor.

The reflex is in no sense purposive and supremely unconscious behavioral process. In a standardized environmental situation, the reflex results into consistent response, imparting stability to the behavior of the organism. People that are unable to respond consistently to the same stimulus suffer from disintegration. Our reflexes provide us economical and unconscious mechanisms to address our simpler and routine day to day affairs, primarily the physiological ones. Now you must be wondering how reflexes and random behavior are related. The differences between the two categories are difficult to understand, but in general, reflexes are more specific and adaptive than random behavior. However, random behavior is often influenced by our reflexes.

Unlike reflexes our instincts are adaptive and not purposive. Human instincts tend to be much more complex than the reflexes, although, similar to the reflexes, instincts are inherited and definite resulting in specific and defined response to a particular stimulus. Our instincts operate independent from our consciousness and any correlation of the two can only appear, if the original behavioral pattern has been modified or is being interfered by the given situation. The complex social world of the human beings with rapidly changing environment increases the possibility of modifications to the rigid basis of our instincts.

Human instincts are offer characterized as a combination of reflexes which are predetermined by biological selection regardless of the environment and serve a direct function in the adjustment process. Majority of the complex animal instincts do not survive in the human beings and only the instincts that serve physiological functions associated with eating, breathing and reproduction are relatively intact.

Thanks to our instincts when sensing immediate danger, we jump into action and run away from the situation. The Dark Psychological traits of an individual can diminish these self-preserving instincts, allowing them to commit heinous crimes being fully aware of the risk of the punishment. They are consciously aware that their actions are negative and wrong but their dark side encourages them to continue their endeavor.



# Chapter 2. What is Dark Psychology?

Throughout this book, we have talked about what a manipulative person is capable of doing. Also mentioned was the fact that we can all be a little manipulative if we need something. Does this mean that we all have a dark side to our character?

## Our Own Dark Side

- Why do we enjoy scary or violent movies?
- Why do we gossip, become judgmental, lose our tempers or be downright selfish sometimes?
- Why do we have bad thoughts when we believe we are good deep down?

## Case Scenario:

- Let's assume when you were younger, your peer group dared you to steal something from a shop.
- You did not want or even need the item, but you wanted your peer group to like you.
- As an adult, you feel ashamed of that dishonesty, whether you got away with it or not.
- To cover our mistake over, we may begin to tell lies.
- Our minds then go to the extent of attempting to repress the memory, so we don't have to deal with our shame on a daily basis.
- We live with a fear of being exposed, in case we are rejected for our unsavory behavior.

It's doubtful there is anyone who has ever lived that does not have some embarrassing secret they hide from others.

- What then, if there are many shameful experiences in your past that you are unable to suppress?

This can lead to stress and depression, which in turn can lead to medication, alcohol, drugs and even addiction. Not that these are reasons for addiction, but our dark side can be a strain on our lives. It can mold us into characters that are false to our true soul.

## **Dark Psychology**

Dark psychology relates to the unethical ways that people can use to get what we want.

- Have you ever lied or exaggerated on your CV to get a job?

Sounds innocent enough, but it is a means of dark manipulation to get what you desire. It is a dark tactic used purposefully to mislead another person. We learn from a young age how to get our own way by using manipulative tactics.

Some children may throw tantrums if they don't get their own way. Is that not a means of attempting to manipulate their parents? If the parent gives in to the tantrum, the child may repeat this in the future. Have they have learned the art of manipulation? It seems uncomfortable to accuse children of dark manipulation, but are we born with such skills, or do we learn them?

A new-born baby cries for the attention of its parent, could we accuse a baby of manipulative behavior? Sounds a little unethical to accuse a baby of using dark psychology, but some would argue that it is true. The baby has to survive, so cries out to get what it needs.

Here we arrive at the Nature v Nurture argument.

## **Cognitive Skills**

This includes our mental ability to think and learn. The part of our brain that gives us this individuality lays in the prefrontal cortex, but it develops as we age. Studies show that it is not fully developed until we reach our twenties (7a).

A child cannot understand they are using manipulation to get what they want. Their brain is not capable of plotting such dark thoughts, because it is not yet developed enough. It is the baby's fear that causes it to cry out, not a profound means of plotting and planning. You could describe it better as a primitive response in a child, to cry out. They do not understand what they want or need.

They only know that they need something, and they have learned to trust their parents to soothe them. A child has not learned to understand their emotions.

As they enter emotional distress, the brain will trigger chemicals and hormones. Surely then it nature responding. In effect, the child has lost control and does not understand why they feel as they do.

This is not a book about how to deal with unruly children, but it cannot be denied that their cognitive skills are underdeveloped. Much can be said as to why teenagers act as they do. Often alienating themselves with their unsocial behavior. It is all a learning process. They need good teachers and good role models so they develop into healthy caring adults.

# Chapter 3. Different Type of Dark Psychology and Manipulation Tactics

The most commonly used tactics of dark Psychology seen and used are hypnosis, brainwashing, manipulation, seduction, and deception, which all might be referred to the layperson as “mind control.” Since humans have been able to communicate, the idea of mind control has been tempting and its secrets have attracted scientists and religious zealots alike. Movies, books, songs, and folktales all perpetuate the allure of being able to control another human being’s actions and thoughts with only the power of thoughts and words.

Mind control is also at the root of many horror novels and conspiracy theories. It’s a dream and a nightmare, both.

Carl Jung and the “Shadow”

Carl Jung was a famous Swiss psychiatrist and psychoanalyst who was a contemporary of Sigmund Freud. Both practiced during the late 1800s and early 1900s when the world was just really beginning to understand what the human brain was capable of.

Besides creating the concept of analytical psychology, Jung also discovered and put a name to some of our best-known psychological terms including the collective unconscious and the extravert/introvert spectrum.

Jung is hands down one of the most influential psychoanalysts of the past two centuries and his idea of the “shadow,” also known as the “id” or “shadow aspect/archetype” the part of our consciousness which is the exact opposite of our “ego” or conscious self. This is the side of our brains that many people left unknown, unexplored and untouched.

Over time, Jung’s “shadow” or the “id” has earned many nicknames from among different groups including “alter ego” or “repressed self” or even “the dark side.”

This “shadow” is the same wellspring of energy that powers dark psychology. If someone’s shadow is strong, according to Jung, it may make itself visible in dreams as “a person of the same sex as that of the dreamer.”

Jung believed that the power of the shadow could be released once an individual had an “encounter” with it, in a process referred to as “individuation.” But that process is dangerous because once begun, it’s very hard to reverse. The more you interact with your shadow, your inner darkness, the more darkness becomes part of your ego and your visible consciousness.

### Making the Shadow Conscious

Humans are the end result of evolution and with evolution came out shadow. Humans contain multitudes. Within our brains we have deep, ancient drives for sexual intercourse, self-defense, and even cruelty. We try to keep these hidden and locked up in the present day because as society has evolved, more pressure has been placed on the individual to keep their “animal side” under control.

Other parts of the shadow, which may be harnessed for dark psychological purposes, are actually because of the way we were raised. It’s the old “nature versus nurture” argument. Many individuals can remember the time they spoke out in class and were punished by a teacher, or when they did the opposite of their parent’s bidding and received a spanking or was grounded.

Many authority figures act this way in response to “unruly” behavior in children because it scares them and makes them feel anxious. Their gut response is to punish, and then criticize, to make sure that they personally never have to deal with feeling uncomfortable again. Of course, in children, the most common defense mechanism to an adult response like this is repression. Repressed children build mental fences, learn how to compartmentalize and not display their true emotion. The more repressed an individual is, the more time and energy their unconscious shadow has to develop.

Think of the mind’s shadow as a diamond. The more heat and pressure it receives, and the further and longer it stays underground, the bigger and more brilliant it becomes.



The more repressed the individual, the more likely the shadow is to stay unconscious. That shadow can develop into a proclivity for the use of dark psychology. Some individuals feel magnetism towards the techniques and advantages of dark psychology, those that give them power over other human beings, without being able to explain why. Those with repressed childhood cannot simply forget. They've actually developed a shadow that's capable of thought, desire, and decision making independently of the rest of their conscious.

Simply put, the shadow or the idea can take control. Our ego simply rolls over like a trained dog and lets the id do the talking and the acting. The shadow takes over the individual's emotions and decision-making. So when that individual turns to dark Psychology to manipulate others in their life, little do they realize that they are actually being controlled themselves, by their own shadow.

Not all of those that practice dark psychology are recipients of childhood trauma or have a powerful shadow – though many of them do. And not all victims of childhood trauma become users of dark psychology. Some develop serious mental disorders, alcoholism or drug habits or even develop social anxiety.

If you recognize some of these “shadow-possessed” traits in yourself, it's not time to worry yet. There are ways to avoid this. First, you must accept both your conscious and your subconscious. Our shadow qualities may be unsavory and hard to deal with – they might even be embarrassing or hard to cope with. But every individual has a part of themselves they struggle to accept.

Regardless of what dark secrets lie in your subconscious, it's time to welcome them as part of your whole self. Give them a big hug and a space in your life. These shadow qualities are part of your human experience and pretending they don't exist will simply give them more control over you. In the end, you need your shadow qualities to feel like they are an important part of your being. It may sound intimidating, but the first step of understanding dark Psychology and how it is used it to become one with your shadow.

Embrace both the light and dark parts of yourself. There are parts of your psyche that are both good and evil. Make them one. Invite your shadow into your consciousness.

Who Uses Dark Psychology?

Anyone out there who has an understanding of the human mind and its shadow can use dark psychology, but there are personality traits out there that make it more likely for an individual to use dark Psychology for a malevolent goal. These individuals have little regard for the feeling of well-being of others and are hyper-rational. By rational, this means that their own self-interest and success come before everyone and anything else.

These people tend to use covert emotional manipulation, or CEM, to achieve their ends. Mind games, brainwashing, gaslighting and hypnotism are some of their favorites.

These may or may not be the same individuals who use dark seduction to get what they want, including sex. Dark seducers, in particular, are interested in reeling in their victims using sex and sexuality – and they're probably the most skilled at not letting their true intentions become revealed. Dark seducers tend to use proven psychological techniques like mimicry, nonverbal body language and neurolinguistic programming (NLP) to get what they want.

Dark Psychology also appears in cults, both religious and non-religious. Mass marketing and media, national sports leagues and even governments put it to use, maybe even inadvertently. This is possible. Some individuals and groups are so skilled at manipulation and getting what they want, that they've already dipped their toe into dark psychology. But this is not common.

### Internet Trolls

Although dark psychology has been around for centuries, the invention of the internet and its proliferation throughout the world has opened up a new realm of possibility for its usage.

It turns out that some individuals, who might not have had the ability to use dark psychology in person, due to social awkwardness or some other reason, can use the internet to target and manipulate their victims just the same. In the realm of the internet, we usually just call these individuals "trolls."

There are the annoying internet trolls that just seem to get pleasure out of leaving miserable and idiotic comments on YouTube videos and news articles online. But then there are the trolls that use dating websites, chat forums and other means of online communication to get closer to their victim.

Internet trolls possess massive amounts of patience (like many users of dark Psychology out there) and will lure in people through the art of conversation. It's a combination of CEM, seduction, and NLP that requires a way with words, and once more, a disregard for others' feelings besides their own.

Dark Psychology through the internet is possible in part because of how much information is available to be culled about an intended victim. Social media provides a fertile ground to start. But some internet trolls won't stop there and are actually skilled computer programmers. They'll have no qualms about using their hacking prowess to dig up a victim's background and use it for nefarious purposes in the future.

Internet trolls can also take other forms and names, like cyberstalkers, cyber bullies and online sexual predators. They can be narcissists, Machiavellians, psychopaths, seducers, blackmailers, cult leaders, and emotional manipulators. Their purposes can range from self-aggrandizement to drawing you into a cult. Essentially, most of the dark Psychology can now take place on the internet, which is something to remember as you innocently browse through Facebook or Twitter, Reddit, or your online dating account.

Users of dark Psychology are also likely to have an inferiority complex. Though not all of them do, it is a common trait correlated especially with individuals that use techniques of dark seduction, emotional manipulation, and brainwashing. The inferiority complex usually manifests itself during childhood, when the individual might have undergone some sort of trauma. Possible examples include having been physically smaller than school mates or possessing social awkwardness. The manipulator could have also had a childhood where they felt as if they weren't intelligent enough or "perfect" enough. Often times this is coupled with childhood emotional and physical abuse, either at the hands of a relative or close family friend.

As a result, the child grows up to be an adult that never wants to feel like that again. That child wants to be a big grown up, invincible, incapable of being hurt and completely capable of inflicting their will on others, whatever it may be. Studies of dark Psychology users also show that they have a proclivity towards perfection. Though many average humans are intellectually aware that true perfection is unattainable and a fantasy, users of dark psychology tend to believe that manipulation will help them at least rise above their peers and get them closer to perfection than if they were to never use dark psychology.

### Moving Forward

So essentially, anyone can use dark Psychology if they want to. Even you, reader, can become a user of dark psychology, given the information and tools within this book. Think about why you picked this book to read. Chances are that there are others like you who are reading for the same reason. Keep that in mind.

Getting the hang of understanding dark Psychology can be a bit hard at times. Like all of the inventions of humankind, like space travel, harnessing electricity and the wheel it came from a long and lengthy process of trial and error. That's essentially what dark Psychology. It takes practice to understand, wield, and resist. But that's no reason to get discouraged. Just by picking this book to read, you've shown that you're ready to learn. That's the first step.

Dark Psychology can feel magical and it can be intoxicating, as any kind of power is. Just like how some of the world's richest people get drunk on power and abuse it, users of dark Psychology can become enamored with the power that is eventually revealed to them. This is a warning to keep yourself in check if you prepare to mimic any of the techniques in this book.

A good way to stay balanced while practicing dark Psychology is keeping a log. This can be handwritten or on your computer, but make sure that it's private, so you feel comfortable writing whatever thoughts and feelings come to your mind. Record that day's feelings, what techniques you tried, and the results. Keep looking back on this to see how you've progressed.

The "feelings" part is especially essential for maintaining your consciousness and making sure you don't lose yourself.

Reread your entries every time you write a new one. It's important to keep reminding yourself who you are because of dark Psychology is a deep, powerful force that can sweep you away like a riptide.

### Back to the Shadow

It's one of the keystones of dark psychology. After you've finished this book and if you're interested in further reading, pick up Jung's "Psychology of the Unconscious," published in 1912, "The Archetypes and the Collective Unconscious," published in 1934, or "Psychology and Alchemy," published in 1944.

It's hard to say if Carl Jung were around today if he would approve of how dark psychology has progressed. But he would surely be impressed.

So the shadow is just part of who we are as human beings. Well, most people are not willing to accept that, and in fact, will do anything to block out this part of their psyche. Most people don't want to acknowledge that they have "bad parts" of their personality or brain, and they would like to keep it concealed. Societal pressure tells us to do this.

The best method of keeping our shadow locked up, never to see the light of day? The individual becomes malicious anyway – criticizing and judging and rebuking other people that don't live up to our "ideal" version of a virtuous human being. Despite the fact that locking up the shadow is a form of self-loathing, many people paradoxically live as if their moral standards and way of living were superior to anyone else's.

Which would you rather be? The person who lies to themselves about the reality of human consciousness, or the person who takes the good with the bad, and the dark with the light?

### Secret Powers

No, embracing your shadow and diving into dark Psychology isn't going to give you the power of invisibility or flight or super strength. But there are a lot of benefits to embracing the darker parts of our consciousness. The shadow possesses some of our deepest creative powers.

Once you break free from society's expectations about how you "should behave" your repressed abilities can come to the fore. Think of a punished individual with a strong shadow as a plant. That plant needs water and sunshine. It will shrivel and die if locked up in a closet for too long.

The best example of repressed shadows and emerging dark Psychology users are individuals who question authority and are “against the man.” They dress differently, think differently, vote differently, speak differently. They’re just, well, different.

While some might think of this anti-social, self-reliant behavior as problematic or dangerous or defiant of authority, this “lone wolf” syndrome is a way to identify dark Psychology users. They’ll develop eventually, but unfortunately, societal pressure to behave often traps young and gifted individuals into its the web of expectation. Their intellectual growth is stunted and trapped. When finally released, as a person with a strong shadow and proclivity toward dark Psychology always will be, the individual that was stunted and threatened becomes a threat to those around them.

If only we learned how to accept and encourage our children for who they are, instead of diagnosing them with problematic psychological conditions and then dismissing them. The potential that has been wasted has been enormous. But that stops here, and with you, dear reader.

If you have the opportunity to either have a child or mentor a child who seems to be struggling to integrate their shadow, encourage them. There’s no place in this world for shame or belittlement, especially from adults to children.

It may seem a bit odd and unnatural at first, but you’re doing the world a favor by letting this young individual explore who they are naturally. Don’t let their mind become a waste.

You, dear reader, are lucky. You have a second chance. It’s likely that when you were a child you had tendencies towards dark psychology and embracing your shadow, and maybe it scared your parents or your teachers a bit. They punished you and tried to put you in a box. Not anymore.

There isn’t one specific way to welcome the shadow back into our lives and consciousness: The methods vary from person to person. The best tip is to become comfortable with feeling uncomfortable. Think of what you have to gain: solidarity with your own mind, a sense of self, and true power if wielded and practiced correctly. There’s no reason to not welcome the darker parts of your psyche into your life. If you do, a whole new world of understanding human interaction is open to you.



# Chapter 4. Some Advanced Dark Psychology Tactics

Dark psychology is the art of using manipulation and mind control over others. It is the study of human conditions about how people prey on others. We all have the potential to oppress other human beings and creatures. Most of us restrain this feeling, but some utilize it. Dark psychology tries to find out the perceptions, behaviors, and thoughts that lead to this preying behavior. In most cases, dark psychology has found that 99.99% is goal-oriented, and the remaining 0.01% manipulates others with no purpose and with no influence from religious dogma and science. Therefore, dark psychology is the trend in which people use techniques like persuasion, manipulation, and motivation to get their way. What is a dark psychology triad?

Dark psychology triad is the seeking to foretell the criminal behavior and manipulation in relationships. These triads are narcissism, which is the grandiosity, egotism, and lacking empathy, psychopathy, which is using charm and friendliness, but lacking empathy, selfishness, and remorsefulness to get what you want and Machiavellianism, which is manipulating others with deception and lacking morality in your manipulation. Nobody wants to be manipulated, but in today's world, we are prone to be manipulated.

It does not have to be in extreme cases like the dark triad above, but we are manipulated in simple actions that may seem harmless and normal.

You will find this manipulation in sales techniques, in the internet ads, and our children when they seek to get what they want. People we love and trust a lot apply dark psychology to us.



Dark psychology involves everything that human beings are in their dark part. We all have a masked side within us from birth that is evil. Dark psychology has found out that these people who do these acts never do it for sex, power, retribution, or any other purpose. They commit these heinous acts with no goal in mind. They violate and harm others just for the thrill of it. Like I mentioned, we all have that potential in us. The potential to harm others without explanation or reason. Dark psychology takes this potential to be difficult and complex to explain. Let us look at the 0.01% manipulators in dark psychology.

**Predator** - This is a person or persons who exploit, victimize, stalk, or coerce others using information in technology. They have desires and fantasies to control and get power. Predators can be of any age and gender who indulge in cyberstalker, cyberbully, internet troll, cyber-terrorist, online psychopath, or who engages in internet defamations.

**Arsonist** - This is a person who is obsessed with fire and its settings. These types of people have a history of physical and sexual abuse. Most arsonists are loners, have few peers, and are impressed by fire. They are ritualistic and set fires on a pattern. They get their targets and set it ablaze to get sexual arousal and feel proud.

**Necrophilia** - These are people with disorders and have a sexual attraction to dead people. They have a problem and get sexually attracted to things or corpses.

# Chapter 5. Essential Tools that Give you an Edge Analyzing Behavior

The art of reading people is a crucial and vital skill. It's no wonder security agencies like the FBI and CIA employ specialists to do this. The good news is that you do need to be an FBI profiler before you can read people.

From understanding eye movement and contact to reading body language and emotional intelligence – you are capable of reading people. It is essential to emphasize at this junction that reading people is a skill human are naturally wired with. Every time you interact with people, you are reading them.

With that aside, with practice, you can develop your people reading skills.

Why is it important to know how to read people?

The interaction of various people at a time is essential to the survival of man. The ability to decide when not to interact with others is also vital. Also, the better you can read people, the more you can get from them.

## Reading People Naturally

As established above, nature has built the skill to understand people in us all. When interacting with people, you automatically do the following:

- You are evaluating them subconsciously. You access their appearance, body language, and behavior. You try to understand their motives and intentions.
- You are also reading them consciously. In other words, you are evaluating their appearance, motives, and body language. In any interaction, you will probably take into account a couple of things about the person you are talking to.
- You appropriately respond to them based on your assessment. This happens after you have subconsciously evaluated the person.

This is the basic form in which all human interaction takes place.

As an example, let us assume some random guy walks up to you and greets you in a friendly manner. Instantly, your brain assesses his style of dress and evaluates him as well dressed, and nothing about him seems off or suspicious.

You might not think about it consciously, but your subconscious is busy doing the evaluation. After assessing him, you return his greeting with a hello. This was the response of your assessment of him (his body language, voice, appearance, etc.).

This shows that to read people, the conscious thought plays a significant role as well. You may subconsciously be assessing them while consciously drawing conclusions from those assessments.

Another example is that you might be at a party sitting in a corner by yourself.

Your eyes are traveling around the length and breadth of the room, consciously evaluating the people and assessing potential threats.

Your subconscious continually takes in the information from your conscious and does its own check to ensure you're safe. Those "feelings" you get about certain people or places come from your subconscious assessment.

#### How to Read People

The idea behind these examples is that we all read people naturally, although some people are better at it than others. You can, however, develop your skill of reading people by learning from books (like this) or in a classroom.

We have examined various ways to read people's body language in the early part of this chapter. This is very important to get better at your job or improve your relationship. However, without any prior lesson or knowledge on body language, you can figure out what someone's body language is saying via instinct.

Let's proceed to the basic tips on reading people:

#### Understand the Basic Needs of People

In learning how to read people, an understanding of Maslow's Hierarchy of Needs is very important. Although not a perfect model, it does teach a lot of practical concepts in human psychology. How people behave, alongside their motives, is determined by their utmost needs and desires. Maslow explains that these needs come from a ground-up approach (Wikipedia, 2019).

In other words, people will act based on their needs, what they want. This could, however, depend on the circumstance, type of need, level of desperation, and personality type. A hungry person, for instance, might just need to fix a meal in the kitchen or walk up to a restaurant. If they don't have money, they might rob or maim another person to get money to fulfill this need.

This is where desperation, circumstance, and personality come to play.

We can group the needs of people in various ways. In general, however, after psychological needs come safety needs. If a person does not feel secure, there will be an outburst of emotions like anxiety and fear, which could drive them to look for security.

After this comes love. People look for affection and relationship security after the first two needs are handled.

Next is esteem needs. In other words, it allows a person to satisfy their ego and give their life meaning. While it is not required for living, it helps make life better.

Human behavior generally revolves around these needs. You can see this evident when people act emotionally. Hence, in reading someone, be sure to determine the need and then respond appropriately.

If you threaten someone's ego, be prepared for a verbal attack, since you have attacked their esteem needs. You have essentially provoked their sense of belonging in the world. They may react mildly or strongly, based on the current emotional state and how much of a threat you are perceived to be.

As another example, someone who perceives that their success at an interview is in jeopardy will likely be very mad at you if you block their car, causing them to be late. This person already ties their safety needs to their success at the interview, therefore anything that stands between them and the job is a threat.

On a final note, bear in mind that motives are what fuel behaviors. Behaviors, on the other hand, are the physical manifestation. Hence, motives trigger behaviors.

### Understand Emotional Intelligence

Understanding yourself is crucial to understanding others. To understand yourself, however, you need to develop emotional intelligence. In summary, what is emotional intelligence?

- Self-awareness: the ability to understand your emotions and their impact on your life as a whole.
- Being in touch with your emotions as well as those of others.
- The ability to give the right response to other people's emotions.

You are a rational person with limitations. This is one of the key concepts in developing emotional intelligence. What this means is that your brain evolved from the “ground up.” This is also the order in which thoughts appear. Emotions come before higher thought.

Maslow’s Hierarchy of Needs revealed this very well. This is why security and physiological needs are at the bottom of the need hierarchy, while self-actualization comes first.

The reason is simple - emotions are essential to keep us alive, help us survive, and reproduce. These examples explain this better:

- Fear will keep us away from dangers and threats, even if it prevents us from accomplishing great things
- Anger will help protect our ego and also fight off threats
- Love will help us reproduce and provide for our family and friends
- Anxiety will prepare us for threats, whether real or imagined.

This is the idea, and this is the way our brain has developed, since reproduction and survival are (were) much more important than thinking rationally.

There are times we find ourselves in highly emotional situations which support the fact that emotions are powerful and come before higher thought. An example is a recent breakup. Without a doubt, for the next couple of days, it will take over your thinking. You will be upset and sad, and probably angry as well.

The problem comes when people do not realize their emotions have taken over yet, and those emotions continue to guide them.

Many people invest in Ponzi schemes, for instance, because they were probably driven by emotion. Things might go well until they realize that it is a bad investment and they lose a lot of money. They then realize how excessively optimistic they were, which drove their investment.

This explains how powerful our emotions are, and how they can determine our behavior. This is why working with people’s emotions is the best way to influence them.

This is one secret known to great marketers. Marketers know that people rarely base their purchase decision on rationality, so they strive to manipulate and capitalize on their emotions.

People's emotions influence a lot about them and manifest in their actions and daily decisions. Although, some people can be more emotional compared to others. In reading people, identifying the emotion is critical. For instance, if you can identify that someone is:

- Upset, you might not want to make any requests
- Fearful, you could use that to get them to buy something
- Sad, you could try and comfort them

On a final note, whenever you see someone getting emotional, consider Maslow's Hierarchy of Needs. An upset person will have an emotion from the pyramid of needs and considering this will help you assess the situation well.

### Know How to Decode Body Language

Knowing how to read body language is a critical part of reading people. Body language is a broad topic, and hopefully the chapters above have given you an idea of reading body language. In addition, take note of the following:

- If they stand with their chest up, taking a lot of space, with a dominant posture while appearing strong and confident, there is a good chance they are in charge.
- If, while talking, they have their feet pointed away from you, they probably want to leave.
- If it's a woman, consider if she is giving out some signs of attraction as discussed in some chapters above. If yes, she wants to take the interaction further.
- Consider if they are touching themselves excessively. This is in a bid to calm themselves down, as people do this when uncomfortable. It could be the subject of discussion or the person.
- If they are mimicking your body language, you have established rapport.

All in all, consider the overall impression you get from the person. Do you feel they are interested in a conversation, or about to leave? Do they appear to be friendly or a threat? If their behavior or body language shuts you out, they probably do not want to be around.

In considering the body language as well, there is the aspect of reading the person's behavior in context. Is the person's behavior appropriate for the context? Is something about them off? Are they dressed normally?

Another thing about body language as well is that it has to complete the entire picture. In considering their intention, you need to examine what their intention is in relation to the overall body language picture.

It is also important to bear in mind that people could intentionally mislead you with their body language. Someone could cross their arms on purpose or act generally uninterested to mislead you. Someone could be extra nice in a bid to make you feel warmer towards them. Be sure to follow your gut.

### Understand How Ego Drives Human Behavior

One of the most powerful driving forces of human thought and action is the ego. Ego is man's need to be respected and relevant in the world around. You see people acting out their ego when you insult them, say something that affects their self-image, or even correct them in public.

Hence, anytime someone's ego is threatened, they will act out to try and defend it. No one likes the feeling of being disrespected.

Whatever a person invests their ego in also has a lot to say about them.

Called ego investment, it is important and can make the person mad if the investment is attacked, as this is what they take pride in. Some common ego investments are:

- Standing out as an expert in a field
- Distinguishing oneself for a particular positive trait
- A strong cause, belief, or religion
- Social status in life
- Well-being of a group that reflects the person's value

You can understand a lot about someone based on what and where their ego investment lies. Besides, people with lots of personal insecurities will invest their ego in social status.

You can find a lot of people who associate their ego with a local or international sports team. Hence, they take the loss of their team so personal that a sane person will find it abnormal.

The bottom line here is everyone invests their ego in something, even though some people could have theirs in the wrong thing.

Ego is part of the self-esteem needs of people, and self-esteem needs are above safety and psychological needs. This is why it is a primal instinct in people to defend their ego whenever attacked. An insult is seen as an attack on the ego, and people will do anything to address it.

This is why it is the wrong tactic to insult someone when you're trying to persuade them. If you do, the person will address the insult before giving ears to your persuasion. You also need to be careful of fragile egos. This happens when you insult someone even if it is not your intention.

Be sure to know when people are acting out based on their ego. An idea of this will help you react accordingly. For instance, you can capitalize on their ego in terms of persuasion or negotiations. This is not about insulting them, but rather appealing to their ego investment.

A person excessively invested in a belief will not see any sense in other beliefs, so what you can do is limited. These sorts of people will either have to hit rock bottom before considering another stance or take baby steps.

You can conclude when someone is excessively ego-invested when their opinions and rationale just do not add up when discussing logical evidence with them. You see them overreact and lash out at you over simple matters. An idea of this will guide you in the act of reading people better.

Understand the Psychology of Belief

The knowledge of this is also essential in learning how to read people. It could be simple and complex at the same time.

It is simple in that what you perceive as your identity and abilities determines your beliefs, as it's hard to have a belief that will make you accept your weakness.

It is also complex in that it is a combination of self-serving thoughts unique to each person. However, you can predict someone's beliefs by examining their values and characteristics. You, however, cannot predict it all.

Changing someone's beliefs is also difficult, though not impossible. It gets harder if the belief has to do with their ego.



Merely considering someone's life will give you an idea of their kind of belief system. This explains why a person that's been an atheist for their entire life will not see sense or believe there is a God somewhere.

The long and short of the story is that the ability to know what people believe in will tell you a lot about them, thus enabling you to read them. Ask probing questions, bring up various subjects of discussion, and you will get a feel for who they are. Their response and stance can give an idea into what they believe in.

The ability to decode someone's belief will let you know who you are dealing with.



# Chapter 6. Common Patterns of Interpreting Behavior

Correspondingly, stretching both legs straight while seated upright indicates the casualness of the person regarding the message or the speaker. As earlier on mentioned, if one sits with all the legs straightened and stretched, then the individual wants to induce relaxation and feel casual. At the end of a class, there are chances that you or one of your classmates stretched their legs while in a seated position to indicate that they are inducing relaxation and feeling casual than they were. While this posture appears like just any other posture, it can be important for an individual that is feeling restless. Using this posture, a restless individual can be helped to induce the much-needed relaxation of the body and mind.

Additionally, standing at the same spot for more than five minutes when speaking may indicate that one is not natural with the speaking. Indeed, standing at the same spot for more than five minutes indicates that one is operating under a fixed schedule and a defined set of expectations such as giving a speech or dictating notes to a class. For instance, a preacher is operating under fewer time constraints and expectations and will speak at random but predictable physical spots compared to a minister reporting on a disease outbreak. For this reason, the unrestricted movement of feet through walking indicates freedom of thought, unlike speaking at the same physical spot.

If one taps their feet on an object, then the person is not actively participating in the conversation. One of the best indicators that one is not listening to an interview is when the individual taps on the floor, desk, or wall. The tapping of feet on an object is an attempt to ease the mind of processing what is being said because it is demanding or disturbing. For instance, at one point, you noticed that one of your classmates taps on the wall or floor when talking about an essay or project because the colleague does not feel as good as others do. This behavior is meant to help the individual process negative feedback safely because continued active listening will make the individual get overwhelmed by emotions.

Furthermore, if one knocks against their knees, then the individual is feeling embarrassed or disinterested in the conversation. Knocking the kneecaps or shaking the legs with knees almost touching indicates uneasiness, inadequacy, and embarrassment. In most instances, this posture is attained when one is seated. Knocking of knees or almost knocking the knees against each other is also a way of expressing extreme anger where one tries to process the negative emotion safely. Either you or your colleagues probably waved their knees to almost touching because you were feeling frightened, intimidated, or upset and wanted to process the emotion safely. Since this posture is mostly done when one is seated, most speakers commonly miss it, but a keen observation of the shoulders may indicate the individual is waving the knees against each other.

Relatedly, if one places one or both of their palms in between their two thighs clamped together, then the individual is feeling embarrassed. Children commonly exhibit this posture, and it is meant to indicate that he or she is feeling cornered or embarrassed. Adults also manifest this posture of clamping one or both palms of the hands between their thighs when feeling embarrassed or scared. Fortunately, this posture can be observed with ease, and the message read accordingly. In some extreme circumstances, this posture communicates that one is feeling erotic or sexual, especially when done by one of the lovers towards the other.

If one walks excitedly across the stage when speaking, then the individual is likely to be excited. As earlier on suggested, moving animatedly across the stage or physical area where the communication is happening may suggest that one is happy and at ease with the message and the audience. Think of how preachers utilize the stage by moving animatedly across the stage. Most storytellers also utilize random and firm movements across the stage to indicate that they are feeling confident and involved in the message and the audience. Most artistes tend to move randomly and excitedly across the stage to show eagerness, happiness, and active participation of what they are delivering to the audience.

On the other hand, if one walks slowly across the stage when speaking, then the person is focusing more on the message content over everything else. When the speaker wants to draw attention to the message over everything else, then he or she will move slowly across the stage to ensure that the audience recalls more the words rather than the body language.

For this reason, slowing down during speaking may help the audience lend more criticality to the message rather than the speaker antics. It is the reason why most interviews are conducted while one is seated. Even when given an entire stage, a politician is likely to move least because he or she wants the audience to remember the content of the message as opposed to other aspects of communication. In communication, any unwanted message is known as noise and if a speaker wants the audience to remember the presentation, and then, if the audience remembers the dressing or dancing of the speaker, then this can amount to noise. Noise in communication is thus contextual contrary to the broad assumption that noise in communication is always universal.

There is also the closed posture where one crosses the arms across the chest or crosses the legs away from someone or sits in a hunched forward position as well as showing the backs of the hands and clenching the fists are indicative of a closed posture. The closed posture gives the impression that one is bored, hostile, or detached. In this posture, one is acting cautious and appears ready to defend himself or herself against any accusation or threat. While we insist that certain postures should not be encouraged, it is important to realize that they should be expressed as they help communicate the true status of the individual.

For the confident posture, it helps communicate that one is not feeling anxious, nervous, or stressed. The confident posture is attained by pulling oneself to full height, holding the head high, and keeping the gaze at eye level.

Then pull your shoulders back and keep the arms as well as the legs to relax by the sides. The posture is likely to be used by speakers in a formal context such as when making a presentation, during cross-examination, and project presentation. In this posture, one should stand straight and deliver the message.

Then there is the crossing of the legs from the thigh through the knee while seated on a chair, especially on a reclining chair. In this posture, one is communicating that he or she is feeling relaxed and less formal. In most cases, this posture is exhibited when one is at home watching a movie or in the office alone past working hours. If this posture is replicated in a formal context, then it suggests boredom or lack of concentration. If a speaker reads this body language, then he or she should realize that one of the members of the audience is feeling less interested in the message and should activate self-feedback. Self-feedback includes things such as am I speaking fast. Should I give them a break? Should I vary the tone?

For the posture where one crosses the legs from the ankle to the soles of the feet while seated, it communicates that one is trying to focus on an informal context such as at home. For instance, if a wife or a child asks the father about something that he has to think through, then the individual is likely to exhibit this posture. If this posture is replicated in a formal context, then it suggests boredom or lack of concentration.

Akin to all aspects of communication, it is imperative that the audience generates feedback for the speaker to take into account and adjust accordingly.

While some forms of body language indicate casualness, they are not entirely deliberate, and they are merely stating the true status of the affected individual. What is important is for the speaker to adjust the communication by simplifying it, introducing breaks, varying tone, and being sensitive about how the audience feels.

# Chapter 7. The Importance of Knowing Yourself

Getting to know yourself is about discovering the real you. It is more than just determining your preferences, like your favorite music or the kinds of clothing you like to wear. Knowing yourself involves a much deeper understanding of who you are as a human being. You may seem to know yourself based on what people have to say about you. But this is not a proper understanding of who you are, as it is just opinions from other people based on their limited interactions with you.

Getting to know yourself even better would mean you are understanding what your core values are in life. You will also have to take part in some self-reflection as well as get a better understanding of why you may hate someone. Sometimes the reason behind why we hate someone could be that we see a part of us that we hate in that person.

## **Your Values**

Your values are what you find to be the most important aspects of your life. They are your personal preferences on how you wish to live your life. Unfortunately, most of us don't always know what we want out of life. As a result, we end up living a life not always getting what we would want.

This leads us to feel unfulfilled and unable to achieve peace within ourselves when navigating through our daily lives. In order to build a healthy and happy foundation to your life, you should determine your core values. Your values are a list of ideals and requirements that are important to your life.

Figuring out what your values in life are is not as straightforward as you may think. It is possible that some of the values that you may think are important to you aren't, because you may tend to spend more time and effort on other things. An example of this would be if you choose to hang out with your friends instead of maintaining a daily gym routine. This means that you value socializing over your health, even if you may say that health is important to you.

There will be many cases in which you will find inconsistencies between what you value and what you actually do. But this is not a major cause for concern as it can take time for you to understand what your values are in life. An example is a person that has a job that does not suit their values at all. This person prefers the freedom of choice, but they unfortunately work at a desk job that consists mostly of monotonous duties assigned from upper management. This is important to remember when analyzing people, as their choice of work does not necessarily reflect a decision that they made based on their core values. In order to find your way in life, you should first work on finding out what your values in life are.

A simple way to start this process is to create a list of values that you find important to yourself. If you find yourself lost for inspiration, try looking for examples on the Internet.

A simple Internet search will lead you towards countless websites that feature lists of common personal values. Select among five to eight of these values which you will then use to create your list. Rank these words from most important value to least important.

Once you have done so, you should then analyze each value by breaking it down even further into words that best describe the value to you. This will help you understand what a value means to you. Remember, the same value can have different meanings to different people. Once you have developed your list of values, you can then analyze this in order to find out who you are. This will help you in making relevant changes to your situation with the hopes of creating an ideal life.

## **Look at the People You Hate**

There is a lot that you can learn from the people you hate. It is possible to dislike a person who has similar personality traits to yourself, especially those characteristics that you tend to deny. This denial could be a result of a bad past experience which you don't plan on revisiting.

Things that you may dislike in a person you hate could be things that you dislike about yourself. This irrational behavior can lead to an obsessive hatred towards a person who shares similar characteristics as you do. It doesn't necessarily mean that they also share the same values as you do, however.



People that have values that are different to yours will not necessarily cause you to hate them because of these opposing values.

Rational behavior implies that even people with conflicting values or situations can still be able to function with one another. This is partly due to these people finding neutral ground in their differences and arguments.

But when this neutral playing field does not exist, then one cannot help but feel negative about the opposing person. A big part of this negativity is the feeling of being unable to solve an issue with that person which would have been solved if it were a neutral situation. Observing those who we have negative feelings for can help us learn a lot about ourselves. The same goes for people who hate us. It may be a possibility that we possess similar traits to the person who hates us, a trait that may be highly frowned upon by that person.

## **Self-Reflection**

Participating in self-reflection requires you to take some time to recap on your most previous behavioral patterns, your emotions, and just about everything else that is going on in your life. This is also a good time to reflect on your goals, which can be compared to your current situation or state of mind. It is advisable to self-reflect consistently on a daily or weekly basis. The most common forms of self-reflection are to write down your experiences in a journal.

Self-reflection is a big part of analyzing and getting to know yourself.

It also, to some degree, forms part of the therapeutic techniques made famous by Sigmund Freud called psychoanalysis.

Psychoanalysis allows you to reflect and talk about yourself as much as you can in order to gain further insight into your behavior. This study also goes deeper into the subconscious mind by basing some assumptions on dreams and fantasies.

## **Know Others**

You can learn a few things about a person just by observing them. You can learn much more from interacting and speaking to a person. But this is still not enough to truly get to know other people. Analyzing behavior and motivations behind a person's actions will indeed grant you more insight into someone's personality. But when doing so you should understand a few things about people in general. Their actions are not always determined by some sort of a motivating factor all the time. Sometimes, people just are the way they are.

### **How to Get to Know Others**

Getting to know yourself better involves methods such as self-reflection, determining your values, and more. Some of these techniques can be reversed towards someone else besides you in order to get a better understanding of that person. But only to a short extent, as it is difficult to gather accurate personal information from another person. You will need to interview or interact with people in the hopes that they will give you the answers that you seek. However, people can supply false answers in the hopes of hiding the truth or simply by mistake.

Much of your analysis of others comes from basic assumptions and investigations. Even with these findings, you will notice that you barely hit the surface of determining how other people operate. This is due to the fact that people and their ways of thinking are rather complex, and simple answers and explanations will not suffice. This is why further analysis is needed in order to better understand others. A good way to start your analysis is to first realize why people behave the way they do.

### **A Thin Line between Malice and Conceit**

We all have, at some time in our lives, felt that someone did not care about us. That person's behavior may have come across as being hurtful. But in most cases, the reason behind this behavior isn't sheer malice, but it may just be that that person was focused more on themselves.

Our thoughts towards people are, for the most part, divided towards three individuals. Ourselves, people that are in some sort of a relationship with us (this could be a spouse, family, or boss), and other people for which we often reserve some form of empathy. A large portion of a person's thoughts is directed towards themselves, with a relatively smaller portion towards relationships, and an incredibly small portion towards empathy.

In other words, the majority of people's thoughts are directed towards their own feelings and towards maintaining relationships with people. Only a fraction of time is spent in empathy. Empathy is the rare instance in which a person places themselves into the perspective of another person whilst realizing that person's emotions and problems.

Seeking empathy from others is, then, a difficult task as people have to see past themselves (their goals, problems, and needs in life) and their relationships (work, family, and socially related situations) in order to prioritize their needs. People, in general, will only reserve a small amount of energy for you. There usually isn't enough time for a person to judge you or be mean and hurtful towards you (with some exceptions, of course).

## **People Are Forgetful**

People, in general, have trouble remembering things. If you take into consideration that people only allocate a small amount of thought towards empathy (the larger amount of thought is generally directed towards themselves and relationships) as discussed earlier, then people are far more forgetful when an issue does not concern them. For example, if you meet someone for the first time and exchange names, it is highly possible that they will not remember your name the next time you run into each other. It is easier for them to recall similarities that you may have with them.

If you do pick up that someone is forgetful in nature towards you, it is not necessarily an act of malice, but rather human nature, as people tend to be forgetful. We can easily assume that a person forgetting our name or forgetting to complete a task that we assigned to them is being disrespectful and negative towards us. But we should try and give that person the benefit of the doubt and not wrongfully analyze their behavior as being negative. He or she could simply not be systematic and organized.

Even an organized person can simply forget something on their schedule. It only takes a split second to unintentionally overlook something. This doesn't mean that this person is not interested in you or that particular task. On the other hand, a person may have a good memory or a reliable system in place. This person may take pride in making sure they remember people or incidents or tasks.

## **People Are Lonely**

Loneliness is common amongst many people. The feeling of being alone can contribute heavily towards a person's behavior. The behavioral patterns of a person within your group of friends aren't necessarily behavior that is in line with that person's core values, especially when that person feels like an outsider of the group.

The feeling of loneliness or being without a partner can possibly cause a person to develop huge personality changes that are uncharacteristic of themselves. You can notice the differences in priority between a single person and someone who is in a relationship. The data that you may have gathered from analyzing someone when they were single may not fully apply now that they are in a full-time relationship.

## **People Are Emotional**

In truth, everyone is emotional. The fact that everyone in a room may be calm about a certain situation does not mean that they are okay with it.

An objection to something doesn't always have to be an outburst of anger. Many people try their utmost best to remain calm under stressful situations. This does not necessarily mean that they have fully accepted the terms of that situation.

Not showing your true emotions during a situation can come off as being negative behavior towards someone. This might be during times when you are angry or excited. Holding back your response and not revealing your emotion can cause you to upset another person. This is usually because that person cannot fully analyze your emotions.

You will have similar difficulties when you analyze people who keep their emotions to themselves. This does not mean that they don't feel anything, nor does it mean that they are being deceptive. Instead of criticizing these people, you should try to glean a better understanding of the reasoning behind their decision to not fully disclose their feelings and emotions. This will assist you in getting to know others better.

## **People Are Self-Absorbed**

The definition of self-absorbed goes deeper than you think. It includes an imposing and insecure personality that is linking to a dozen more negative behavioral traits. Not everyone, in general, is like this, but people tend to come off as being self-absorbed most of the time. Most people are just out there trying to live life and, in doing so, end up being too concerned about themselves.

There aren't many people out there that dedicate entirely everything to someone else. This might sound like a truly noble cause but doing this will eventually lead to one's destruction because this act places all of your happiness into the hands of someone else.

Realistically speaking, people come off as being self-absorbed even if they don't intend to be. This could be the opposite of dedicating one's happiness to another person. So independent behavior might just be a better way for a person to seek out happiness.

# Chapter 8. Dark Seduction

Dark seduction refers to the use of dark psychological tools to entice someone into engaging in a relationship that satisfies seducer's self-interest with no apparent benefit to the seduce.

A dark seducer orchestrates the victim's longings to suit his/her selfish desires.

While seduction is traditionally related to the opposite sex, it can also be of the same gender and asexual.

Dark seduction is not necessarily about sex but taking advantage of sexual arousal to achieve certain objectives.

When a victim is sexually aroused, the victim becomes less logical and less rational and thus more susceptible to manipulation.

The following are some of the dark seduction techniques:

- Love bombing
- erotic expressions
- platitudes
- gifting
- sexual innuendos

The primary objective of dark seduction is to appeal to the primitive Id within every individual. This makes the victim break away from super-ego and hence lowers to the primitive level of Id where hedonism is prevalent.

More often than not, indoctrination and brainwashing can be applied to facilitate the wearing off the super-ego.

Couples are often drawn into one another by a strong force of attraction. Although this is a good thing, it can be used as a way to manipulate others. Depending on the skill of the manipulator, seduction can be a very powerful tool and a very subtle one at that too. It may begin through veiled suggestions or criticisms that go rewarded very elaborately by acts of romance whenever they are heeded by the unsuspecting victims. This is a common form of positive reinforcement masked as acts of intimacy.

More often than not, the people being manipulated through seduction seldom realize that they have much-diminished control over their actions. This is because a skilled manipulator would not make it so obvious that their acts of romance and intimacy are entirely pegged on the other parties' conformity with their personal wishes. This means that they would bend over backward to please a skilled influencer without the slightest idea of why they are doing so. Even more compelling is the fact that a seductive manipulator who has perfected his or her art is bound to be at the top of his game.

For this reason, the romance and intimacy sessions aimed at manipulation would be very intense to the level of making the recipient virtually helpless to such advancements. It is little wonder then, that some of the deepest and darkest secrets have been brought to light through the skillful art of seduction. Actually, one of the worst spies this world has ever seen was a woman seductress by the name of Mata Hari. She was an exotic dancer during the First World War era and was convicted in France for spying for Germany.

# Chapter 9. Some Techniques that Need to Know to Make Dark seduction

## Dark Triad

Manipulation predators or dark manipulators use a lot of techniques in order to control their victims. They look for a certain type of people with certain types of personalities. Those type of personalities that are often prey to manipulators are those with low or no self-esteem, those who are easy to please, those with low or no self-confidence, have no sense of assertiveness and are very naïve. Let's explain these personality traits in more detail.

Those who are naïve find it virtually impossible to accept the fact that particular people in their lives can be cunning, devious, and ruthless. They will constantly deny that they are being victimized.

Those who are over-conscientious give the manipulator the benefit of the doubt, even if they know in the back of their mind, they are right. They are hoping they are not and take the blame.

Those who have a low self-confidence start to doubt themselves and what they are experiencing, they are not assertive and they easily defensive because they don't want to make waves.

Those who are emotional dependency have a submissive and dependent personality. When the victim is more emotionally dependent, the manipulator has an easier time exploiting and manipulating them.

Those who over intellectualize really want to believe the manipulator and tries to understand their reason for harming others, especially the victim themselves.



When people show signs of these characteristics, they are actually trying to get away with using others to get what they want. Each one of these personality traits can make life difficult for people, but all of these traits combined can be dangerous to anyone's mental health. Those who have any one of these personality traits show some of these behaviors: seeking out multiple sex partners, acts out aggressively to get what they want, they have high or low self-esteem, do not view themselves highly, and most of these traits are shown by men

It is important to note that people who have one of these three personality disorders are not trustworthy, are selfish, are not straightforward, are not kind, or modest, and they do not comply or compromise, which are all qualities that are not good for any type of relationship. If you know someone that exuberates any of the dark triad traits, you might want to see if you are a victim to any of these techniques.

## **The Benefit of NLP**

Are you stuck in a lock of the mental grid? NOW restart your brain with the help of incredible NLP training!

NLP is an understanding of the intelligence system in the brain. As Neuro-Linguistic Programming, NLP reads out. Therefore, the NLP approach helps to understand the interplay between neuro and language skills. The human brain is made up of neurons, and the NLP training techniques and concepts will program and reprogram these neurons accordingly.

NLP works on two primary principles. The presuppositions of all NLP models are

- Mind and existence are systematic processes-this theory states that all processes within a human body, which occur among human beings and the entire ecological system, are rational and methodical. Unable to isolate one part of the system from the other.
- The map is not the land—because they are one; humans only tend to understand the fact and not reality itself. The theory seeks to differentiate an individual from a menu to a meal. It helps a person to know what they think and what they are. All

in all, the technique maintains a person to extend the neuro-linguistic diagram.

NLP is both an art and a science. It tries to put the gathered data into effect. NLP learning has no sense without this practical application. NLP is a way to find yourself and thus to conquer one's cached negative attitudes and beliefs. The method was like a gift to thousands of people who had NLP learning and managed to overcome their doubts and different convictions. NLP's incredible techniques have helped to enhance their personal and professional relations and increase their confidence.

The origins of neuro-linguistic learning are hypnosis. Hypnosis NLP has evolved much earlier than NLP approaches today. NLP is basically a carefully designed way of thinking. The NLP practitioner tries to improve the areas of terror, desire, hate, or desolation. All in all, the excellent NLP methodology improves the overall quality of life of an individual.

NLP learning is typically performed in such a way that vivid anecdotes, success stories, and first-hand experiences are integrated. The markets are inundated with NLP books and newspapers. There are numerous websites offering free training and home study courses for NLP practitioners. These free NLP tutorials help a person to understand and master NLP's art, both conscious and unaware human behavior. However, the best way to understand NLP coaching is to work directly with a qualified NLP practitioner. There are also many institutions that hold neuro-linguistic training workshops and seminars.

# Chapter 10. Mind Control and Brainwashing

The term "brainwashing" was coined by journalist Edward Hunter. It is a direct translation of the Chinese term, hsi-nao, which referred to certain Chinese manipulative techniques used to deal with enemies. It also involves the sort of training given to communist government officials. In the West "brainwashing" as a term spread during the 1950s and referred to the treatment American POWs received in Chinese prison camps during the Korean War.

According to cult expert Steve Hassan, the major difference between mind control and brainwashing is that in brainwashing, the victim knows that the aggressor is an enemy, as in the case with prisoners of war who understand that survival means changing their belief system, but once the victim escapes from the coercion of the enemy, the brainwashing effects usually disappear. That is not the case with mind control, where the manipulator comes to the victim as a friend or a teacher. Disarmed by the friendly relationship, the victim is often a willing participant, believing that the manipulator has their best interests at heart. That is what makes mind control so dangerous. It changes beliefs, attitudes, thinking processes and behavior, essentially the whole of the victim's personality, and the victim happily and actively takes part.

As if that's not disturbing enough, when it comes out that someone they trusted has deceived and manipulated them, they cannot get their minds around it. Why? Because unlike brainwashing, mind control tends to stick long after the manipulator is out of the victim's life because the victim believes that they actually made the decisions themselves. Another part of it is that they do not want to believe that they had been tricked and used by someone they considered a friend.

## Practitioners of Mind Control

So, who does this to others? You might be surprised. Modern mind control is everywhere. It is both technological and psychological, and it shows up in many different areas of life, places you might never expect. That said; it is not so fool-proof that it cannot be recognized and stopped. We know that the simple act of these methods to the public reduces and, in some cases, entirely eliminates their effects. This is particularly true for those mind control techniques employed in advertising and propaganda. I bet you didn't realize that just sitting back and watching TV actually exposes you to mind control in the way products and services are advertised. It is true. As for more physical intrusions of the sort associated with the military-industrial complex, tactics that those in that area continue to develop, those are more difficult to deal with. Let us take a look at some of the areas where mind control is evident in daily life.

- Education. We will begin with the most obvious. It has long been known that the easiest way to control a population is through education. Fascist and communist regimes, not to mention religious-run education have proved that. If you catch them young and impressionable, you can fill their heads with all sorts of nonsense. Just look at how many people believe things like creationism and Noah's flood, all because they were "educated" in fundamentalist Christian schools.
- Advertising and Propaganda. Whether you are talking about Madison Avenue or Joseph Goebbels, the man who oversaw Hitler's propaganda machine, it is all about getting people to behave the way someone wants them to. In the case of the former, to buy something, or buy into something. In the case of the latter, to believe. Hitler wanted the German people to believe in what he was doing, to see it as right and moral; or at least to believe there was nothing they could do about. Even today we see propaganda at work, explaining away our dwindling freedoms as necessary for "national security" or to "stop the terrorists," where all that is simply a smokescreen to keep the masses from realizing that their government is far more authoritarian than it was a generation ago. Print, movies, television, and cable news can now seamlessly integrate an overall message which seems legitimate since it comes from so

many sources, each reinforcing the credibility of the rest. By reading this book, your eyes will have to open; all this will become visible if you just look around.

- Sports, Politics, Religion. So, what do these three American obsessions have in common? They all call upon the worst of our tribalism. What team do you root for, what party do you support, which version of god do you pray to? If you think about it, they all divide people, classify them, and then pit them against others who occupy a different classification. You are a Bears fan, so you have an antipathy for Patriots. I'm a Democrat, and I'm supposed to vilify Republicans, and as a good Christian, you are supposed to look at those Muslims with great suspicion. What could be less important than a disagreement of fables and mythology, or over a football game, or even a political party? Yet people will fight and sometimes kill over these trivial differences because they have been conditioned to do so.

Now that we have had a look at areas of where mind control is being practiced on everyone, including you, let us take a look at some of the techniques that are in play, both in interpersonal relationships and in groups.

- Physical and Mental Isolation. Humans are social creatures, which makes isolation a particularly powerful tool. It not only starves the victim of attention, but it also limits their access to information as well as other possible influencers like family and friends. Isolation can take many forms, from jungle compounds such as Jonestown to week-long seminars in the country, retreats, and the like. You can even isolate someone by relentlessly criticizing their family and friends, using an "us against them" frame of reference. You see this a lot in religious cults that separate their members by warning of the evils of the "World" and "worldly people."
- Social proof and peer pressure. You use the fact that "lots of people are doing it" as a justification for getting the victim to do it as well. It works with individuals as well as groups because it plays on our social instincts. It is especially effective

with newcomers who do not know exactly what to think or do. In cases like that, it is natural for them to look at what others are doing and follow suit.

- Fear of alienation. Newcomers to high control groups usually experience a very warm welcome. They form new friendships quickly with all these friendly and welcoming people, and a good time is had by all. The problem is that when the newcomer begins to notice discrepancies and doubts set in, those relationships morph into tools designed to keep them in the group. One prime example of this is the Jehovah's Witnesses. Those who are disassociated from the cult are shunned. They lose their friends and often their families as well. It is the main tool that the Watchtower Society has to keep its members in line, and they use it freely, causing a great deal of suffering in the process.
- Repetition. It is a simple yet effective tool. You just repeat your message over and over, and eventually it becomes familiar, easy to remember, and eventually, the conscious mind no longer pays it any attention. When combined with other tactics, social proof, for example, it makes a powerful message.
- Fatigue. Physical work for long hours combined with sleep deprivation leaves one both physically and mentally exhausted. The victim is then more open to persuasion tactics. Cults tend to do this to their members to make them more receptive to the group's message and control.
- Taking a new identity. The ultimate goal of mind control is to alter the victim's personality to such a degree that they are no longer a vibrant and independent person, but rather an automaton that does what they are told. It begins by extracting agreement that the manipulators are good people doing the right thing. It might be some trivial agreement at first, something like agreeing that they are nice people. It grows from there because once you have accepted the small claim; you are more likely to accept larger and larger ones until you agree that they are right and that you are better off for being

involved with them. By that time, your conversations are being recorded so that there is a record in case you “forget” your new identity as a member of the group.

## **Other Mind Control Techniques**

What you have above is hardly the full extent of mind control tactics and strategy.

As long as mankind has been able to think, there have been those bent on controlling those thoughts for their own gain. If that is you, as you read this, I urge caution. You will be able to profit from these techniques but be aware that discovery can carry a very high price. You will have to judge for yourself whether the ends justify the means.

What follows are other mind control techniques that are found in schools, the military, cults, dictatorships, even in hospitals. They are offered here without judgment, but how you use them could well dictate how you are seen and remembered.

- Hypnotism. This is well-known with stage hypnotists doing shows across the country and on TV. It involves placing the subject into a deep state of suggestibility under the guise of relaxation or meditation. The technique doesn't need to be as overt as swinging a watch in front of the subject. It can be accomplished through music that has a beat closely aligned with the average human heartbeat. You see this frequently in nondenominational church services before the pastor starts in with Malachi Three as the collection plate starts making the rounds. The voice roll tactic, where words are delivered at a rate close to that of the human heart, is similar. It often sounds as if the speaker is imitating a metronome as they emphasize each word in a monotonous style.
- Love bombing. This is another cult favorite, and it entails quickly overwhelming the subject with a flood of attention and admiration to make them think that they have found the perfect lover or group to join. It is done through physical touch, thought & feeling sharing, and emotional bonding.

- Denouncing old beliefs. When you want to change someone's existing mindset to get them to accept a new lifestyle, you can accelerate the process by repeatedly showing the subject how their former beliefs and values were wrong. We see this in cults that inculcate insider versus outsider thinking in their members by denigrating "the world" and the old "worldly" beliefs the members had before they were "saved."
- Sowing confusion. You can encourage blind acceptance and a rejection of logic in your subject by regaling them with overly complex lectures on a purposefully obtuse and incomprehensible doctrine.
- Metacommunication. By stressing certain keywords or phrases, you can implant subliminal messages in long, confusing statements.
- Eliminate privacy. By doing this, you not only erase their personal boundaries, making your subject more vulnerable; you also remove their ability to logically evaluate logically by denying them the opportunity for private contemplation.
- Disinhibition. If you can get them to behave in a child-like way, they are more likely to obey you in a child-like way.
- Uncompromising rules. These can be simple rules that govern basic things, like mealtimes, bathroom time, even the use of medication. Once they agree to the small rules, they are far more likely to agree to the more invasive and restrictive rules you have in mind.
- Sleep deprivation and fatigue. Keep them up and keep them busy. The more fatigued your subject is, the more vulnerable they are.
- Dress codes. You can eliminate a sense of individuality among group members by enforcing a strict dress and grooming code.
- Confession. This is one of the most powerful tactics in that it can destroy the individual ego and leave the subject extremely vulnerable. Make them confess personal weaknesses, doubts, fears, and so on. This was a major tool used by cult leaders,



and Marshall Applewhite of the Heaven's Gate cult is a good example. Each morning at the breakfast table, Applewhite presided over a session where the Heaven's Gate cultists were forced to confess their lustful dreams and thoughts to everyone else as a way of shaming them into asexuality. They all committed suicide in 1997 on the Applewhite's word that a spaceship was following the Hale Bopp comet and would take their spirits to a heavenly world. That is the power of mind control.

- Financial commitment. Break them financially and force them to rely entirely on you. Jim Jones took everything his followers made and doled out to them what he thought they should have. They eventually became entirely dependent on him.
- Controlled approval. In a mind control situation, love is always conditional and capricious. By alternating reward and punishment for actions that are so similar the difference is negligible, you will maintain and encourage vulnerability and confusion in your subject.
- Dietary restrictions. Forcing special diets, fasting, portion control, etc. on the subject will deprive them of necessary nutrients and leave them in a depleted state that increases their susceptibility to disorientation, suggestion, and emotional arousal.
- Demand unquestioning obedience. You want to encourage automatic acceptance of your demands and beliefs. This can be done by discouraging questions.
- Encourage guilt. Guilt is a powerful weapon, and you should use it frequently. Exaggerate their mistakes and shortcomings, dwell on any injury they might have caused, and they are far less likely to challenge you.

## **Technological Mind Control**

At its most basic, this technology involves electrical networks that send the brain signals of a person to a computer that has been programmed to do things based on those signals. You see this in technology designed to return to stroke and spinal cord injury victims control over their limbs.

There is another kind of interface that needs mentioning here. This one is called a brain-to-brain interface, and it has received far less attention than the other. Instead of the brain signals stopping at the computer and making it do work, the computer passed those signals into the brain of another person, allowing that second individual to “read” the mind of the first and be influenced by it.

The initial study took place with rats in 2013, and two brains were successfully linked for the first time. The link was demonstrated by the receiving rats the decoders, having to press the correct lever based on what the sending, or encoding, rats were thinking. They did this 62% of the time, which was well above chance.”

By the end of 2014, experiments began using real-time BBI in human subjects. This set-up did not require surgery, and no computer was involved. The motor signals were transferred directly from the encoder to the decoder. In this study, the task was to push a button. The decoder was not conscious of the signal they received but simply carried out the task as if their hand was on the end of a puppeteer’s string.

It wasn’t long before information could be transferred between people. In this study, a 20-Questions-type game was devised, with the encoder in possession of something that the decoder knew nothing about. The decoder had to guess the object. The success rate was 72%, as compared with 18% without the brain-to-brain interface.

While the transmission of complex ideas between people is still out of reach, it is only a matter of time before we learn how the brain handles those complex ideas.

That hasn’t stopped ethical questions from being raised. By 2014, we had figured out how to turn someone into a kind of marionette using this technology. Shortly after that, we were able to transfer simple thoughts between minds. It will not be that long before complex thoughts and ideas follow.

The potential for mind control is obvious. We can already make someone perform simple actions. When we can transfer ideas, emotions, desires, and other complex thoughts, it will then only be a matter of time before we can send unwanted thoughts and commands into the minds of others. Do not think that technology will be regulated to keep that from happening. It is a sure bet that the government will want that capability for “national security” or some other interest, and of course, it will be in the hands of the companies that develop it. Considering how poorly they handle people’s personal information, I doubt that they’d be any more effective or ethical when it comes to this.

# Chapter 11. How to Interpret Verbal Communication

Learning to listen beyond the surface is a critical part of verbal communication. For you to make a good analysis about a person, you must make sure you overcome bias when you are listening to them as that will affect your mind and the truth.

## Pitch

This is simply a quality of the voice of a person that can be used in determining what other people think about them. The general belief is that women always have a higher-pitched voice, while men consistently have lower pitches. Beyond gender differences, though, low-pitched voices have been connected to calmness, reassurance, and a soothing disposition. This is the very reason why hospitals, call centers, and customer service outfits prefer agents with relatively low-pitched voices.

The pitch of our voice can be controlled in four different ways; chest, nose, mouth, and diaphragm. People that speak with their nose will sound whiny and high-pitched; people that speak with their mouths have lower pitches than them. When you notice someone speaking in a higher pitch than they normally do, it can signify agitation, excitement, or panic.

The majority of the people speak from the chest, and this is to ensure they are being heard. But then, it can later become tiring, and the speaker will have no other choice than to speak with a harsh voice. However, the best place to speak from is the diaphragm. The diaphragm is strong, full, and it requires much training before it can be used effectively. It is also the ultimate if you wish to speak in a pitch that communicates calmness and authority.

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## **Speech Patterns**

The speech pattern is simply the way people speak; it's basically how fast the speech is, and the pauses being taken around the flow. For instance, being too fast with your speech makes you look rushed and can be interpreted to mean anxiety. What people will think is that you are probably just pouring out anything that comes out of your mind without even giving thorough thinking to what is coming out of your mouth. While trying to analyze people, be aware that most fast talkers are probably nervous. A lot of people are unable to stop speaking rapidly when they are nervous or anxious.

On the other hand, people that talk with slow, measured pauses sound authoritative, calm, and friendly. Their pattern of speaking indicates that they are taking their time to think about what they have to say before they say it. However, it is important to say that this can be complicated at times because if your speech is too slow, it might be indicating that you are distracted or probably tired.

Your audience can get bored if they observe that your speech lacks enthusiasm. Understand that slow speech may be in order to gain more room for thoughts. However, excessively slurred speech can be a precursor of boredom.

## **Fillers and Pronouns**

Does the person you are speaking with use a lot of filler words? What is his pronoun usage like? Does he pause a lot and fill up with unnecessary words?

Fillers are words that break up the normal speech flow without adding any specific meaning to the overall message. Examples of fillers include "like," "um," "uh," "err," and the likes. All fillers have been considered bad lately, and generally, the advice is for people to avoid and get rid of them entirely.

For instance, the repetition of “um” by a speaker points to some level of insecurity, or anxiety. Most of the time, people use fillers when they have stored information with certain pointers. In trying to recollect these pointers, fillers are introduced in place of long, awkward pauses.

The way a person uses pronouns can provide another fascinating insight into his current state of mind. Specifically, the way a person employs and utilizes “You,” “I,” and “we” can provide an instructive discourse. Usually, when “I” is being employed to convey instructions, it is a message of authority. “I” also provides a dominating and intimidating atmosphere in such case scenarios. “I” is an assertive choice of word, especially when the person addressing you is your superior at work or an older family member. It connotes and denotes a powerful wish when it is used to request for one.

On the other hand, “We” is the safer option people use when they need to carry out a task, they find distasteful. “We” could also be used to mitigate the potential impact of the news about to be delivered. It is easier to hide behind “We” when firing someone, for instance. It is always, “We cannot continue to employ you,” as opposed to using “I.” It can also be a route to escape responsibility for a transgression or unpleasant task. In short, “we” comes in pretty handy when you want to communicate that a situation is out of your hands. However, when “We” does not refer to a single entity or organization, it can be an indicator of “togetherness,” especially in unheated situations. Romantic arrangements are a notable example of this.

The use of “You” is particularly complex. It all depends on the context and pitch of the speaker. “You” can be made to sound accusatory under the right situations. A speaker that emphasizes “You” may be trying to pass a message of non-involvement or non-consent. “You,” though, can also be made to sound placatory. However, most of the time, “You” is a message of dissociation; people use it frequently in a conversation to make it clear that they are a separate entity from the other party. Learn to notice when “You” is accusatory. Pair its use with other visual clues such as frowns or scowls.

# Chapter 12. Guide to Identifying Manipulation

As you seek to avoid manipulation, it is important to understand manipulation on a simple basis and how it can be applied on a day to day basis. If the following list sounds like a manual a relative, friend, work colleague or spouse is following, then you might be dealing with a manipulator.

First, a manipulator needs to master his/her emotions.

Ideally, a manipulator's target does not have exceptional skills of controlling their emotions because 1) they are vulnerable and 2) they have low emotional intelligence. However, the manipulator does not get lazy with skills. In order to manipulate the victim, a manipulator must be a good actor. He/she must have the ability to shed tears when needs, and act weak.

The master manipulator is so good at acting that he/she can lose him in a fit to display anger even when it is absent. It does not matter whether the manipulator wants some sympathy, needs to incite fear, has to make the victim feel validated, or anything else; he/she has to fit into the role as promptly as possible. As such, the manipulator is very good at mastering his/her emotions so as to have the proper tools of work at hand.

Having emotional control does not only involve acting with the right emotions when required but also hiding them when the need arises.

Secondly, a manipulator must understand the difference between logic and emotion

If you allow people to think too much, they will make sense of the situation. As such, the easiest way to manipulate people across the world is through playing on their emotions. Human beings are majorly emotional creatures. You will realize that emotions kick in faster than thoughts (This explains why we tend to act out when angry then think about our actions latter). A manipulator has more benefits if he/she can guide the victim to feel a certain way – he/she will have an easier time getting the victim to do what he wants. This is basically referred to as emotional manipulation.

Thirdly, manipulators flirt and use charm very often

When we are young, we learn how to throw tantrums and cry when we want something. This technique works up to a certain age after which, you cannot always cry your way in or out of a situation. People have to like you in order to do your bidding. Charm is a very crucial part of the art of manipulation. Most people will do things that they like. As such, a manipulator who is easily likeable most of the time will have more people falling prey especially if emotions are involved.

Charm works great for manipulators and when the need arises, they also use flirtation.

Some of them will even disregard the sexuality boundaries and throw in suggestive touches when they can be effective. Flirtation is often effective with lonely and low self-esteem people.

Fourthly, manipulators are very good at overcoming trust issues

Most people who have been on the receiving end of manipulation will generally be on the outlook for manipulators and will hardly trust people easily. A master manipulator tends to watch for such signs and heal the doubt. Basically, manipulators can have a hard time making a person with trust issues believe them. They therefore, watch for the signs in their victims and look for the buttons they need to push. For instance, a manipulator will come up with a convincing personal and private story to tell the prey.



In return, the targeted person will develop trust and share something personal too. The intention of the manipulator is to make you trust him/her enough to share something personal they can use against you. Acting is their key and their stories are believable.

Sometime, you may want to manipulate the manipulator so as to have an upper hand over them. Here is a tip to beat them at their own game, but do not use it for evil. It is to help you be ahead of the person trying to trap you. If you have realized that a person is trying to manipulate you through telling you a fake story, use your own fake story to draw them out.

Now, your biggest enemy when you are trying to manipulate a manipulator is doubt. The master manipulator will know the skills that another person may use and might be on the lookout for them. Your key to success is to ensure there is no doubt. That may include having to act. If the manipulator notices something fishy about your character, he/she will know that you are onto something. Before the manipulator gets to you, make sure that you know a few real things about him/her. Then use what you have to destroy his/her base.

Fifthly, manipulators conceal evil in altruism

It is very hard to hate an altruist. Manipulators use altruism to conceal their evil deeds. For instance, if he/she yells at the target for not doing what was expected, the manipulator will cover his/her actions by explaining that it's for the best interest of everybody. This manipulator will even go to the extents of apologizing in order to retain the relationship. They will say sorry for being so emotional then claim to love you and are worried that you are not doing what is right. On the other hand, the manipulator will criticize others in your presence and then remind you that he/she has your back regardless of the situation.

### **When a manipulator is discovered**

Majority of the manipulators who have not yet mastered the art of manipulation will resort to using one of the tactics in the above manual when discovered.

However, a master manipulator knows that these tactics would be a dead giveaway when one applies them after being suspected or caught. The worst thing that a manipulator can do when pinned is to display some manipulative behavior such as playing the guilt card or acting as the victim.

As such, the discovered master manipulator will try to act normal and calm. In fact, he/she can act so good that you doubt your judgment. But that is their intention; to create doubt. For instance, a violent spouse will beat the partner at night and then act so innocent, normal and calm if he/she is reported. The people listening to the case might even think that the person reporting is making false accusations. Heck, even the battered person will forgive the offender because of the new calm and innocent nature.

That kind of doubt benefits the manipulator. If he/she does not react like a normal manipulator, you will start wondering if your assumption is correct. You might even end up apologizing for being suspicious. Owe unto you if you already believed that the manipulator in question is a good person. It will be even harder to believe that the person is manipulating you when you have already trusted him/her. It is very hard to catch a master manipulator because he/she is very good at persuasion. The only time you will develop doubt is if a friend or colleague mentioned something and you need to clarify it. Also note, a manipulator will always be prepared to act when caught.

Does that sound like something a relative, friend, or colleague is doing? You have yourself a manipulator.

### **Point to note**

Manipulators are good at mastering and controlling their emotions, thus very good at acting. They understand the difference between emotions and logic thus will ensure that you have no time to get rational. Majority of manipulators know how to use charm and will make you trust them. Once you are in their trap, the manipulators will make you doubt most of what you know and believe. You will hardly detect their evil plans because they conceal them in altruism. When you catch a manipulator, he/she will act like a victim and even make you doubt your judgment.

## **Primary types of Analysis**

Now that you are clear on why analysis is used and why it is so essential to your manipulation practice, it is time for you to learn how you can actually analyze people! In this chapter, you are going to learn about three primary types of analysis, as well as when you can use them and how you can maintain your secrecy in the process. The three main strategies we are going to pay attention to are: body language (including facial expressions), profiling, and verbal cues. These three areas are the most important when it comes to analyzing someone prior to manipulation.

### **Body Language**

There are two types of body language that you want to pay attention to when you are reading someone's physical expressions: their actual body language, and their facial expressions.

Both of these will give you a large amount of insight as to what they are thinking and how they are feeling at any given time.

You want to begin by paying attention to someone's body language before you even begin talking to them. Get a sense of how they carry themselves, how they tend to move and express themselves when different types of things are said to them, and how their body language changes when different moods are experienced. Ideally, the longer you can comfortably observe someone from a distance, the better. This gives you a chance to get a stronger idea of who they are and what they are like before you enter a conversation with them. However, there are many times that you do not get a significantly long period of time to analyze someone before you begin your conversation. In these circumstances, it is beneficial to have already spent time practicing analyzing people and then use this practice to generate an idea of how your target is feeling and their personality in a short amount of time.

When you are reading someone's body language, start by getting a "baseline" of what they are normally like. Pay attention to their face, their arms and hands, and their feet. Also, if they are walking, notice their gait and how quickly or slowly they are walking. You also want to know how they are carrying themselves. Then, once you get a baseline, take a moment to pay attention to how their baseline changes with different stimulus.

For example, when they are happy or when they are annoyed. You want to essentially get an idea of their three primary states that matter most to you: normal, positive, and negative.

This will help you when it comes to conversing, as it will give you an idea of whether they are having a positive or negative reaction to what you are saying to them.

The benefit of body language is that virtually everyone has a similar type of body language expression. This is a form of communication that we unknowingly learn as we grow up, and because we all tend to communicate in the same way, our body language tends to work in the same way from person to person. For this reason, if you do not have a long time to observe or analyze someone first, you can use basic body language knowledge to generate an idea of what they are thinking and feeling, and about how they are feeling in response to various things you say or offer them. Now that you understand body language and how you should be reading it, let's start focusing on specific cues and readings that you can understand from someone when you are analyzing them. In the following sections we are going to explore three types of body language: the body language itself, walking or mobile body language, and facial expressions.

## **Forms of Body Language**

Body language comes in two forms: basic cues, and complex cues. Basic cues are ones that you are likely already familiar with. They include ones such as stomping your feet or making fists with your hands when you are angry, slouching in your chair and resting your head in your hands when you are bored or upset about something, and other similar cues. You are likely already familiar with the majority of basic body language cues, so we are going to focus more on the in-depth cues here.

Complex body language are things we unconsciously do any time we are feeling a certain way. These cues give on-lookers the ability to know exactly how we are feeling. Most people looking at us only know subconsciously and get a “feeling” about how we are feeling, or they may even overlook it entirely in favor of their own thoughts and feelings. As an experienced body language reader, however, you would be able to easily identify what these cues mean and how they relate to what the person is thinking at any given time. Let’s take a look at them, now. When you are reading body language, you typically want to start with getting an idea for a person’s overall body language. This is how they tend to carry themselves when they are “at rest” in the conversation. It may vary from conversation to conversation depending on their pre-existing emotions at any given time, but in general you should notice that most people have a fairly neutral “starting” position. Knowing what someone tends to look like when they are in neutral allows you to recognize when they make changes and what these changes mean about how they are feeling and what they are thinking.

To read someone’s complex body language, start by looking at their hands and arms. Where are they placed, and what are they doing? Are they near the body, or further away? In general, the further the hands are from the body, the more relaxed a person is feeling. This is true unless the hands are tucked in neatly but are completely relaxed and not tensing, fidgeting, or grasping at anything. If their hand is rested comfortably on their lap, for example, it would show that the person somewhat submissive and relaxed.

If both of their hands were folded and rested in the center of their lap, it would show that they were completely submissive in the situation. When people touch their arms with opposing hands, this often signifies that they are feeling uncomfortable or uncertain in a situation and that they are trying to understand it at a greater level. If both hands are touching the opposing arms, however, this indicates that they are feeling shut down on some level. If the hands are relaxed on the opposing arms, the person is feeling defeated. If they are tense, the person is feeling agitated. Sometimes, hands may not be positioned on the body itself at all. Instead, they may be placed elsewhere. For example, on an object. The message then comes from whatever that object is and the tension of the grip on that object. For example, if they are lightly gripping their cup in front of them, they are relaxed but waiting for an appropriate moment to take a drink. If they are holding their purse or keys in their hand, they are ready to leave but are waiting for the right time to say that they are ready to go. If their hands never left their purse or keys, it means they were not intending to stay long and that they may be uncomfortable or untrusting in their surroundings. With hands, there are two things you are looking for: placement, and grip. If the hands are placed on an object, consider what that object means to them. If the object is something that the person would typically use if they stay around for a while, then the person is likely relaxed and well-engaged in their environment. If they are gripping anything such as their keys, their purse, their wallet, the door handle, or otherwise, this means that they are ready to go and do not want to be here any longer. The next place you want to look is at their legs and their feet. Unlike the hands, feet do not grip anything. For that reason, the biggest thing you can learn about someone from their feet comes from which direction the feet are pointing and what movements they are making, if any. Where the feet are pointing says a great deal about what the person is thinking and where they want to go. If, for example, they are pointed at the person in front of them and at the door, that means that they want to leave with that person. If both are pointed at the person, they are comfortable in the environment and completely tuned in to that single person. If they are pointing at multiple people in the conversation, they are engaged in a group conversation. If they are pointing at the bar, they want another drink. If both are pointing at the door, they really want to leave.

The feet may be making a variety of different movements, too. If they are still, this means that the person is either relaxed or focused. They are engaged in whatever is going on around them, and so they are not thinking about any movements. When they begin to move, however, they can signify a variety of things. For example, if a person is feeling anxious, they may rapidly move their feet back and forth. If the feet are only gently rocking back and forth, or if you are looking at a woman and she is slipping the back of her shoe on and off, it means that they are feeling some form of attraction for the person that they are talking to. If a person has their feet crossed at the ankles and they are bouncing them around, this may signify that they are bored and wish that they were somewhere else, or doing something else.

Pay attention to both the hands and the feet when you are reading someone's body language. Both will give you a clear identifying factor of how they are feeling and what they are thinking.

The best way to get a full read on a person is to read what both parts of the body are telling you and then put it together as a full message. That way, you know exactly what the person is thinking and feeling.

## **Walking Cues**

How people walk says a lot about how they are feeling in any given moment. In general, the faster they are walking, the less they are thinking. This doesn't necessarily mean that they aren't thinking about anything at all. Instead, it usually means that they are only thinking about one thing. For example, they may be late and they are thinking about what they are late for and so they are walking fast. Or, they may be angry and looking for the person they are upset with, and the only thing on their mind is that anger. Since the faster a person walks translates to less thoughts on a person's mind, the slower a person walks translates to more thoughts on a person's mind. Therefore, if you see someone walking about slowly, they are often thinking about a lot. They may be walking slowly with an inquisitive look on their face, as though they are pondering something large and looking for the answer while they walk. Or, they may be walking slowly with a somewhat dazed look on their face, thinking about anything that comes to their mind.

Aside from the speed of a person's walk, think about their posture, too. A person who walks with a tall, straight back and their head held high is one who is confident and sure of themselves. Someone who walks with their shoulders slumped down and their back shrugged forward and barely picks up their feet is someone who is feeling unconfident.

If a person generally walks with a tall, straight posture, and you see them walking with a shrunken, slumped posture, this likely means that they are upset about something in the moment. If the opposite happens, then the person is likely happy and has experienced some form of achievement in the very recent past. In general, the taller and straighter someone's posture is when they are walking, the surer of themselves they are. This can go all the way up to them having their chin turned upwards as they look down their nose at people, meaning that they likely have a grandiose sense of self-worth. Likewise, the more shrunken and slumped their posture is, the less sure they are of themselves. This goes all the way down to being completely slumped and skulking along, showing that they are feeling really low and down on their luck.

## **Facial Expressions**

There are three areas you want to pay attention to on someone's face when you are using it as a tool for analysis. These three areas include the mouth, cheeks, and eyebrows. These three parts of the face have the tendency to move the most when it comes to expressive looks, and therefore they will also tell you the most about what a person is thinking or feeling at any given time. Facial expressions change rapidly throughout conversations, so pay close attention to these. In general, an emotion will first be expressed on the face, then into the body. They say that if a negative emotion is already being expressed in the body, it's too late and you may have lost the trust and faith of your target when it comes to manipulation. You have to be very swift and confident to turn that emotion around and regain their attention and trust.



With the mouth, there are many things you can tell. For example, someone who's mouth is soft and relaxed is either bored or uninterested in what you are presently talking about. You are losing their attention, and fast. If their mouth is slightly pursed, this is usually the sign that the person is interested in what you are saying and that you have their focus. If the mouth is tightly pursed or even pushed out slightly, this would indicate that they are angry and trying to "bite their tongue" from what they want to say. Smiling typically indicates happiness, but smiling with soft eyes that do not feature crow's feet at the sides indicates that the smile may be out of nervousness or obligation. A true smile always results in the eyes crunching and expressing crow's feet at the sides. If someone's mouth is pulled down at the sides, it may indicate they are sad. However, if it is pulled down and tense in any way, it may instead indicate defensiveness or annoyance. The biggest thing to pay attention for in someone's cheeks is their tension. If someone's cheeks are tight and pulled back towards the ears, this typically indicates that the person is feeling fearful or nervous. If they are tight and pushed forward toward the mouth, this would mean that the person is feeling angry. If the person's cheeks are tight and pressed up toward the eyes, this would indicate that the person is feeling happy. If they are soft or seem to be drooping toward the floor, this would indicate that the person is feeling sad.

Lastly, the eyebrows are another expressive place on the face that you need to pay attention to. If a person's eyebrows are pulled down at the edges and turned upward slightly in the center, this would indicate that they are feeling sad or even pitiful.

If they are furrowed, this would mean that they are focusing and trying to take everything in. However, if they furrow and their entire face tenses up, this would indicate that they are angry. Eyebrows that stay lightly raised for the entire conversation indicate that the person is interested in what you are talking about. However, eyebrows that quickly flicker up and then down indicate that a person is surprised by a piece of information. If they are fairly neutral and don't move, this means the person may be disinterested.

## **Profiling**

Profiling is where you look at someone's surroundings to get a better idea of who they are. This can be easy in some cases, and harder in others. Let's take a look at the three main areas you want to pay attention to with profiling: who they are with, what they look like, and their environment.

### **Who Are They With?**

Start with who the person is with. If the person is close with the person or people they have come in with, then the interactions you see between those two people will be more accurate to how that person feels when they are comfortable. It also allows you to look at the pair or group as a whole to get a feel for what they are like.

For example, if they are all dressed in a country-esque theme, you can conclude that they may be more outdoorsy and do-it-yourself type people. However, if they are all dressed in business or business casual clothes, their preferences may lean more toward outsourcing things and getting the best of the best - already made for them. If they are with people they are not typically with, you will be able to tell as the interactions will be a little tenser between them. Although they may still be comfortable, especially if the person is confident, it may seem a little more professional than casual, even if they aren't together for anything business-related.

# Chapter 13. Mind Reading

Science fiction has led many people to believe that mind reading is just that — fiction. This could not be further from the truth. Everyone has the desire to know what other people are thinking. I am sure you have thought to yourself, “What is he thinking about?” or “Is this person lying to me?”

You will not have to wonder about these things any longer, because we will explain exactly what is necessary to answer these questions. The next chapter goes into how this is possible; we will prepare you by uncovering the secrets of mind reading, explaining how it works and where many people go wrong.

Let’s do a thought experiment together before we go into anything else. If you had the ability to read someone’s mind — let’s say your mother’s or your sibling’s — what do you think that experience would be like? Would it be a straight-up text that you could transcribe onto paper if you wanted to? Would it look like a work of visual art? Maybe you think it would look like a combination of the two. You might also think that the mind is too complicated for someone to simply read it if you are still holding onto the notion of mind reading that popular culture gives us.

NLP teaches us that we don’t even need to go into someone’s mind in the abstract way that we learn about in the movies. This is because people let us into their minds themselves. All we have to do is ask them the right questions, and they will tell us everything we need to know.

Every important question to ask you already know from other chapters about persuasion. These are the questions you must ask your subject to find out more about them and, ultimately, read their minds.

In some ways, it is not so different from reading their minds in the way that people normally think of it, because your subject is not really thinking about how much personal information you are getting from them. But you are so deep into Step 1 that they are not even thinking of you as something separate from themselves.

And this is another way to understand mind reading. Mind reading, at the end of the day, is just being in Step 1 of manipulation and persuasion. You have to be matched up with your subject's unconscious brain language in such a way that they don't even realize you are a separate person. Then, they will tell you anything you want to know about.

There are some differences between mind reading and persuasion, however. But we will start with the things that are the same.

The main things that are the same are the kinds of questions you ask yourself to figure out what they think and what kind of person they are. These are the questions: how do they see themselves? What motivates them? What do they hate? These are the framing questions for persuasion, and they are the same framing questions for mind reading.

You must also learn the exercises that will test your skills in mind reading. These skills will be particularly useful for manipulation and persuasion. Be ready to use them a lot for both of these NLP endeavors.

There is one more thing you must be trained on before you are ready to do exercises for mind reading.

This theory of mind reading is also similar to the theory of persuasion and manipulation, especially persuasion. You will have to pay close attention to their body language, and simply learn as much about them as possible.

If it is something that can be learned about them, absorb it. You can't go wrong by knowing too much about this person. But the most important things for you to pick up are things like the way they carry themselves, how they dress, the facial expressions they use, the way they use their eyes, and so on. These things say a lot about a person, so don't underestimate them.

Now that you know the basics of the mind reading landscape, you are ready to practice it yourself. You have gotten rid of some of your initial misconceptions about mind reading, such as the ones that we are exposed to in movies and television. In reality, mind reading is a matter of manipulation and persuasion that allows you to incept ideas into others' minds.

There are multiple strategies to get into, but we will start with the basic approach, in which you use "I-statements" to make someone else adopt your ideas without them believing it was someone else's doing. This can seem counterintuitive to a lot of people, because they think that they make it seem too obvious to the person whose mind they are reading.

However, these “I-statements” actually make them believe you are harmlessly disclosing your own thoughts rather than influencing them. They are similar to the strategies we used for persuasion and manipulation that get you through Step 1 smoothly, because your mind works seamlessly with theirs, and they trust you enough to see you as their own.

But the difference is that instead of putting a new thought into their head as in persuasion and manipulation, you simply ask more questions. When you ask more questions, you get closer to knowing this person more. The more you know them, the easier their brain is to understand in the future, making future attempts at mind reading easier.

The next mind reading exercise involves asking “Yes” or “No” questions. It is deceptively simple because, in the beginning, it seems like it would be easy, but once you do it, you realize how hard it really is.

First of all, you can’t do this on someone you already know well. That means you have to do it when you are in a social environment where there will be people you won’t know. Don’t worry — the exercise is not so strange that it will seem like you are doing anything out of the ordinary. In fact, you should never come across as doing something strange when you are doing NLP, or else you are doing it wrong.

It goes like this. You ask them questions that you already know the answers to first. That means you do have to know some things about this person at first: you have to ask someone who knows them some questions about them, because you can’t let them know that you already know the answers, either. It would be awfully strange and suspicious if you were asking them questions that you already knew the answers to.

When you are listening to the answers to these questions, you have to be paying attention to the body language cues we were just talking about, in the section about the theory of mind reading earlier.

Pay attention to their facial expressions and how they are different based on whether they are a “Yes” answer or a “No” answer. Pay attention to their eyes. Look for emotion in their bodies and see if you detect any differences there as well.

Next, you will be asking them questions that you do not know the answers to. This is the part where you are testing yourself, because you will be checking to see if they are lying about anything later. This is another reason why you have to make sure you know someone who knows this person first, or else you won’t be able to check their work.

As they are answering the questions you don't know the answers to, compare the facial expressions they make to the ones they made before. Expressions people make when they lie do have some overlap, but it is not as much as some would like you to believe. That's why you have to pay attention to the specific individuals and learn about their personal cues. This is the only way to get good at spotting liars.

This is the ultimate exercise to see if someone is lying, but it is also the ultimate exercise to test your mind reading ability. You might be surprised at how quickly you improve if you continue to do this. You would do well to improve at this skill, because the better you are at reading minds, the easier persuasion and manipulation become.

After all, your subject will sometimes be lying to you, or even themselves. You won't be able to get them to do what you want them to do when they are being dishonest. That means it is in both of your best interest to know when dishonesty is there. If you are unable to detect it, then your NLP will greatly suffer.

Besides, mind reading is one of the essential NLP skills. No practitioner is good at persuasion but not mind reading — at the end of the day, they are one in the same. Just like with what you have already been learning, you have to get closer to the person and see what you can learn about them. After that, everything else falls into place. But you have to put yourself out there and make yourself uncomfortable, just like the other techniques.

# Chapter 14. Deception Tactics

It is the act of causing someone to believe something that is untrue. We all practice deception in one form or another. Some lies are bigger than others, telling your partner that you could never cheat on them is a big one for example. Telling your friend that she looks great in those jeans could just be a way of sparing her feelings.

Deception is not always practiced on other people. We can often self-deceive to preserve our self-esteem. Telling ourselves that we can achieve certain goals when all the evidence points to the fact that we can't is a healthy form of deception, but self-deception can lead to serious delusions.

Deception is an art employed by an agent to spread beliefs in the subject which are untrue, or truths coated with lies. Deception involves numerous things, example dissimulation, sleight of mind, suppression, cover-up, propaganda etc. The agents win the favor of the subjects, they trust him and are unsuspecting of his propensity to be dubious. He is able to control the subject's mind having won their confidence and trust. The subjects have no doubts on the agent's words, in fact the subjects trust the agent completely and possibly plan their affairs based on the agent's statements.

The deception practiced by the agent can have grave consequential effects if discovered by the subjects. How? The subjects will not be disposed to hearing his words, neither will they accept them anymore; no wonder the agent must be skilled at the deception technique. He must create an escape route to cover up if things boomerang and still retain the trust his subjects have in him.

Deception breaks the laws that govern relationships and it has been known to affect negatively the hopes that come with relationships. Deception does occur every now and then and this could result in feelings of doubt as well as disloyalty among the two people who are in the relationship. Nearly everyone desires to have an honest discussion with their partner; if they find out that their partner has however been dishonest, they, in turn, need to find out how to make use of confusion and distraction so as to get the dependable and honest information that they are in need of. Trust, on the other hand, would be lost in the relationship, making it hard to restore the relationship to its former glory.

The individual on the receiving end of both dishonesty and betrayal would always wonder about the things their partner was telling them, thinking about whether the story was true or false. As a result of this new doubt, most relationships will be brought to an end once the agent realizes their partner's dishonesty.

While it is an accepted fact that we all use deception, it is a personal choice as to the nature of your lies. The trick is to be able to recognize deception in others. This means that if we know the giveaway signs that tell us we are being lied to; we can avoid displaying them if we choose to practice deception.

Deception is another key aspect that comes with dark psychology. Like many other tactics that come with dark psychology, it is sometimes difficult to tell whether one instance of deception is considered dark or not. But before we explore more into this, we need to first understand what deception is all about in our world.

Deception is going to be any word or action that is capable of making someone believe something that is not true. Fraudulently providing evidence for something that is false, implying falsehood, omitting the truth, and lying are all examples of deception.

Deception is going to become dark any time when it is carried out with an indifferent or negative intention towards the victim. Dark deception is an understanding that the truth is not going to serve the deceptive aims of the deceiver. The deceiver is going to take the truth and either ignore, hide, or change it in favor of a version of events that suits their purpose a little bit better. Those who employ dark deception mean to do it as a way to harm, rather than to help. They want to help out their own interests, but they don't care who gets hurt in the process.



## **Types of Deception**

### **Exists**

This is when the representative comprises details or offers details that are totally various from what is the fact. They will certainly provide these details to the topic as reality as well as the topic will certainly see it as the fact. This can be unsafe because the topic will certainly not recognize that they are being fed incorrect info; if the subject recognized the details was incorrect, they would certainly not likely be speaking with the representative as well as no deceptiveness would certainly take place.

### **Misrepresentations**

This is when the representative will certainly make inconsistent, unclear, or indirect declarations. This is done to lead the based on obtain overwhelmed as well as to not comprehend what is taking place. It can likewise assist the representative to preserve one's honor if the topic returns later on and also attempts responsible them for the incorrect details.

### **Camouflages**

This is just one of one of the most typical sorts of deceptiveness that are utilized. Cover-ups are when the representative leaves out info that matters or essential to the context, deliberately, or they take part in any kind of actions that would certainly conceal details that relates to the topic for that specific context. The representative will certainly not have actually straight existed to the topic; however, they will certainly have seen to it that the essential details that are required never ever make it to the topic.

### **Lies**

This occurs when the agent manufactures information or provides information that is not similar to the truth. They will give this information to the unsuspecting individual as the truth and the individual will then see this lie to be fact indeed. However, this can be unsafe as the person being given this false information would have no idea about the falsehood; most likely, if the subject understood that they were being given information that was not true, they would not be on talking terms with the agent and no deception would have occurred;

### **Equivocations**

This is the point at which the agent will make statements that are differing, unclear, or not direct, such that the subject becomes confused and does not understand what is going on.

Also, it can help the agent to preserve their reputation, saving face if the subject later returns to blame them for the falsehood.

#### Concealments

It is the most frequently used form of deception. It refers to when the agent leaves out information that is related or critical to the situation on purpose, or they display any such behavior that would cover up information that is of importance to the subject for that exact situation. The agent won't have lied straightforwardly to the subject, they will, however, have ensured that the vital information required never gets to the subject.

#### Exaggeration

Exaggeration occurs when the agent emphasizes too much on a fact or stretch the truth just a little so as to twist the story to suit them. Although the agent may not directly be lying to the subject, they will manipulate the situation such that it appears as though it is a bigger deal than it actually is, or they may twist the truth to make the subject do whatever they need them to do;

#### Understatements

This is the inverse of the exaggeration tool in the sense that the agent will present part of the fact as less important, telling the subject that an event is less of a deal than it actually is when in it really could be what decides whether the subject gets the opportunity to graduate or gets a huge promotion. As such, the agent will be able to return to the subject saying they had no idea how huge a deal their omission was, they get to keep their reputation leaving the subject to look petty if they protest.

#### Disguise

Camouflage is an additional element that can be located in the procedure of deceptiveness. When this happens, the representative is functioning to develop an impact of being something or someone else. This is when the representative is concealing something regarding themselves from the subject such as their actual name, what they provide for a work, that they have actually been with, and also what they depend on when they head out. This goes better than simply transforming the attire that somebody uses in a play or a film; when camouflage is utilized in the procedure of deceptiveness, the representative is attempting to alter their entire character in order to method as well as trick the topic.

#### Simulation

Simulation involves presenting false information to the subject. Three methods that can be used in simulation include mimicry, fabrication, and distraction.

In mimicry, otherwise defined as the copying of another model, the agent will without thinking be giving a picture of something that is like themselves. They may have a plan that is like another person's and rather than giving credit to the other person, they will say that the plan is all their doing. This type of simulation can happen regularly through sound-related, visual, and other methods.

Fabrication is yet another means of deception. Here, the agent takes something found in reality and changes it until it becomes different. They may tell a tale that did not take place or add to a true story to make it better or worse.

While the heart of the story might be true, agreed they got a poor score on a test, it will have some additional things put in, and for example the teacher gave them a poor score intentionally.

While in reality, the agent got a poor score because they failed to read.

Lastly, distraction is another type of simulation in deception. In this case, the agent makes an effort to get the subject to concentrate on other things, but not the truth; usually done by offering the subject with something that may be more tempting than the truth that has been hidden from them. For instance, if a cheating spouse thinks the wife is beginning to suspect, he may bring home a precious stone ring to distract her from the matter even for a short while.

The problem with this method is that it is not usually long-lasting and as such, the agent has to look for a new way to trick the subject if they are to keep the process going.

#### Overestimation

This is when the representative will certainly overemphasize a truth or extend the fact a little in order to transform the tale the manner in which they would certainly such as. While the representative might not be straight existing to the topic, they are mostly likely to make the circumstance appear like a larger offer than it truly is or they might alter the fact a bit to make sure that the topic will certainly do what they desire.

#### Exaggerations

An exaggeration is the specific reverse of the overestimation device because the representative is mostly likely to minimize or lessen facets of the reality. They will certainly inform the topic that an occasion is not that huge of offer when as a matter of fact maybe the important things that establish if the subject reaches finish or obtains that huge promo.

The representative will certainly have the ability to return later on as well as state just how they did not recognize just how huge of a bargain it was, leaving them to look great and also the based-on look virtually minor if they grumble.

How to use deception Deception is used in order to propagate in the subject beliefs in occasions as well as things that just are not true, whether they are complete lies or just partial lies. Deception can entail a great deal of various things consisting of sleight of hand, propaganda, as well as dissimulation, camouflage, camouflage, interruption. This form of mind control is so hazardous because the subject typically does not recognize that any kind of mind control is taking place in all. They have been persuaded that a person point holds true when the complete opposite is right. This can get dangerous when the deception is hiding information that can keep the subject risk-free.

Frequently, deceptiveness is seen during relationships as well as will generally result in sensations of mistrust and betrayal between both companions. When deception occurs, there has actually been a violation of the relational regulations and can make it challenging for the partner to rely on the other for a very long time. It can be especially harmful since the majority of people are usage to trusting those around them, especially relational partners as well as good friends, as well as expect them to be honest to them for the most part. When they discover that somebody, they are close to is tricking them, they may have concerns with trusting others and also will certainly not have the complacency that they are utilized to.

Deception can create a great deal of problems in a partnership or within the representative as well as subject. The topic will have a great deal of concerns relying on the representative in the future once they learn about the deceptiveness.

There will certainly be times when the deception will be performed in order to help out the partnership. These would certainly consist of points such as not telling a spouse when a person claims something implies about them. Various other times the deceptiveness is a lot more spiteful or unsafe in nature such as when the agent is hiding vital info from the subject or is even tricking in the person that they really are. Regardless of what kind of deception is being deployed, most individuals agree that deceptiveness is damaging as well as ought to not be done.



# Conclusion

Dark psychology posits that humanity comes with a reservoir of brute intention towards the others, which range from minimally obtrusive and momentary notions to pure psychopathic deviant behaviors with no cohesive rationality. This can be called dark continuum. Mitigating factors behaving as accelerants or attractants to coming to the mysterious singularity, and also by which an individual's heinous activities fall in the dark continuum, is precisely what dark psychology calls black element. Short pants to those theories are exemplified below. Dark psychology is a theory this writer has grappled with for fifteen decades. It's just been recently he has conceptualized the meaning, psychology, and philosophy of this component of the human state.

Dark psychology encircles everything that makes us we have been in a relationship into our dark side. All civilizations, all faiths, and most of the humankind have this particular trap cancer. By the minute we're born into the time of passing, there there's a negative lurking within us that a few have predicted others and evil have thought as criminal, deviant, and behavioral.

When critters hunt, they frequently stem and kill the youngest, weakest females or guys of this bunch. Even though this reality seems spammy, the cause of his or her preferred prey is always to decrease their chances of death or injury. All creatures' life behaves and acts in such a fashion. Almost all their brutal, violent, and damn activities relate solely to this idea of evolution, natural selection, and instinct for reproduction and survival. Since you may see after reading this particular manuscript, you can find no dark behavior applications as soon as it has to do with the remainder of life in the world. We, humans, would be those to get precisely what dark psychology tries to research.

Theories of development, natural selection, and animal instincts, along with their theoretical tenets, appear to worsen if we consider the individual state. We are the only animals on the surface of the ground that preys on each other, minus the rationale for procreation to the existence of the species. Humans are the only animals that prey upon the others for inexplicable motives. Dark psychology addresses which a portion of their mind or worldwide particular state which enables and may even compel predatory behavior. Dark psychology presumes there is undoubtedly something intra-psychic which affects our activities and can be anti-evolutionary.







# **MANIPULATION AND BODY LANGUAGE**

THE ULTIMATE GUIDE TO FORBIDDEN MANIPULATION.  
DISCOVER THE SUBLIMINAL ART OF READING AND  
INFLUENCING ANYONE THROUGH BODY LANGUAGE SECRETS,  
PERSUASION AND MIND CONTROL SKILLS

Author Albert-Stark

# **Introduction of: MANIPULATION AND BODY LANGUAGE**

A people analyzer or reader can quickly decipher an individual's personality through several attributes, including what he or she does in their spare time. For example, if you inquire what a person does in their spare time and they reveal they participate in community drives, volunteering activities or contribute to church initiatives, you know they are philanthropic, magnanimous or community conscious. Similarly, if a person says they love partying endlessly or watching television in their free time, they may be low on ambition or seek quick gratification. The point is, even something as seemingly trivial as what a person does in his or her spare time can reveal his or her personality.

## **How Psychology Improves Our Lives**

While certain psychologists are of the opinion that our behavior is directly determined by genetics or heredity, others believe that it is a summation of all our experiences since birth. They are of the opinion that our immediate environment or the experiences we undergo in our immediate environment mold our behavior. For example, if a person experiences constant marginalization or prejudice on account of their class or race, they may grow up to despise wealth or seemingly superior races. They may empathize with the oppressed.

Similarly, if a person is constantly bullied, abused or victimized as a child, he or she may grow up to be a bully themselves. Much of their outlook, values, personality and attitude will be shaped by these early childhood experiences or violence and abuse.

Have you ever observed people who keenly attempt read their personality through zodiac signs or astrology? Isn't this a sign of possessing low self-awareness or understanding? People often gravitate towards things they believe they haven't got much of. For example, someone who hasn't been given sufficient attention by their parents during early childhood or teen years may grow up to be a person who thrives on drama and attention-seeking tactics. They may become more dramatic and showier.

There are plenty of clues everywhere. As a people analyzer, you just need to keep an eye out for these subtle clues.

## **Basic Psychological Concepts**

Our mind is divided into three layers – the conscious mind, subconscious mind and unconscious mind. While the conscious mind or state of consciousness is awareness of thoughts, actions, learning and experiences, the subconscious and unconscious mind are realms of the mind that hold things we may not be aware of. Through the conscious mind, we have awareness of things we perceive and feel. We can process feelings, thoughts, concepts and ideas that are gathered from our immediate environment.

However, when it comes to the subconscious and unconscious mind, we have little or no awareness of the thoughts, ideas, concepts and information stored in it. Our conscious mind is only the tip of an iceberg. There are multiple hidden layers, which influence our personality and behavior that we are not aware of.

If you want to be a power-packed people analyzer, begin with yourself. Identify how much you know about yourself or how well you understand your own personality or behavior patterns. Attempt to understand what drives you into behaving in a specific manner. What are your underlying beliefs, fears, motivators, values and more?

Once you've uncovered your own personality and behavioral characteristics, attempt to understand close friends and family members. Lastly, move to strangers who you spot while waiting at a doctor's clinic or at the supermarket/airport or someone you've only just met at a party. Keep practicing to sharpen your people analyzing skills until you are able to read people quickly and effectively, like a pro.

# Chapter 1. What is Mental Manipulation

To those who aren't fully aware of manipulation and what it is all about, it is hard to see that this process takes up three steps. Most of us will just think of manipulation as one thing—there actually need to be two things in addition to the act of manipulation, that will make sure that the manipulation is successful. These include the analysis, which happens first, and the persuasion, which is going to take place for most of the conversation with the victim but is especially going to show up after the manipulation.

Understanding that there is more to the art of manipulation than just the act of manipulation itself is going to help you understand more about what can make manipulation more successful. While beginners may think that they are able to do the process of manipulation without the persuasion and the analysis, you will quickly find that the results aren't as good if you miss these two parts, and you are less likely to get the things that you want.

It may seem like it will take a lot of steps and a lot of time, to learn how to use manipulation—but it is easier than you may think. You just have to learn how to ingratiate yourself into the life of your target, make them trust and believe you, and choose your words and body language in the right manner, and you are already on the right track to seeing success.

If the target doesn't trust you, it is not likely that they will follow your advice or do what you would like. But if you have had some time to build up trust with them, and form a relationship, then manipulating them is going to be much easier. Therefore, manipulation is not something that you do once and hope it works out well. It is something that you have to build on, take some time with, and really work to get the other person to trust and want to follow you.

We will take a look at some of the techniques that you are able to use with manipulation in a bit. But remember with this one that it is not a requirement for you to trust the target or be close to them. You just need to make them feel that there's a bond and a connection there to help this get started. As soon as you are able to create that bond and get the target to want to listen to you more, then it will be easier to use the manipulation techniques we are going to discuss.

Now, you will notice as you do some research on manipulation that there are a few different types of manipulation that you can work with depending on your needs. Oftentimes, we will focus on the negative manipulation, and that is going to be the kind that is used in dark psychology. There are other types of manipulation that you may encounter over time, but the kind that most people worry about is the negative manipulation.

And they have a right to be worried and concerned about this kind of manipulation. While it does wonders for giving the manipulator exactly what they want out of the situation, it does nothing for helping out the target. In fact, the target when they get into this kind of situation or relationship is going to be harmed in one manner or another, and the manipulator is not going to care about that all that much.

Whether the target is harmed in a physical manner, in an emotional manner, or in a mental manner where they lose their confidence and self-esteem, all forms of manipulation can be damaging to the target they are thrown at. The one person who ends up benefiting with this kind of negative manipulation is going to be the manipulator.

Keep in mind during this that manipulation is going to be any actions that try to convince a target to do something that is to the benefit of the manipulator. This can sometimes be beneficial to both parties, but in reality, the sole concentration is on benefiting the manipulator. And when the manipulator is successful, they end up with a long-term person who will help stroke their egos, make them feel good, and give them the admiration and attention that they want. In the process, the target is going to be used and oftentimes abused, as the manipulator keeps taking without giving anything back.

## **Positive vs. Negative Manipulation**

One thing that we need to take a few minutes to note when it comes to manipulation is that there is positive manipulation and negative manipulation. These are going to utilize the same kinds of techniques along the way, but the intention behind them is going to be slightly different, and this is how we get each kind.

We have spent some time looking at the negative manipulation and how it is going to try and harm the person who is the target. As long as the manipulator is able to get what they want and can use the target as a tool, they are going to do so—and it doesn't really matter to them whether the target gets harmed in the process or not. As long as the manipulator sees themselves as the winner, or as the one in control, they will be happy.

Now, there is also a type of manipulation that is seen as more positive. This is going to use the same kinds of techniques that we are able to see with negative manipulation, but it is going to work with better intentions. The manipulator in this kind is still going to work to get what they want from the target, but they have a conscience here, and they don't want to harm the other person. Oftentimes, this kind is going to be beneficial to both parties or will be more beneficial to the target than the manipulator.

For example, if a family tries to use manipulation in order to get their child to go to addiction recovery from alcohol or another substance, this is still seen as a form of manipulation, but it is done for the good of the target, rather than to cause them harm. If you go into a car lot to purchase a car, it is likely that the salesperson is going to use some of the techniques of manipulation and even persuasion in order to make the sale.

Sometimes, the manipulation is not going to be such a bad thing. Yes, we are using techniques that may be considered bad or unethical, but it is done with the health and safety, and even the benefit, if the target in mind the whole time. This is a manipulator because the person is doing the techniques in order to get something that they really want in life—but in the positive manipulation, the point is not just to help out the manipulator but also to help out the target in the process.

Keep in mind that with manipulation, whether it is positive or negative, we are dealing with the same techniques. When we talk about some of the different manipulation techniques in this guidebook, we are mostly talking about how to use these to help with dark manipulation and with dark psychology.



But you can use the exact same techniques to help if you plan to work with positive manipulation instead.

So, the basic difference that we are going to see when it comes to positive and negative manipulation is how the target is treated in the process. The manipulator is going to win in either scenario. But in positive manipulation, the target is allowed to win and benefit as well. Then, when we are looking at negative manipulation, we are going to see that the manipulator is the only one who wins, and the target is going to be used and often harmed in the process as the manipulator gets what they want.

## **Common Techniques to Use in Manipulation**

In reality, there are so many different techniques that a manipulator is going to try and use against you, that it can be hard to know how to defend against them all. Pretty much any technique that the manipulator is able to use in order to get you to act in the manner that they want to benefit themselves, whether it is with you doing it willingly or by force, is going to be fair game when we meet with a manipulator. With that in mind, there are a few examples of the techniques that a lot of manipulators like to work with to see the results that they need with their target—and some of these common techniques of manipulation are going to include:

### **The Advantage of Home Court**

When someone is trying to manipulate a new target, they will try to use any method possible to gain the upper hand in that situation.

The manipulator may decide to invite the target to a meeting or find another method of interaction in a physical space where the manipulator is the one to have dominance and control the whole time. This is why the manipulator may decide it is a good idea to do the meeting at their home, in their office, or somewhere else the manipulator is familiar with, and that the target has no idea about.

On the other hand, the victim is going to be really out of their element. They are happy that the manipulator wants to meet with them and may think that it is very friendly that the manipulator is willing to pick the place seeing this as a hospitable thing to do. But in reality, it is all to the advantage of the manipulator, just like anything else they do. It helps them to get the upper hand against the target from the very beginning.

### **The Target Is Always the First One to Speak**

Many manipulators like to allow their victim to speak first. This can work in several ways. First, the victim is going to leave with the false sense that they were the ones in charge, or that the manipulator was deferring back to them. But in reality, the manipulator likes to let their victim speak first so that they can get a baseline for where the victim is, sniff out any of the weaknesses, and then uses this to their own advantage along the way.

This is something that you will see with sales quite a bit. The salespeople will ask their victim some general and probing questions. This allows them to establish the baseline of the victim's behavior and thinking. From here, they can get a good idea of your weaknesses and strengths.

This type of questioning will have a hidden agenda, and we may be able to find it in other places of our lives, such as in personal relationships and in the workplace.

### **The Facts Are Always Changing**

Whenever you are talking to a manipulator, you will find that the facts are never going to be the same each time you bring them up. And if the manipulator thinks that changing up the facts will make their target look bad and make themselves look good, then they are going to be even more eager to do this. They will deny that plans were made. They will just show a bias towards the side that works for them. They may blame the target for messing things up and not getting things right. They will make up their own excuses, lie, and deform and twist the truth as much as they want to confuse the target and get what they want in the process.

### **They Show Their Negative Emotions with Loud Voices**

Another tactic that the manipulator may try to use is to raise their voice to help show off some of their negative emotions. This is going to happen many times during a discussion in order to show a form of aggressive manipulation and to make the target worry about whether they have upset the manipulator or not. The assumption here with the manipulator is that if they are then able to project the voice and make sure that it comes across loud enough, and they can add some negative emotions to this, then the victim is going to be tense and fearful, and will give the manipulator exactly what they want in the process.

In order to go along with the aggressive emotions and voice, it is common for the manipulator to make sure that every part of their body language is used to get the message across to the target as much as they can.

They will have strong body language that is meant to intimidate as much as possible, show anger, and move the hands around in order to showcase that the target needs to back off and do what the manipulator wants.

### **Negative Surprises to the Target**

Some manipulators like to work with surprises that are considered negative in order to put their victims off balance, and because it allows them to gain the psychological advantage. There are several ways that the manipulator can do this. They could low ball during a situation of negotiations, or the manipulator could have a sudden profession that they won't be able to come through and do the thing that they had promised before.

In most cases, the unexpected negative information is going to come to the victim without any warning. This makes it hard for the victim to prepare and try to counter the move in the way that they would like. In the end, the manipulator could ask for some additional concessions from their victim in order to continue working together.

### **Not Giving the Target Enough Time to Make Decisions**

This is one that manipulators of all kinds, even those who are salespeople, are going to use to get what they want. They will present some options to their target and then will limit how much time the target is going to get to make that decision.

The hope here is that the target is going to jump right on what the manipulator is suggesting to them, without worrying about doing research or thinking it through.

Of course, the position that the manipulator is trying to push is going to be something that benefits the manipulator and will maybe cause harm to the target.

The idea of giving just a little bit of time to the victim in order to let them decide on things has been used in many forms of manipulation. We can see this as a tactic that is used in sales and in negotiations. This is when the manipulator is going to try and put the pressure on the other person to make up their mind on a decision, often before the victim is ready to make that kind of decision. When you start to apply this kind of tension and control how long the target gets to make decisions, the hope here is that the target will give in to whatever the aggressor is demanding.

### **Criticism and Judgment Against the Target**

This is a type of behavior that can be distinct in several methods from some of the other tactics that we have talked about so far for manipulation. In this one, we are going to see that the manipulator spends a lot of time joking and picking on their target, in the hopes of lowering the confidence and self-esteem of the target as much as possible. By constantly dismissing, marginalizing, and ridiculing the victim, the manipulator is going to be successful at keeping their victim off-balance, while helping the manipulator to stay superior along the way.

Often, the aggressor is going to like this tactic because it is going to deliberately foster the idea that there is something going wrong with the victim, and that no matter how hard the victim works, they are never good enough to meet those impossibly high standards that the manipulator is going to set up from the start.

### **The Use of the Silent Treatment**

We are all guilty of using this one at some point. We will get mad at someone, or feel that they slighted us in some manner, and we will stop talking to them. We think that we are making them suffer some when we don't give them our attention all the time and that by making them sweat it out for a bit, we are more likely to get what we would like.

Many manipulators are going to use this tactic as well. By deliberately not responding to the reasonable emails, text messages, calls, and other communications from the victim, the manipulator is going to presume the power. They are making the victim do all the work, and this can place some uncertainty and doubt into the mind of the other person. The silent game is really a head game, where silence can be used by the manipulator as a form of leverage against the victim.

### **Using Guilt All of the Time**

The manipulator is going to love making their target feel guilty as often as possible. The manipulator can then make you feel bad for something, even if that situation is not your fault, and finds it easier to coerce the target to give in and agree to the demands they give, even when these demands are unreasonable, to make the guilt go away.

# Chapter 2. Manipulation of the Mind through NLP

The most basic definition of NLP is the practice of persuading a change in a person's ideas, beliefs, mental states, and more. The definition can also be expanded to include manipulating someone's habits and actions. In this book, we follow the rule of using persuasion to refer to a change in beliefs and manipulation to refer to a change in actions.

While NLP is sometimes treated like a fad or a phenomenon by some people, this is a misleading way to characterize it. NLP has seen real use in people with mental disorders such as depression or irrational fears. For a lot of people, NLP is the only thing that works to get them feeling better again. If you want to learn the secrets of manipulation, I can tell you one thing for sure: you will have to expand your knowledge of NLP. You may have never heard of NLP before, so you might have a long way to go — but it's no problem because this book uncovers all the hidden techniques necessary to manipulate the human mind.

At its core, Neuro-Linguistic Programming is a method that relies on the connection between thoughts and language processing to help people within a therapeutic setting reach their goals or deal with issues like phobias and anxiety by altering their thoughts and behaviors.

In essence, it is about taking the thought and behavioral patterns found in successful people and teaching them to those who want to make a change.

## **How does it work?**

The idea behind NLP is that people's behavior is governed by their sensory experiences, which create “maps” that people follow to navigate through their lives. Problems arise due to biases or limitations in those “maps.” NLP uses language to detect and modify these biases and limitations.

For example, one core idea within NLP is that people tend to rely on one sensory system, preferring it to the others. This is known, ironically enough, as the Preferred Representational System (PRS). By listening to a person's language, you will quickly be able to determine their preference. Visually-oriented people will say things like, "I see your point," while those more in tune with hearing will refer more to that, as in, "I hear your point." which may signal an auditory PRS. Paying attention to the other person's PRS will help you build rapport, which will make gathering information from, and setting goals with, this person much easier.

## Techniques

There are a number of different techniques used by those who practice NLP for both therapeutic and non-therapeutic reasons. Four of the most employed are:

**Anchoring:** This is the act of creating emotional triggers out of sensory experiences.

**Rapport:** Building a connection with the other person by matching their body language and behavior in a way that demonstrates empathy.

**Swish pattern:** Think of this as altering the course of someone's behavioral patterns, so they reach a positive rather than a negative outcome.

**Visual/kinesthetic dissociation (VKD):** We all have a past with events that we'd like to forget. VKD is a process that strips such past events of their negative feelings or thoughts.

To get started, you need to know that NLP stands for neurolinguistic programming. NLP is a set of skills and techniques that its practitioners use for a whole spectrum of purposes. Most of the people who have heard of NLP know it as a way to motivate people, but its uses go far beyond that.

The clinical aspect of NLP is what tells you of its credibility. Doctors and psychiatrists use NLP across the globe to make their patients well. Even when they do not know they are using neurolinguistic programming, they are. But we will get to that in a moment.

The approaches we can use to manipulate someone's behaviors are so numerous that they themselves could fill an entire book. Thankfully, this chapter explains the most valuable approaches with more than enough detail for you to start employing them yourself.

Take note of how each method depends on your knowledge of dark psychology and NLP — without them, you can't begin to use them reliably, and that's why this is just one part of manipulation and persuasion. Our first method has been coined as “fear and relief” — in this method, you evoke someone else's fear, and then relieve them by telling them there is still something they can do.

As usual, we want to remind you of the importance of considering ethics with manipulation. If you aren't comfortable doing it, you should consider whether you should be doing it in the first place.

Just because something is going to benefit you, doesn't mean it's something you should do.

That said, using fear and relief is not an unethical thing to do in every situation, even though it is not everyone's cup of tea.

The technique of manipulation works just as you think it would — first, you talk with your subject like you always would. You start out with your state control; that way, you are ready for whatever reaction they give to this tactic. Next, you get closer to them. Despite the name, as you can see, fear is not the very first thing you start with. If you literally started with fear, they wouldn't trust you in the first place, and the relief would mean nothing to them. Perhaps the better name for this method would be the peace, fear, and relief method.

Peace is where Step 1 takes place. Match up with their unconscious brain language just like you always do for NLP. After that, you bring in the step of fear. You don't jump scare them, but rather you give them the impression that something bad is going to happen. What you say for this depends on what you are trying to get them to do. Whatever it is, it has to be bad enough that they will be convinced to change what they were already going to do. The key is they have to think it is important enough for them to change their actions.

There is another key part of it too, however. Your subject needs to be relieved very soon after they were made to be scared, because otherwise, they will just associate the fear with you. Your subject associating you with fear will make Step 1 much harder in the future, so it's very important that you don't let this happen. Relieve them as soon as you can, and don't let them think you scared them on purpose.

This will preserve their positively-balanced idea of you, but still, put that fear into their head to get them to change their behavior.



Now, we told you in the previous chapter how the basic structure of manipulation is slightly different in Step 2 from persuasion, because you should normally ask your subject to change their behavior directly. Nevertheless, you cannot neglect the thinking side of manipulation. It is still very much necessary, because without it you wouldn't be changing their minds in the first place. To begin with, we have to go back to frames and their structures.

We already talked about the importance of adaptability with frames with persuasion. That is still completely true with manipulation, so keep that in mind. We just don't want to repeat all of it when you just read it, so go back over it again if you need to. But with manipulation, you need to take the structure of framing into greater consideration than you did before.

That's because if you want someone to change their action, rather than thought, it takes much more drastic measures. You need to directly ask them to change their behavior, but you also need to more directly get them to confront their ideas.

What is the structure of a frame? On a basic level, the structure is that of cause and effect. The cause is what is happening in the outside world, and the effect is how it affects the subject. Before you get your subject to change their behavior, they have a certain idea about how their actions affect them and other people.

Your job as an NLP manipulator is to show them how their current framing of cause of effect is wrong. When you change someone's framing, this is called Deframing.

Deframing is a crucial part of manipulation, because remember, you need to take drastic measures by getting someone to change their behaviors.

If they are thinking the same way they were before when you are done with them, they aren't going to change their behavior — just like there is no chance they are changing their behavior unless someone tells them they should directly. If no one does, they will never even stop to consider the idea that this is something they should do.

Don't forget that manipulation is a matter of both thought and action. While persuasion was all about getting into someone's mind, manipulation is still about that, but it now has an added element of action. And if you want to get someone to change their action, there is a new idea you will have to learn. It is called behavioral tone.

Behavioral tone is a lot like one's emotional intensity, but it is the intensity of one's actions. Don't get the wrong idea, here, because you don't want to scare anyone. But you don't have to scare anyone to come off as a strong person.

Being a strong person is what becoming a confident personality was all about. If you have this kind of personality, everyone will listen to you. But more importantly, for the matter of manipulation, people will do what you say, as well.

If you want people to do what you tell them to do, as the saying goes, actions speak louder than words. People don't think logically in the way that everyone acts as they do. Instead, they are driven by several factors. And one thing that will get them to change their ways every time is a strong personality shaking things up in their life.

You may find it hard to believe, but you are about to be done with the persuasion and manipulation part of this book. However, there is still plenty for you to learn. That's because if you want to be effective in these two pursuits, there is still the question of mind reading, the interpretation of human behavior, and psychic resistance against other NLP practitioners.

These chapters are rife with information, and it can probably be overwhelming if you consume them all at once. For this reason, we absolutely recommend coming back to them. But even though it wouldn't cover everything we have been through; we will summarize the basics of manipulation before we move on to mind reading.

Manipulation requires more overt means than persuasion because getting someone to change their behavior is no subtle matter. People's minds are easy to change without their ever knowing, but changing their actions requires changes on multiple fronts, and the mind is only one.

If people, you should try to change their social environment to stop their undesirable behavior. But if that is not possible, you need to emphasize how it is all on them to change their behavior; you need to tell them directly what you think they need to change; finally, you need to use the fear and relief method to make them see what bad things could happen if they do not change.

Now that you are clear on the landscapes and techniques of persuasion and manipulation, it is time to dive into the world of mind reading, psychic resistance, and more.



# Chapter 3. Mind Control Techniques

Mind control is a broad term that can be defined as any technique or method that effectively influences the mind, in one way (or multiple ways) for the purpose of manipulation.

Manipulation can produce a variety of outcomes, and used for a variety of reasons, from compliance and obedience to influencing how a person looks at themselves or others to evoke certain responses and behaviors. Essentially, when your actions and behaviors are influenced heavily from an individual or group, you may often dismiss your own doubts or feelings in favor of theirs.

The effects of mind control don't work immediately in most cases, as this would be too obvious and easy to spot.

How does mind control work? Mind control is the desired result of manipulation and related psychological techniques or methods that effectively influence your emotions and mind to bend your will and actions for another person's gain. It can be used to gain power, influence and money or benefits from another person, and maybe applied towards people who are in a position of privilege or in a state of vulnerability, making them a prime target.

Once a person establishes a level of trust and confidence over another, they can be "primed" or targeted for mind control.

The person seeking this form of dominance may be observant in the other person's habits and behaviors, learning how best to bait them with favorable comments and responses to gain their trust for further manipulation. Mind control and manipulation are almost always used for exploitation purposes. They often begin with seemingly more benign versions of persuasion or coaxing, which later develops into stronger forms of manipulative techniques.

## 1. Gaslighting

This is the technique that is used to see if the person's words sound like his actions or not. The gaslighting is a method that can be used to question the belief of the personality and with the passage of time, the person has to understand the use of this tool to use the manipulation effectively. There is a set of questions among the public, used by the manipulator to dodge the essence of the questions and with the passage of time, the entire scenario of the public changes with time all because of the gas questions, asked by the manipulator.

## 2. Generalizations

The generalizations of a manipulator are a strong sense of demotivation for the public to withstand. The manipulator easily generalizes all the terms and tactics that are employed on a social, economic and political factor and with the passage of time, the generalizations come with time. The generalizations are important enough for a manipulator for the student to understand the essence of all compatible reasons for the public and with the passage of time, the manipulator can see the distance of the public go far away.

Therefore, the distance of the public from the real cause defines the status of the manipulator and with the manipulator can control a lot of sense through it.

Therefore, the use of a generalizing matter creates more and more aspect for the students and civilians. Thus, the use of generalization gives impetus to the manipulator and with the passage of time, it can be more asserted in the coming. So, generalization can lead to a lot of trouble and menace for the student.

## 3. Moving the goal post

The manipulators have every right to deny your goal and ambition. They call it the moving of goal post and this is how the public is able induce bad and obscene mechanism to it. The goal post is the ambition of every man to cater to the fundamentally obsessed question of the incident and with the passage of time, the manipulator tends to de-track you from the quest at the earliest. The track is therefore a sense of motivation for you and you do not get enough style of aspiration for the students and civilians. The idea is quite simple that the public are able to create more satisfaction for the public and with the passage of time, the manipulators induce havoc as well.

## 4. Changing the subject

The manipulator would do his best in changing the subject. This aspect makes avoid accountability of his previous actions and with the passage of time, he learns the act of treachery and deception. Any time or anyplace, where he is not able to see the masterpiece of the subject, he tends to foil with the public and therefore, he is not even governing to the matter of the public so that he could not even to the matter of appreciation. Thus, changing the subject of any conversation is also a tool of manipulation that is required by all means necessary.

#### 5. Name-calling

Name-calling is an art and tactic that can be used to induce marginalization in the incident and with the passage of time, it could lead to dilemmas and destruction. The name-calling starts with a mode of aspiration for the pupils but ends in utter destruction for the public. This concept can be easily seen in many areas and portions of the world and such a practice can induce horror and terror in the region. This practice of name-calling can be used in the factors that enable one with destruction and devastation.

#### 5. Smear Campaigns

This campaign is used to address the horrendous use of psychology for the public. This is a play in which you are the victim, and they are the martyr. According to them, you have displayed a sense of bad relationship to them and for that mere reason they have labeled you as a dead person. You no longer have a sense of reputation in the system and every time you encounter them, they tend to call you bad and the gone one. This aspect has many difficulties for you and end up being a psychopath. This aspect has emotional issues for you, psychological issues for you, ovulation and many more. Therefore, smear campaigns are personally made to make you feel bad and obscene and with the passage of time, you feel very hectic.

#### 7. Devaluation

This devaluation is not the currency devaluation, but it is the human devaluation of yourself, you tend to be very bad and obsolete in your character that you embarrass every one's exes. You will as it is your pertinent duty to make the lives and ages of others feel embarrassing and with the passage of time, you control over your anger just to inflict punishment among the others.

For instance, there was a time when people were able to cooperate with one another and could not try to defame others. However, with the burgeoning social media, people tend to decide the relationship of others by making them feel very degenerate. This is the crucial aspect of psychology, which could be very tumultuous for you and with the passage of time, he felt very bad and worse. Therefore, devaluation is meant to be an outlet of Mind Control and it can be very harmful for anyone, who does it.

### 3. Aggressive Jokes

Aggressive Jokes are the modes to make others look small and in shambles. These jokes could be of anything like the jokes on individuality, the jokes on society and the jokes on caste. These jokes impose derogatory remarks on the individuals and with the passage of time, the individuals feel very bad about them. The idea is simply that the psychology believes that manipulators could be worst nightmares for innocent personalities. People can use the edifice of others to personally sabotage the concept of friendliness and equality among the persons and with the passage of time, the people tend to showcase a system of defamation among others. Thus, aggressive jokes can be bad and hazardous for others.

### 9. Triangulation

This is the concept, in which the individuals tend to use the supposed threat of others to manipulate the innocents. Suppose there are three individuals in a room, two of them are having an argument about anything and the person sitting next to them is of a high caste. The manipulator would use the edifice of supposed threat of the third person to deter that of a second person and with the passage of time, the concept of triangulation would be bolstered.

Hence, the use of force and manipulation is done in order to make the third parties very bad and degenerate.

### 10. Use of tools

In this paragraph, the tools that can be used for manipulation will be discussed. These are sensory devices, visual sensor, automatic assembly, industrial manipulator and photoelectric detector. These tools cast a shadow of degeneration among the personalities and with the passage of time, the people are able to have list of traumata embedded in them. Therefore, with the passage of time the tools can be used for a stringent version of collaboration.

Thus, these are some of the ways and tools of manipulation that can harbor bad deeds in the person.



# Chapter 4. Other Techniques Used in Mental Manipulation

As humans, we all use manipulation at certain points in life. We may tell lies to save our skin or flatter our close friends to get something that we want. This is normal. However, for some people, manipulative behavior is their way of life. They apply it as a weapon to overpower and maintain control over others for selfish gains. People who tend to be narcissists, sociopaths, and psychopaths use manipulation as their arsenal in day-to-day interactions.

## 1. Projection

Projection refers to the act of being unwilling to see personal shortcomings and using any available tactic to be responsible for them. This mechanism displaces a person's negative behavior and attributes it to another person. While everyone may engage in projection from time to time, a manipulator uses it excessively that it adds up to being psychologically abusive. A manipulator, instead of accepting their wrongdoings, imperfections, and flaws, dumps them on other people in a way that is cruel and painful. The result is that the manipulator will not drop the behavior to seek correction or improvement, and their victims feel ashamed and take responsibility for something they did not do.

An example of projection is when an underperforming employee starts blaming their bosses or colleagues for being ineffective and slowing them down, yet they are the problem.

## 2. Generalization

Typical manipulators tend not to be intellectual minds, especially in approaching issues. Instead of carefully analyzing situations and solving issues at the roots, they generalize issues and paint their victims with blanket accusations. The aim of generalizing is to compare their victims with extreme people or occurrences as a way of gaining control through indirect insults. Generalization has an aspect of stereotyping in it.

In relationships, when a manipulator is accused of something, they rush to make general accusations that are illogical. Instead of focusing on the issue at hand, they turn the blame around and make comments about their partner being too sensitive or insensitive. For instance, if a girlfriend tells their lover that they need to go out more often, the boyfriend might respond that the women are never satisfied or are ungrateful. In such a scenario, the girl not only feels demeaned but also insulted for being female.

### 3. Intermittent Reinforcement

Intermittent reinforcement is referred to by psychologists as one of the most effective and powerful manipulation tactics. The method works by the manipulator first giving their subject random positive reinforcement such as adoration, declaration for affection, praise, attention, and so on. This is the first step in this type of manipulation.

Due to the positive reinforcement, the mind of the victim becomes used to the feel-good vibes given by the manipulator to the point of addiction.

Once the manipulator knows their victim is addicted to their reinforcement, they start withdrawing. The attention and everything else they were giving is gradually withdrawn, and the victim starts feeling like they are missing something, or they have wronged their “friend.” When asked if anything is wrong, they deny it. Later, the reinforcements start again, and the victim thinks everything is back to normal only for the manipulator to pull out again. According to psychologists, this act increases the bond between the two while giving more power to the manipulator. The victim’s happiness becomes dependent on the manipulator’s wish. At this point, the subject has unknowingly become a prisoner of the toxic person and finds it hard to quit.

### 4. Negative Reinforcement

In negative reinforcement, the manipulator expects the victim to do what they want so they can do what makes the victim happy (reciprocate). The trick behind this act is to force the victim to do what pleases the manipulator. If they do the opposite, the manipulator also changes tune and “revenge.” In short, the manipulator knows that their subject will read the changes and adjust so they can do as they want, which is outright mind control.

In a real-life situation, a partner might not be happy with their lover hanging out with members of the opposite sex. So, to force them to stop it, whenever they know their lover has been hanging out with friends of the opposite sex, they become cold or start engaging in behavior that makes their partner get hurt.

However, when their partner stops hanging out with the people the manipulator is unhappy with, they restore the affection and stop hurting their lover.

### 5. Arguments

When you disagree with a toxic manipulator, they turn the conversations into unrelated arguments as a way of distracting, frustrating, confusing, and discrediting you. Usually, they will deviate from the cause of the argument which might have been a simple disagreement. As the argument escalates, they try to make you feel guilty for disagreeing with them. In their mind, you are the problem, and they will do their best to make you pay for it. With time, you will start to wonder how the conversation became an argument. For instance, you might have disagreed on the taste of some food, but soon, they will have attacked your personality, career, family, and everything they can think of. Usually, such irrelevant arguments occur if you touch on an issue that injures their psychology and paints them as being the problem.

Eventually, they will attack every aspect of their victim until the victim gets hurt and lets them have their way. Once they feel like they won the argument, they slow down and “explain” calmly how the subject was wrong for pushing them into a rage.

### 6. Indirect Insults

Insults and name-calling are direct forms of abuse and aggression. A toxic person knows this and will use mind trickery so they cannot be blamed for insulting or calling their subject names. Therefore, they will think of the raw insult and find a way to cover it with other words, so it appears less brutal. The insults might be delivered in covert ways such as using sarcasm and calm voice tone to confuse the subject.

The subject might think they are being given advice, offered solutions, helped or taught something while in reality, they have been insulted. However, the manipulator knows that their intentions are not genuine but aim at undermining the abilities and confidence of the victim. These covert insults are also known as backhanded compliments. In as much as the insults are sugar-coated, the victims are aware that they have been undermined. This leads to pain and hurts, especially since the manipulator might be somebody close such as a lover, sibling, friend, boss, teacher, or colleague.

For example, a person might be complimenting their friend for purchasing a new dress. While at it, they know that they do not like the fact that the friend with the new dress has a huge body. To express this, they might say, “That’s an amazing dress, but it would be prettier on you if you had a slimmer body.” In such a sentence, the subject of abuse is confused about whether to be happy that the dress looks good on them or be sad that their body reduces the overall beauty.

### 7. Nitpicking

Nitpicking is also known as shifting goal posts or finding faults where none exists. In dark psychology, nitpicking is a form of criticism which, rather than help a person; it degrades them. A manipulator will move the goalposts each time their subject talks of an achievement that they are proud of. Their aim is to make their subjects feel worthless, underachieving, and failure. During this process, when the subject opens up about something, they feel is good for them, the manipulator brings up more expectations just to discredit their subjects.

They understand that by shifting the expectations higher than their victims have acquired; they can make them feel dissatisfied and worthless.

On a more personal level, the manipulator digs for past mistakes or faults that the victims did and makes them their point of focus. Their aim is to make the person’s weaknesses dominate their strengths so they can keep the victim feeling inferior. In the real sense, they act like life judges and aim to make the subjects to seek validation from them.

An example is when a friend tells their toxic friend that they have a new girlfriend. Rather than appreciate the achievement, the toxic person tells their friend that they could have made a better choice. “Why didn’t you get a white girlfriend?” “Size plus girls are the best, unlike the one you chose!”

## 8. Gaslighting

This is a manipulative tactic that works to erode and distort a person's sense of reality. It erodes the ability of a person to trust themselves. In application, the manipulator gains the upper hand by making their victims feel like they imagine things that did not happen. They will deny that something happened and move to make the victim feel like they are crazy. When gaslighting is used, the subject has to battle with the thought of whether to trust the manipulator or stand by what they believe happened. Currently, the manipulator moves in with reasons to convince them that the victims imagine things. Many times, the victim is affected so deeply that they can question their sanity.

Gaslighting is a gradual manipulation tactic whose severity and frequency increases over time. As the severity kicks in, the victim experiences confusion, depression, and anxiety.

When they finally start doubting their sanity and reality, their self-esteem collapses, and they become dependent on the manipulator. At this point, the manipulators get their way and exercise dominance or reap whatever benefits they were pursuing.

An example of gaslighting is when, during an argument, a person gets angry and says toxic things. Later, when the argument has cooled down, the person who was angry denies ever being angry and accuses the other party of lying.

## 9. Destroying Self-Esteem

Self-esteem is one of human beings' most important drivers. Depending on the nature of one's self-esteem, a person can either be strong or weak, happy, or sad. Manipulators are very much aware of this, and, will, therefore, attack their subject's self-esteem in the most brutal manner. High self-esteem means that someone is more aware of themselves. Such a person would be hard to manipulate. Therefore, the manipulator will ensure they destroy the victim's self-esteem by highlighting their weaknesses and belittling them. When the esteem is lowered, a person becomes vulnerable to manipulation since their validation becomes pegged on external sources.

## 10. Lying

Lying is probably the most-used technique of manipulation. Everyone lies from time to time. However, what will distinguish normal lying from manipulation is the intent, degree, and consequence of lying. Skilled manipulators lie all the time and have variations of lies that are appropriately designed for specific situations. They do not feel any remorse, and, when they do, they ignore it and proceed just to get to their end goals. They will say anything to have their way. In definition, a lie is basically a false statement that is delivered as true.

A manipulator will lie in the event where they know telling the truth would reduce their chances of controlling the victim. Therefore, they craft the lies such that they appeal to their subjects and make it harder to resist their advances. They can lie by the commission, which is the typical lie where everything a person says is not true. They can also lie by omission whereby they will only tell half the truth.

The best people to associate with lying are politicians. While some are genuine and honest, most are simply cunning manipulators who promise voters heaven just to get elected. In most cases, once they sit on the thrones, they throw their promises out of the window and give the people who voted for them the blind eye.

## 11. Guilt

Experienced manipulators can make people feel guilty for something they have not done. They take advantage of the desire and conscience to be a good person to exercise control over you. These people know that good-hearted persons avoid wronging others, and that is the weakness they will exploit. Through their conniving techniques, they make their subjects to feel guilty for not doing something that they wanted to be done, yet it was the right of the subject to either agree or refuse. As we saw earlier in the book, guilt is one of the most powerful human emotions. As such, it is a favorite tool of manipulators.

All types of guilt are negative emotions. As humans, we feel bad about ourselves when we think that we have wronged someone. We also feel guilty when we believe our actions have made someone to think lowly of us.

Naturally, we find ways to apologize after feeling guilty of something. The aim of apologizing is to correct the mistake and restore the way in which the other person perceives us.

To some extent, this act of making up to someone can become manipulation. This is because we are more likely to do what will please the other person. If the wronged person is a manipulator, then we find ourselves sitting squarely in their trap. Guilt is exploited by society, family, religion in relationships, and everywhere there is human interaction.

Let us take an example of a friend who needs to borrow money from their friend. If the friend hinted that they are unable to lend the money, the borrower moves to evoke guilt in them. They might say, “You’re the only friend I can tell about such problems. However, since you cannot help me, I will just need to figure out how to make my own money without borrowing. I thought you were really close.” In this case, the friend might feel guilty for not helping someone who portrays them as an acquaintance.

### 12. Threats

One of the worst things a manipulator can undergo is to have their false sense of entitlement, grandiose, and superiority challenged at all. Whenever a victim is perceived to have committed such a violation, they are threatened. The manipulator resorts to making unreasonable demands on the victim while promising some form of punishment for not adhering to their standards. If the victim feels the threat might affect them significantly, they have no alternative but to do as the manipulator wants.

Whenever a manipulator finds themselves in a disagreement with someone, they try to take away the right of the making decisions from the subject.

To do this, they use an approach that instills fear in the other person if they disagree or fail to live up to their demands. Any time they disagree with a person, they come up with selfish ultimatums which follow the mantra of “if you don’t do this, then I will do this!”

### 13. Triangulation

Triangulation is yet another super effective weapon used to manipulate people. The manipulator involves a third party in their relationship with another person. Their aim is to make their subject aware that there is a third party who can be used to replace them at any time. Once insecurity sets in, the victim is forced to obey all the manipulator's wishes for fear of losing them and/or getting replaced. The third-party might not be directly depicted as equal to the victim, but the manipulator ensures the victim is aware that someone else exists who the toxic person is fond of. If the victim asks about the third party, they are put down as being insecure, jealous, or insensitive. If it gets to this point, the manipulator has the subject under control. The subject, on the other hand, attempts to put in more effort to please the manipulator so they can keep them around.

Triangulation is very common in relationships. An insecure person will bring a third party to the attention of their lover as a "warning" that they would not mind losing their lover. The manipulator might also flirt with another person in the presence of their partner or make comparisons, which somehow demean their lover. Their objective is to evoke jealousy or arguments which they later use as the reason to end a relationship and blame the victim.

#### 14. Conditioning

Manipulative people use conditioning, a form of training through rewarding and/or punishing.

When a toxic person wants to take over the life of someone, they go after the traits and activities that make the victim enjoy a fulfilling life. Better put, they try to replace what somebody once enjoyed with themselves. For instance, they may sabotage one's goals or ruin their relationships with other people. Once they have succeeded in doing away with these things, they move in to make the subject dependent on them for life fulfillment. This is the human version of Pavlov dog's training where a person is conditioned over time until they detest some of the things that once made their lives complete.

Toxic people condition others so they can have their full attention. They constantly look at anything they feel might limit the control they have on others and eradicate it. Their actions change people to the extent that they isolate them from their loved ones. They can also sabotage one's economic activities, so the victim becomes dependent on them. Concisely, the narcissist wants to become the center of the victim.



## 15. Silent Treatment

The silent treatment is also known as withholding or stonewalling. It is the act whereby a person, upon feeling like you have wronged them, cuts communication then applies physical or emotional withdrawal to express their disappointment. This is something we mostly experienced when growing up. As kids, if we were denied something or when our parents punished us, we would sulk and withdraw from them until they made it up to us. I am sure you can recall this. We were once some tiny manipulators!



# Chapter 5. The Best Techniques of Persuasion

So far, we have briefly talked about a few manipulation techniques through the personality traits and signs of a manipulator. However, it is important to be thorough about the techniques because there are dozens of techniques that manipulators use. Sometimes, they make up their own techniques as they go through their job or relationship as it helps them gain and keep control.

## **Foot in the Door Technique**

The foot in the door technique is probably one of the most well-known forms of manipulation. It is also considered to be one of the oldest. It dates back to when people use to go door to door trying to sell their product. Of course, the salespeople took the phrase a bit more literally than manipulators. While salespeople would literally place their foot in front of the door so the homeowner couldn't close it on them, manipulators take more of a mental and emotional stance towards this technique.

The first step manipulators use is by asking for a small favor or “breaking the ice” through a small conversation. This helps the manipulators build a rapport with their target. For example, if they are trying to find a significant other, they will find a way to become compatible with their target.

They will then ask the person questions about what they like and mention they enjoy the same things.

This technique is often how people get to know each other in a social setting. For example, have you ever been sitting at a club or coffee shop when someone came up to you and started small talk? They might have stated it was a busy night or a nice day. You might have agreed in some way, whether verbally or through your actions. Giving a reaction is letting the person keep their foot in the door. While you are probably just trying to be polite, depending on their motive, they see it as a step into your life.

## **Negative Reinforcement**

Master manipulators will often use a tactic called negative reinforcement in order to get you to stop doing something they don't like. This could be anything from going out with your friends, going back to college, or getting a job. Typically, they don't like anything that gives them a loss of control and threatens their environment.

When you start to do something they don't like, they will do something that you don't like. This is the first step of negative reinforcement. They will continue to use negative reinforcement, along with other tactics to try to get you to stop doing what they don't like. Once they have manipulated you to stop, they will then stop.

Another way that negative reinforcement works is when the manipulator starts to do something you don't like because you won't do what they want you to do. In order to get the manipulator to stop doing what you don't like, you have to do what they ask of you, even if you don't like it.

The main reason negative reinforcement is used is that it makes it more likely that you will do what they ask of you in the future without hesitation. This is especially true for manipulators who use any type of abuse to get you to stop doing something or to listen to them.

## **The Emotional Triangle**

The emotional triangle is similar to a love triangle; however, it is used against you. The manipulator will use it in order to get you to do what they want. They will create a triangle with themselves, you, and a third person who is not directly involved in your relationship.

The manipulator will not hide the fact that they are interested in the third person, even if they aren't in truth. They will flirt with the person in front of you and even show affection toward the person. Sometimes they will use certain affections that you like, whether it is rubbing the person's back or giving them a hug.

While it might be obvious, they like the other person, they will deny any type of affection in a confrontation. They will blame you, telling you that it is your insecurities and low self-esteem which is making you believe this.

The main goal of the emotional triangle is you become insecure about your relationship, which means you will work harder to make your significant other happy. You will do what they ask, even if you don't want to or feel uncomfortable taking on the assignment.

### **Establishing Similarities**

The foot in the door technique can often lead manipulators into another technique where they establish similarities. This is similar to the previous example; however, it is usually stronger than asking a few questions. For example, the manipulator might learn through observation or from a friend that you like a certain coffee shop. Therefore, they will decide to run into you at the coffee shop, where they discuss how much you both enjoy the location and the coffee.

Manipulators will also mirror your actions. They will notice if you are putting your elbows on the table and do the exact same thing. They will notice your hand gestures and how often you smile. They will then mirror these actions as well. This is a psychological tactic that reaches into your subconscious mind. It makes you feel like you can trust the person because you feel more connected, even if you don't realize they are mirroring your actions and behaviors.

### **Fear-Relief Technique**

Fear is a strong emotion and can often cause us to react in extreme ways. People are typically uncomfortable with fear, which means they will want to find a way to ease their fears. Because of this, manipulators commonly use the fear-relief technique as it allows them to gain the trust of their target by using emotion.

This technique is heavily used by manipulative people who create a fear in you, so they can give you relief, which makes you more likely to listen to their requests next time.

For example, if you and your significant other have a disagreement, which makes you leave the house and go for a drive or to a friend's house to vent. You come home and your significant other is gone. You wait a couple of hours and when they still don't return, you call their cell phone. They don't pick up. Another hour later, you try calling them again but receive their voicemail. At this point, you start to become anxious about the situation. You have left dozens of text messages and they don't answer their phone. You start to worry that something has happened to them. A couple of hours later they send you a text that says they are on their way home and everything is fine.

When you confront your significant other as they walk in the door about what they were doing, they respond that you left, so they could too. They then tell you that as long as you do something like that to them, they can do it too.

### **Manipulators Will Put You on the Defense**

Manipulators like to reach into your emotions because they are powerful. When you react with your emotions, you stop thinking clearly, make irrational decisions, and have trouble remaining calm. This is how a manipulator wants you to react because conversations where you think rationally and are calm, do not go in their favor.

Therefore, manipulators use a tactic where they will put you on the defense. This means that you will feel like you need to explain yourself. You have to defend how you feel, who you are, and what you believe. This is one of the strongest signs of manipulation, but one that people don't often notice because it becomes common.

It is important to realize that just because you find you are explaining something you believe to your significant other, doesn't mean you are in a manipulative relationship. There are many times in a relationship that you might find yourself explaining why you support a cause your significant other doesn't or why you find something is fun when your partner doesn't. In a healthy relationship, you will find yourself explaining your beliefs and thoughts when your significant other wants to understand you in order to support you. You will also ask your significant other to explain themselves so you can treat them the same way. In a manipulative relationship, your significant other will always put you on the defense, no matter what your action was. The only time you might not find yourself on the defense is if they approve of your behavior.

### **The Gaslighting Technique**

Gaslighting is phrasing the manipulator will use repeatedly in order to make you believe a situation you remember is wrong. Some of the most common phrases include “You can’t be serious,” “I never said that” “You don’t remember it correctly,” “Are you crazy?” and “You are imagining it.” While you might feel that you are right, the manipulator will continue to stand by what they say, believe, or even give you their version of the situation. They might mix gaslighting with other tactics in order for you to start questioning yourself. They will continue to break you down through gaslighting or simply find a way to end the conversation.

Gaslighting is a very dangerous tactic because it is used to distort your reality.

If it is used enough, you might start to feel that you are crazy, or you do imagine all these situations. This will mentally and emotionally break you down even further, which will allow the manipulator to gain the upper hand as you start to distrust your own thoughts, emotions, and abilities. You start to distrust your reality, making you believe that you are not seeing what you see, and you do not actually hear what you hear.

### **Traumatic One Trial Learning Technique**

Manipulators are good with putting on an act. They don't always mean what they say or how they feel, but they will get you to believe that they do. One technique that manipulators use to get you to listen to them better so they can keep you under control easier is called traumatic one trial learning.

When a manipulator uses this technique, they will become angry when they feel you have done something wrong. For example, if you come home later than you said you would, your significant other might yell, make you feel ashamed, or become verbally abusive. They will act in a way they know will make you fear their anger, so you are less likely to do something like that again.

### **Manipulators Will Refuse to Discuss Certain Topics or Behaviors**

For a manipulator, this is often looked at as a defense mechanism. They will absolutely refuse to answer any questions that put them in a bad light or put their behavior in question. While they will try other tactics, such as excuses, making you feel guilty, or blaming you, if nothing else works for them they will directly end the conversation.

Of course, if you continue to try to push them for answers, the way the manipulator will act varies. They could become violent, which is why people always suggest that you need to watch their temper and behavior before you continue to push them for answers. If they are getting to the point where they might physically assault you, it is time to step away and leave.

### ***Gossiping***

Even if you don't like to gossip, you might find yourself doing this while someone is trying to manipulate you. This is because it is often a tactic a manipulator will use to try to gain the upper hand. They will gossip for two main reasons. First, it is because they want to get you to believe that certain people are not the people you want to hang out with. No one wants to be friends with a bully or someone who purposely wants to hurt someone. They will make up stories about your friends, family, or someone else that you know.



Second, this gives you two a connection. We all do this so think about the last time you gossiped with a friend or someone else. Didn't you share a connection because you were thinking the same thing, especially about someone you didn't care for? Manipulators understand this, so they will use this technique in order to form a connection with you.

Third, they can use this gossiping time against you at a later date. Manipulators make note of pretty much everything you do and say. Therefore, when they want to try to break you down whether it is through your confidence or another means, they might bring you back to this moment.

They might tell you that they didn't think you were a horrible person but should have known when you started to gossip about people. Even if they were the ones who initiated the conversation, they will blame you. They will get you to believe that it was all your doing and that you are the reason your friends don't like you anymore. This is a tactic that many manipulators use in order to make you feel isolated.

### **Manipulators Want You to Feel Rejected**

Sometimes manipulators will wait until the perfect moment before they try to help you. For example, they might sit back while you are both at the bar and wait for someone to reject you. When this happens, they will quickly come to you and try to make you feel better. They might tell you that the person was dumb to reject you because you are beautiful. They will try to build up your confidence so you will start to believe them and allow them into your life.

### **Smear Campaign Technique**

There are times when a manipulator can't break you down emotionally and mentally to the extent they would like. This means that you don't allow them to destroy your confidence and self-image. You might realize that they are manipulators, or you might not believe them for other reasons.

But just because they can't break you down, doesn't mean that won't try a different tactic. The smear campaign is when the manipulator will chip away at your image in a more social setting. They will start slandering your public image and ruin your reputation.

They will do this through a variety of ways, such as bullying, sarcasm, or making up stories about you that portray you negatively. They work to label you as the toxic person and get people to believe that they are the victim.

### **Creating Fake Intimacy**

One of the first steps a manipulator will take is getting you to trust them. This will allow them into your life a bit easier. It will also psychologically tell you that you can let your guard down as this person will not hurt you.

The best way manipulators do this is through a false sense of intimacy. They will tell you something private, sometimes stating they have never told anyone this before. Many manipulators will use emotions in order to gain your trust. For example, a manipulator might tell you about a time he was abused as a child or growing up with an alcoholic parent. These stories can be full of details that will make you feel sorry for them. While some manipulators might tell you a real story, some will make something up. They might tell the same story to all their victims.

It is important to remember that manipulators will continue to try to gain your trust. For instance, if you don't trust people easily because you have been through a manipulative relationship before, they will continue to build up your trust. One fact to remember about manipulators is when they have a target, they have a lot of patience. They will do what they need to do in order to gain your trust. They won't often try for a few days to a couple of months and leave you alone. They don't move to another target easily, especially when they want a romantic relationship.

### **Unreasonable to a Reasonable Request**

Another strategy that manipulators use is when they ask you to do something. First, they will ask you to do an unreasonable request, one that they know you will struggle to accomplish. Then, they will follow this request up with a more reasonable request, one they believe you can accomplish.

In reality, people do this often in their lives. It is not just “master manipulators” that are going to use this technique. However, they will think more thoroughly when it comes to their requests. Manipulators will also know that you can’t perform the first request, meaning you will probably refuse to do the request. Therefore, their second request will be what they wanted you to do in the first place. They know that you will accept this request because you can do it and you don’t want to refuse a request twice in a row.

This is often a technique a manipulator will use when you can make a comparison. For example, your significant other wants to purchase a new vehicle. He wants to buy the red Grand Am for \$16,500. However, he knows you will refuse because this will take about a five-year loan and you just took out a loan for a new van. Therefore, your significant other continues to scope around the lot and finds a new Rav4 which is priced at \$22,500. He decides to tell you he wants to purchase the Rav4 first, which he knows you will refuse. Then he shows you the Grand Am. While this price is still a little high, you feel it is much better than the first vehicle.

Through using this type of strategy, your significant other has managed to make swaying you toward agreeing to the purchase of the Grand Am easier. Because you know the Grand Am is \$6,000 cheaper, it seems like a more reasonable request.

# Chapter 6. NLP

Neuro Linguistic Programming, or NLP, is the procedure by which the human personality makes a reality dependent on tactile info, sentiments and language that is then placed into perceptible examples. These examples are then utilized by the intuitive to decide how an individual ought to react to circumstances physically and inwardly.

Having a cognizant familiarity with this procedure enables an individual to make their own world. At first this may sound somewhat shocking to the easygoing onlooker, anyway its reason depends on science as we become increasingly acquainted with how the human personality works. At the point when somebody gets oneself in a circumstance that may not be bringing the ideal outcomes, the capacity to change the result in a moment is an incredible asset.

Illustrative frameworks depend on the faculties and how every individual like to acclimatize and process new data. Some want to imagine it, some need to talk about it and others may need to "feel" it. Contingent upon an individual's favored authentic style, managing them in that equivalent style may influence them in your mind. You are imparting a similar idea or thought; however, you are doing it so that sounds good to them.

Very much framed results are actualized by plainly characterizing the ideal results and expressing them in a positive way. As opposed to stating what you don't need, unmistakably state what you do need.

When you have your ideal outcomes unmistakably characterized, you'll have to give the thought setting through envisioning the result with the related physical things you may understanding. For instance, you need to imagine the sound of someone's voice, the encompassing commotion you would hope to hear or any scents or different things you may encounter once the objective is accomplished.

Imparting the result to others as such enables them to see the profit and can carry them in your mind. Making your ideal result convincing enough to others will give them the longing to accomplish a similar objective. Numerous publicists utilize this representation to allure clients to purchase their item by portraying what their life would resemble on and when they obtained a specific item. This representation encourages the client to "see" the objective of a glad life.

Displaying greatness is another system utilized under the NLP umbrella. By demonstrating yourself on a fruitful individual, or reflecting another person who has had achievement, you are taking on their conviction framework and their world. You likewise increase extra understanding into why they settle on the choices they do and how their convictions impact the decisions they make. When addressing somebody utilizing their conviction framework, you are bound to persuade them regarding the legitimacy of your contemplations and thoughts.

These strategies can be applied to numerous circumstances and are progressively being used in the business world.

How effective do you figure an individual could become in the event that they could legitimately impact the activities of their colleagues?

Having the option to impact everyone around you isn't really a type of control yet a cooperative energy of sorts that enables people to push ahead on the whole with one reason. Having everybody in agreement and without singular wants at the top of the priority list implies that the result is bound to be agreeable to everybody

NLP has numerous utilizations in business and one of the key uses is to pick up impact over other individuals. How might you want to have the option to impart in a manner that empowered you to effortlessly communicate as the need should arise to individuals at all various degrees of an association? How might you want to have the option to persuade somebody to accomplish something just by your utilization of explicit language designs? How might you want to have the option to assist individuals with conquering their issues so as to make them progressively effective and profitable. How might you like have the option to impact client decisions by speaking with them at an oblivious level so they simply get a positive sentiment about your item or support and acknowledge your recommendations?

NLP Communication Model

How can it work? All things considered, NLP instructs you that we as a whole have certain inclinations by the way we think, how we speak to the world to ourselves. On and when we can comprehend the manner in which that we figure, at that point we can impact how we think.

For instance. We have a favored framework for deciphering what goes on in our lives into our musings. We either like to utilize our feeling of sight, sound, or contact.

In the event that we have a favored feeling of sight, at that point we will interpret effectively what we experience into pictures in our mind. On and when we have a favored feeling of touch, at that point we will effortlessly make an interpretation of that into interior emotions and so forth.

Let's state that we have an inclination for sight, or pictures. This will get clear in addition to other things in the things that we state, "see you later," "I can see that event," "Out of the picture and therefore irrelevant" and so forth. All expressions that include the feeling of sight.

On and when we have an inclination for contact, at that point we may make statements like "look you up some other time," "you can clutch that idea," "I get a positive sentiment when I think about that" all expressions that include a physical feeling of touch or feeling.

Thus, if we know this, at that point we can tune in to what individuals state, and we can determine what their favored vehicle of correspondence is. We can increase oblivious impact over them by utilizing their favored arrangement of correspondence back to them. Thus, we will utilize words and expressions that they use to do this.

Have you seen that individuals like individuals who resemble them? Do you and your companions have normal interests? This is the means by which it works.

Give this a shot next time you are conversing with them. Watch their shoulders go here and there as they breath in and out and duplicate them. In this way, when they breath in, you breath in, when they breath out, you breath out.

Notice how it gives you an oblivious association with them. They won't realize what you have done however they will feel progressively associated with them and they will like you even more subliminally.

One of the significant commitments NLP has made to self-awareness and life improvement is its applications to correspondence both inside and outside. NLP offers numerous functional methods to enable us to participate in increasingly important cooperation with people around us by constraining a significant number of the hindrances to viable correspondence. This article will take a gander at a portion of the manners in which NLP can improve our relational abilities explicitly with others, and in doing so upgrade the nature of our lives.

Called Neuro Linguistic programming for an explanation, NLP is centered around the language designs associated with the way we speak with ourselves as well as other people. Language designs, explicitly the words we use and how we use them profoundly affect our experience of consistently life. At the point when we have an encounter of any sort, at that point we give a mark to that understanding, the name, or the words we use BECOME the experience. For instance, you come back from a day at Disneyland and somebody asks you how it was. You may answer it was wonderful, fabulous, exciting, startling, energizing, fun, heart siphoning or insane... whichever word you decide to depict the experience, IS the experience. Let's assume you picked 'frightening'.

Extremely the word 'frightening' is nothing, it's only a mix of letters. And yet startling is a believing, a lot of contemplations and mental symbolism that is related to that blend of letters. Think about this:

Imagine on and when you didn't have a clue about the word startling? For reasons unknown it had been overlooked from your jargon, or you'd never heard it said as a kid. OK realize that how will generally be 'terrified'? It's accounted for that some little island countries don't have a word for 'war'... Envision how that influences their lifestyle!

Words cause compound responses in our brains. The things we state or hear said to us, especially the words that they are said in, cause us to feel certain ways about things and respond in specific manners to specific conditions.

How would you answer when somebody asks, "How are you?"? Do you carelessly answer "Fine" or "alright". How would you feel when you state that? How would you feel after you have said it?

Imagine a scenario where you answered "Remarkable!", "Extremely Superb", or "Awesome. Do you figure you would feel in an unexpected way? Two individuals can have similar encounters every day, except one can mark them "alright" and one can call them "Great" and as an outcome one individual will FEEL wonderful and one will physically feel OK.

Do you see the intensity of words yet?

If not, consider it in a progressively outside correspondence type setting. Let's assume somebody has recently given you their feeling on something and you answer "I don't know I agree"... Do you figure this would make the individual feel distinctively to on and when you said "You're WRONG". The two answers have demonstrated a similar importance... you don't concur with them, yet the words utilized make significantly various responses thus enormously impact the connection between the two individuals. Alright, OK you get it, words impact how we feel.

As a Life mentor and NLP ace specialist. NLP is a ground-breaking technique that can assist you with getting the outcomes you need in all aspects of your life. By utilizing the accompanying procedure, you will have the option to tweak your objectives, find what you truly need and the means, to accomplish it!

#### 1. Positive

What do you need? This must be expressed in the positive as your subliminal personality doesn't have the foggiest idea about the contrast among constructive and contrary

Did you realize that residence in the negative can really be awful for your wellbeing!

#### 2. Tangible explicit

By what method will you know when you have it?

What will you do when you get it?

What will you see, hear and feel like when you have it?

#### 3. Contextualized

Where and when would you like to have it?

Where and when do you not need it?

#### 4. Self attainable

It is significant that the objective must be inside your very own domain of impact for example is something over which you have control.

What assets do you should have the option to accomplish it?

What do you have to do to accomplish it?



Is this something which you, yourself, can accomplish? Or then again does it necessitate that other individuals carry on with a specific goal in mind?

#### 5. Natural

What are the favorable circumstances and the weaknesses? There are consistently inconveniences in rolling out an improvement - being aware of these keeps you 'at cause' by settling on it your decision.

What are the upsides of rolling out this improvement?

What are the disservices of rolling out this improvement?

What will accomplishing this lose you? Become?

#### 6. Beneficial

This is the inspiration question. Which of your qualities will be satisfied by accomplishing this objective?

What's critical to you about getting it?

What will this objective assist you with abstaining from feeling?

What is the advantage of this objective?

#### 7. The initial step

Do you have an initial step? To transform your fantasy into a solid reality you pole venture out, without it you won't gather up adequate speed to make you to the following stride.

Use NLP to Create Changes and Shifts for Others During Ordinary Conversations

Discussing successfully with other individuals is a fundamental ability that couple of are extremely ready to accomplish. Since individuals learn and process data in an unexpected way, your individual style may not concur with the individual you're addressing. This dissimilarity in correspondence styles regularly prompts mistaken assumptions and hard emotions.

Consider the possibility that you had the capacity to quickly set up affinity with anybody. On and when you right now feel cumbersome when meeting new individuals, you are not conveying viably and could be losing commonly compensating connections. The capacity to make an association with somebody finishes you pretty much every part of your life. Personal, business and easygoing connections are altogether affected by your capacity to enough convey in a way that is effectively comprehended and generally welcomed.

NLP offers a few procedures that enable you to express what is on your mind just as to comfort the other party. In the event that they are in a casual perspective, they will be increasingly open to your thoughts and perspectives.

Animals in the normal world do almost no correspondence through vocal language. Just individuals depend exclusively on the expressed word to demonstrate our contemplations, emotions, thoughts and by and large perspective. While watching other living things, it turns out to be very evident that a discussion is going on that we don't hear yet that they unmistakably get it. Not clear to most people, we also have an implicit exchange that we use to convey our perspective to other people. What we know as non-verbal communication is frequently disregarded or not taken note. NLP utilizes this implicit language now and again to build up affinity and a feeling of recognition.

This is accomplished by discreetly watching the non-verbal communication of the other individual. When you get a feeling of their stance, characteristics and manner of speaking, you can start the way toward coordinating and reflecting these practices. There is inquire about that emphatically proposes we like individuals who are most similar to us. By imitating the conduct of another person, you are comforting that person and making the person in question increasingly responsive to loosened up discussion. Along these lines, they will tune in to what you need to state with a receptive outlook and can be emphatically impacted.

Implanted directions are questions that lead with a recommendation of an idea or thought that at that point becomes planted in the audience members' mind. An inquiry that starts with "What might it be like..." makes the audience picture their answer before vocalizing it. Giving an idea setting makes it a reality and by posing these sorts of inquiries, you are giving your audience another reality and changing their conviction framework.

Although NLP could be viewed as a training that is utilized for control and control, it ought to be utilized as a positive impact for you and your general surroundings. At the point when utilized in a valuable way, NLP can decidedly change your world and the truth of others that you encounter regularly. This positive impact reduces strife and fortifies connections.

# Chapter 7. Techniques to Use with NLP

No matter what your personal code of ethics is like, you will find that dark NLP can be used in a way that helps to benefit yourself and helps you to reach your goals. Now it is time to take a look at some of the different NLP techniques that you can use in order to help make a major transformation in your own life and to ensure that you are able to get other people to react in the way that you want.

## **Dissociation**

The first thing that we are going to take a look at is a process that is known as dissociation. Have you ever entered into a certain situation and just had a really bad feeling about it right from the start? Or maybe there are certain situations where you are going to start feeling sad or down each time that you experience it. Or you may have some situations at work that are going to make you pretty nervous, such as a situation where you need to speak publicly.

These situations show the whole range of emotions that you can have, and often they are going to seem like things that you have to deal with, ones that are automatic, and unstoppable.

But you will find that using the techniques from dark NLP, and using dissociation, you will be able to turn these feelings away and not allow them to bother you any longer.

Some of the ways that you can make this happen includes:

1. Identify the emotion that you want to spend some time on, the one that you want to target and get rid of. This can be any kind of emotion that you want such as disliking the situation, discomfort, rage, and fear.
2. Once you have picked out the feeling that you want to work with, you can imagine that you have the ability to float out of your body, and then look back at yourself. This gives you a chance to encounter the whole situation from a different perspective, of that of the observer.

3. Once you take yourself out of the situation and just get to watch what is going on, rather than needing to actively participate in it, you will find that your own personal feelings about that particular situation will start to change.
4. You may find that you don't feel as shy, that the public speaking isn't as big of a deal as you had thought, or maybe you are now able to talk to that person you liked, the one who made you feel nervous in the beginning.
5. To get an added boost to this, you can first imagine that you are able to float out of your body looking at yourself, and then you can float out of this body again so that you can look at yourself looking at yourself. This is a process that is known as double dissociation and it can ensure that you are really removed from the situation and that all of the negative emotions that come with many minor situations are long gone so that you are better able to handle them.

### **Future Pacing**

This is another technique that you can work with where you will ask a person to imagine that they are doing something in the future, and then you will monitor the reaction that they have to this. It is typically something that is going to be used in order to check that a change process has been successful. You can check this out by observing the body language of the target when this person is going through a difficult situation before and also after the intervention.

If you are doing this and notice that the body language is the same, then you know right away that the intervention has not been successful the way that you would like.

This method is going to be based on the ideas and methods that come with visualization, where the mind is going to be assumed to not have the ability to tell the difference between when a situation is real, and one that has been visualized in a clear manner.

The theory of this is that, once the person has taken the time to visualize the experience in a positive way, when they do actually encounter the situation, the visualized situation that they did before is going to be their model for how to behave in that situation, even those they only imagined and made up the visualization. The mind is not able to come up with the differences between the real-life scenario and the imagined one, which can help the person to get through that whole situation much easier.

So, how is this going to be useful for the person who is trying to work with dark NLP? If you are worried about a specific situation, then the idea of future pacing is going to be able to help you out here. Before entering that situation, take some time to visualize it in your head.

Think about it in a positive way, imagining what it will feel like if that situation goes well, above your own expectations, and if you were able to get through it without a hitch?

Try to imagine this as clearly as possible. Let's say that you are anxious about a job interview. Imagine what you are going to wear to the interview, what time you will show up, what you will say about your resume and the answers that you are going to give to the questions that you are asked. Imagine that you are shaking the hand of the person interviewing you and that you feel really good about the whole situation like you are sure that they will offer you the job because they were dazzled by your credentials and all of the things that you said during the interview.

You will find that if you were able to come up with a strong enough and clear enough picture and visualization of the event, that when you actually head to the real event, it won't seem so scary. Your brain will assume that it has already gone through all of this, and the situation is going to pan out much better than you would imagine.

### **Content reframing**

The next thing that we need to take a look at is content reframing. This is another technique that you can use any time that you feel that the situation that is around you seems to be helpless or negative. When you take the time to reframe things, it is going to take away any of the negative out of the situation that you see, and it will empower you by changing the meaning of the experience into something that is going to feel and appear to be more positive to you.

A good example of this is to say that you were in a long relationship and then it ends.

You may not have been the one to end it, and maybe the other person blindsided you with the news. When you take a look at this breakup on the surface, it is going to seem awful and all that you will want to do is go and sulk in all of the misery that you feel. But maybe the one thing that you need to focus on here is how to reframe the situation.

For example, what are some of the benefits that you could enjoy now that you are single? You could look at it as the ability to be open to a new, and hopefully better, relationship. You now have the ability to go and do what you want, when you want it, without having to worry about how it will affect the other person or what they are going to think about this newfound freedom. And after that relationship is over, you are able to take some of the valuable lessons that you learned from it along the way and use it to make sure that you have better and stronger relationships in the future.

There are a lot of ways that you are able to go through and reframe the situations around you. There are always going to be situations that are a bit negative, ones that don't seem to work the way that you want, and ones that will drag you down and make it seem hard to get the results that you want. But by simply looking at the positives of that situation, and there are always some things that are positive, and ignoring the negatives that can come with it, you can really start to see that the situation is not that bad.

In some situations, you will start to panic, or even focus on the fear that shows up. And this is natural. But if you don't move the mind away from this panic and fear, it is just going to lead you to a lot more problems down the line, more things that you need to deal with.

In contrast, when you shift your focus, using some of the ideas that we were talking about above, you will be able to clear out your head, and really think about whether the situation was as bad as you had first thought.

## **Anchoring yourself**

The next method that we are going to explore is going to be that of anchoring. We spent a little bit of time talking about anchoring in this guidebook but didn't get a chance to go too much in depth about how it works, why you would use it and more. Now it is our chance to see some of the great things that you can do with the method of anchoring, and why it is one of the best methods to help you form a good connection with the other person.

The idea of anchoring is going to find its origins with Russian scientist Ivan Pavlov. Pavlov is well known for some of his experiments with dogs by ringing a bell repeatedly while those dogs were eating. After he repeated the ringing of the bell, Pavlov then found that simply by ringing the bell, even if he didn't bring out the food at that time, he was able to get the dogs to salivate. This was all just from hearing the bell.

The reason for this is that Pavlov had been able to create a big connection in the brain between the bell, and the behavior that would necessitate the salivating, namely, the eating of food. Then, when the dogs did hear the bell again, they assumed that food was on the way, or at least their brains did, and so the salivating started to prepare them for eating, even though there wasn't any food coming their way.

The neat thing about all of this is that you are able to use this same idea in order to stimulate a response that is anchored back to you. Instead of having the noise or the touch or other signal go back to food or something else, you can use it in a way that anchors your target right back to you.

Anchoring yourself is going to make sure that you associate the desired positive emotional response to a specific sensation or phrase that you choose. If you are able to choose the right kind of thought or emotion that is positive, and you are able to deliberately go through and connect it to a simple thought or gesture, you can then make sure that this anchor is triggered when you are feeling low. Then, you can do this gesture in order to help change around the feelings that you are dealing with.

1. The first thing to consider is what you would like to feel. You can pretty much anchor any kind of emotion that you would like, but most people are going to go with a good feeling like calmness, happiness, and confidence.

2. Decide where you want the anchor place to be on your body. You can pick almost anywhere but many times people like to squeeze on a fingernail, touch their knuckles, pull on the earlobe or even just touch their wrist. It is important to add some kind of physical touch to this because it allows you to trigger that positive feeling no matter when or where. The placement doesn't matter. But you want to make sure that it is unique enough that you aren't as likely to touch it randomly at any other point.
3. Think about a time in the past when you felt that state that you want to feel now. So, if you want to have more confidence, think back to a time in your life when you felt you had a good deal of confidence.
4. Mentally go back to that time and float into your body. Look through your eyes of that moment and relive the memory as much as you can. You can work to adjust your own body language so that it works with the memory. See what you saw, hear what you heard, and try to feel the feelings as much as you can and so on. This can help you to feel more in that state than ever before.
5. As you go back and relive some of that memory more and more, try to touch, pull, or squeeze the part of the body that you choose. You will feel that feeling swell as you go through and relive the memory. You can release the touch that the emotional state starts to reach its peak, and when it starts to wear off.
6. Doing this may seem a little silly when you first get started, but the point of doing this is to create a neurological stimulus response that is going to be able to trigger the emotion or the state at any time that you would like. If you have done this in the proper manner, you will be able to touch yourself and use the same pressure again in the future, and that emotion and that state will come back to you.



# Chapter 8. How is NLP Used for Manipulating People

NLP training is conducted in a pyramid-like structure, with sophisticated techniques reserved for high-end seminars. It is a complex subject (whoever said anything related to the human mind would be easy?). However, to simplify a complicated concept, NLP or people who practice NLP, pay keen attention to people they work with. They watch everything from eye movements to skin flushes to pupil dilation in order to determine what type of information people are processing.

Through observation, NLP can tell which side of the brain is dominant in a person. Similarly, they can tell what sense is the most active within the person's brain. The eye movements can determine how their brain stores and uses information. It is also easy to decipher whether the person is stating facts (telling the truth) or making up facts (lying) by looking at his/her eye movements.

After gathering this invaluable information, NLP manipulators will subtly mirror and mimic their victims (including speech, body language, mannerisms, verbal linguistic patterns and more) to give a feeling of being 'one among them.'

NLP will fake social clues to lead their victims into dropping their guard and entering a more open, receptive and suggestible state of mind, where they become ready to absorb whatever information their mind is fed.

Manipulators will cleverly use language that focuses on a person's predominant senses.

For example, if a person is focused on his/her visual sense, the NLP manipulator will most likely use it to his/her advantage optimally by saying something like, "Do you see where I am coming from?" "Can you see what I am trying to tell you?" or "See it this way?" Similarly, if a person is a predominantly auditory person, the manipulator will speak to them using auditory metaphors like, "Just hear me out once, Tim" or "I hear you."

By mirroring their victim's body language and verbal linguistic patterns, NLP experts, or NLP manipulators, attempt to accomplish a clear objective – building rapport. As discussed earlier, manipulators also try to accomplish this by sharing too much too soon or building early intimacy. The objective is the same – to strike a rapport with their victims, which then makes it easy for the victims to let down their guard.

Once the manipulator uses NLP to build rapport and get the victim to let down his guard through clever use of body language and verbal patterns, the victim becomes more open and suggestible. Fake social cues are fed to the victim to make their minds more malleable.

Once they build a rapport, NLP will begin to lead the victim into increased interaction in a sublime manner. After having mirrored the victim and establishing in the victim's subconscious mind that he/she (the manipulator) is one among them (the victim), the manipulator increases his/her chances of getting the victim to do whatever the manipulator wants. They will subtly change their behavior and language to influence their victim's actions.

The techniques can include leading questions, sublime language patterns and a host of other NLP techniques to maneuver the person's mind wherever they want. The victim, on the other hand, often doesn't realize what is happening. In their view, everything is occurring naturally/organically or according to their consent.

Of course, manipulators (however skilled) may not be able to use NLP to get people to behave in a manner that is completely out of character. However, it can be used to steer people's responses in the desired direction. For instance, you can't convince a fundamentally ethical and truthful person to act in a dishonest manner. However, you can use it to get a person to think in a specific direction or line of thought. Manipulators use NLP to engineer specific responses from a person.

NLP attempts accomplish two ends, eliciting and anchoring. Eliciting occurs when NLP use language and leading to draw their victims into an emotional state. Once the desired state is accomplished, the NLP will then anchor the emotion with a specific physical clue - for example, tapping on their shoulder. This simply means that an NLP can invoke the same emotion in you by tapping your shoulder.

For example, let us say the NLP manipulator makes you feel depressed or unworthy using language, leading and other NLP techniques. This is followed by tapping the back of your hands in a specific manner to create anchoring. Thus, each time they want to create an emotion of being disillusioned, depressed and unworthy in you, they will tap the back of your palm. It is nothing but conditioning you to feel in a certain way with linked physical clues.

Now that you have a fair idea of what NLP is or how manipulators can use it for submission, what can you do to guard yourself against NLP manipulators?

Here are some tips to prevent NLP from pulling their remarkably smart yet sneaky tricks on you:

1. Be wary of people mirroring your body language. Agreed, you didn't know this until now, but people imitating or copying your body language is one of the biggest red flags of them trying to manipulate, influence or persuade you to act in a desired manner. I really enjoy testing these NLP experts using subtle hand gestures and leg movements to gauge if they are indeed mirroring my body language to establish a rapport.

If they follow suit, that's my clue to flee! Experienced NLP have mastered the art of subtle mirroring, which means you may not even realize they are imitating your actions. NLP beginners will instantly imitate the exact same movement in their eagerness to establish a feeling of oneness. Good way for you to call their bluff!

2. Confuse with eye movements. Another fantastic way to call an NLP manipulator's bluff is to notice if they are paying very close attention to your eyes or eye movements. NLP users often examine their target or victim's very carefully. The eye movements are scrutinized to gauge how you access and store information.

In effect, they want to determine what parts of the brain you are utilizing to gather clues about your thoughts and feelings. I say beat this by darting your eyes all around the place randomly. Move them upwards and downwards or from side to side in no clear pattern. You are throwing your NLP manipulator off course. Make it appear natural. Their calibration will go down the wayside.

3. Beware of people's touch. As we discussed earlier, one of the techniques NLP use is anchoring. If you know a person practices NLP, and you are in an especially heightened or intense emotional condition, do not allow them to touch you in any manner. Just throw them off course by suddenly laughing hard or flying into a fit of rage. Basically, you are confusing them about the emotion they need to anchor. Even if they attempt to establish a physical clue to invoke certain emotions, they'll be left with a mixed bag of crazy laughter, rage and whatever else you did.

4. Watch out for permissive language. Typical language used by NLP includes "be relaxed," "relax and enjoy this," and other similar statements. Beware of this NLP, hypnotist style language that induces you into a state of deep relaxation or trance to get you to think or act in a specific manner. Skilled or covert manipulators rarely command in a straightforward manner.

They will cleverly seek your permission to give you the impression that you are doing what they want you to do out of your own free will (one of their many sinister tricks). If you observe experienced hypnotists, they will never outright command you to do anything but seek your permission to make it appear as if it is being done organically, with your consent.

5. Guard Against Gibberish. Watch out for mumbo jumbo that just doesn't make any logical sense or twisted/complicated statements that mean little. For example, "As you free the feeling of being held by your thoughts, you will find yourself in alignment with the voice of your success." Does this make any sense? NLP manipulators won't say anything purposeful, but rather, they will program your emotional state to lead it where they want to. One of the best ways to guard against this sort of hypnotism-NLP induced manipulation is to urge the manipulator to be more specific. "Can you be clearer about this?" "Can you specify exactly what you mean by that?" It won't just interrupt their cleverly set technique but will also force the interaction into precise language, thus breaking the trance brought about through ambiguous words and phrases.

6. Don't quickly agree to anything. If you find yourself being compelled to make an instant decision about something important, and it feels like you are steered in a specific direction, escape the situation. Wait a day to make a decision. Do not be swept or led into deciding that you do not want to make on an impulse. Sales professionals are adept at manipulating buyers into purchasing something they don't need using sneaky manipulation and NLP tactics. When someone rushes you into a decision, it should be a warning signal to back off and hold on until you've thought more about the situation.

# Chapter 9. How to Use Body Language in Public Speaking

A young student has worked over 20 hours to complete a 40-page essay for her college class. She then had to develop a visual representation to accompany her presentation. After three restless nights and countless cups of coffee, she is finally ready to present her finished report to the class. After performing an engaging and educational discourse, she breathed a deep sigh of relief. After class, she approached her professor and asked him how he enjoyed it. Barely looking up from his computer, the professor stopped and said, “It was fine,” in a monotone voice. She was devastated. After dedicating all her time and resources to this project, she was not satisfied with, “It was fine.” A week later, after wondering what she could have improved upon, she finally got her grade back. Shaking, she opened the link and saw a 100% grade. She was ecstatic. She felt greatly accomplished and proud of her work. However, she still wondered why the professor gave her that response if he was going to give her an A.

The professor could have genuinely loved her presentation. In fact, it could have given him chills. However, because he was so monotone in his response, the student grew insecure. He gave off the impression that he did not appreciate all her hard work.

In reality, the professor greatly enjoyed it; so much so, he gave her a perfect grade. What is the issue with his actions?

Likely, you would conclude that the way he uttered, “It was fine,” was a turn off. That monotone delivery is quite different from the excited, “It was fine!” paired with a clap. This is the power of verbal communication. Although one person may say one thing, the way they speak it reveals the truth. Our body language works closely with the way we speak. A rather rude comment can be overlooked when paired with a smiling face, or it could be taken as extremely creepy. In addition, a smile can hide insidious intentions. This is why body language is a compilation of various components.

When a person constantly speaks in a harsh, assertive, and bold manner, others may conclude that that person is angry. They may even avoid associating with them for fear of embracing negative energy. In reality, the person could be amicable and positive. However, the way they place great emphasis on certain words or topics is intimidating. The power of tone, emphasis, and volume can create great conclusions when it comes to reputation. However, there are exceptions to this theory. Some individuals may express themselves one way, yet their actual personality is quite different. Take, for example, the late Michael Jackson. Michael had an extremely light and timid voice.

He would speak almost like an unsure child, retelling a bedtime story. Upon only hearing him, one may conclude that Michael was submissive, shy, and quiet.

The reality of his persona was quite different. The innovation found within his music and the creativity exuded through his dance moves illuminated great power and confidence. Despite the volume, tone, and inflection of his voice, he was a mighty lion when it came to his craft. Personal friends and family members, however, knew that somewhere, deep inside, lived a submissive, shy, and quiet person. This denotes that within our voice, despite intention, lie deep-rooted personality traits that we may be blind to. The loud and boisterous individual may be seeking to compensate for a deep insecurity. The arrogant and assertive lawyer may be fuming with angry emotions. The way in which a person speaks is complex and reveals truth.

The power behind how you say something can turn your innovative idea into a passed opportunity. Imagine pitching an idea for a new innovation with a monotone voice and no sign of excitement. Surely, those on the other end would not be convinced this is your passion. You may have missed your opportunity simple because you lacked enthusiasm. Your voice can also be a manipulative tool used to assert to others. There is a stark distinction between yelling rules and explaining them. The way a person says something can make a difference in how the sentence is perceived. A stressed manager can assert, “Why are you always late?” to an employee with a stern voice and a frowning mouth. Or she could kindly say, “Why are you always late?” with a slight touch on the shoulder and a concerned tone.

This could be the moment where the employee either opens up or seeks further employment.

When you think about it, words are just extensions of the mind.

We all use them and express ourselves in one way or the other. However, the tone can drastically alter our perceived intentions and even our reputation.

The volume in which one speaks can ignite action. A whisper may indicate confidential information, while a loud yelp could signal, "Get away." In addition, a monotone voice could indicate disinterest where an emphasis on words and syllables could signal excitement. Sarcasm, on the other hand, is quite tricky to decode as it is subjective to the person speaking. One lively individual could show sarcasm in the same manner they would offer a greeting. This is where contextual clues come into play. Analyze the person's body language. Do they have a slight smile or a straight face? Does what they say seem outlandish in relation to the topic at hand? Interpreting sarcasm involves integrative techniques to understanding. It is a complex system that is unique to each person. One of the primary reasons why sarcasm is so difficult to understand for some is because it can mimic traditional body language cues. In this respect, it may be essential to get to know the person you are speaking with, so they can better understand your personality. Then, little by little, bring on the sarcasm!

Understanding your personal inflection can affect your reputation. You may have the purest of intentions, but your diction, volume, and choice of words is taken adversely. Others may create a distance between themselves and you due to this inconsistency. Being cognizant of the way you say something can be a true indicator of your intention. In addition, your communication skills will operate smoothly.



The two main components of mastering effective communication are control and awareness. It is important to control the tone, inflection, and volume of your voice. It may even be necessary to control the type of words you use. Next, being aware of your audience, surroundings, and mood can play a huge role in how your words come off. A bad or melancholy mood may not be suitable for a children's book reading at the library. You can practice altering your verbal skills by seeking feedback from others. Have them analyze how you express a sentence, and they can provide constructive ways to improve.



# Chapter 10. How to Spot a Lie

Fact is that only 54% of the lies can be spotted in an accurate manner. Research has also proved that extroverts tell more lies when compared to the introverts and not less than 82% of the lies usually go without being detected.

However, the good news is that people can also improve their abilities for lie detection, maximizing to close to 90% accuracy. The big question here is how to detect that someone is lying. One of the initial steps in this whole process is getting with how someone typically acts, especially when they are speaking.

Basically, this is the process of coming up with known as a baseline. A baseline is essentially how a person acts when they are under non-threatening and just normal conditions. According to the Science of People website, it is basically how a person appears when they are saying the truth. To make it clearer, it might be a bit difficult to tell when a person is not speaking the fact if you are not sure of how they usually act when saying the truth, which, to a wider extent, makes a lot of sense.

However, the techniques that are used to determine if someone is lying can be very confusing. As a matter of fact, these strategies can even be very conflicting. Due to that, it is important to think twice before making an accusation, ensure that you feel more than once about doing it unless it is important to go ahead and find out what happened.

Here are some of the telltale signs that someone is not telling the truth.

## **The Behavioral Delay or Pause**

It begins when you ask someone a question, and you get no reply initially. The person then begins to respond after some delay. There is one big question that should be asked here; how long should the delay extend before it becomes meaningful before it can be regarded as a deceptive sign? It, however, depends on a few factors. You can try this particular exercise on a friend, and ask a question like this, “What were you doing on a day like this six years ago.

After asking that question, you will notice that the person will take an invariable pause before answering the question. This is because it is not a type of question that naturally evokes a fast and immediate answer. Even as the person takes time to think about the question, he might still not be able to give a meaningful response. The next question to ask would be this, "Did you rob a cloth shop on this day six years ago?" if they make a pause before giving you the answer you need, then it would be very important to pick the kind of friends you have wisely.

In most cases, there will be no pause, and the person is likely to respond by just saying no and letting the story die.

This is a simple test that tends to drive home the point that the delays should usually be considered out of the church of God. In the context of whether it is appropriate for the question at hand.

### **The Verbal or non-verbal disconnect**

The human brains have been wired in a manner that causes both the nonverbal and the verbal behaviors to match up in a natural manner.

So, each time, there is a disconnect, it is usually regarded as a very important deceptive indicator. A very common verbal or nonverbal disconnect that you should look out for will occur when someone nods affirmatively while giving a "No" answer. It might also occur when a person moves his head from one end to the other when giving a "Yes" answer.

If you were to carry out that mismatch, as an example, to offer a response to a question, then you will realize that you will have to force yourself through the motion that you have. But despite all that, someone who is deceptive will still do it without even giving it a second thought.

There are several caveats that have been connected to this type of indicator. First of all, this type of indicator is not applicable in a short phrase or one-word response. Instead, it is only suitable in a narrative response. For instance, consider that a human head might make a quick nodding motion when a person says "No." That is just a simple emphasis and not a disconnect. Second, it is also very important not to forget that a nodding motion does not necessarily mean "Yes" in certain cultures. In such cultures, a side-to-side head motion also does not imply that the person is saying "No."

## **Hiding the Eyes or The Mouth**

Deceptive people will always hide their eyes or mouth when they are not saying the truth. There is a tendency to desire to cover over a given lie, so if the hand of a person moves in front of their mouth while they are making a response to a given question, which becomes significant.

In a similar instance, hiding the eyes can be an inclination to shield a person from the out lash of those they could be lying to. If an individual shield or covers their eyes when they are responding to a question, what they could also be showing, on the level of subconscious, is that they can't bear to see the reaction to the lie they are saying. In most cases, this kind of eye shielding could be done using the hand, or the person could as well decide to close the eyes. Blinking is not in the picture here, but when a person closes their eyes while making a response to a question that doesn't need reflection to answer, which can be considered as a way of hiding the eyes, hence becoming a possible deceptive indicator.

## **Swallowing or Throat Clearing**

If a person loudly swallows saliva or clears the throat before answering a given question, then there is a problem somewhere. However, if any of these actions are performed after they have answered the question, then there is nothing to worry about. But when it happens before answering a question, then there are some things that should be analyzed.

The person could be doing the nonverbal equivalent of the following verbal statements, "I swear to God..." This is one of the ways of dressing the lie in the best attires before presenting it. Looking at it from the physiological point of view, the question might have created a type of anxiety spike, which can as well as cause dryness and discomfort in the throat and mouth.

## **The Hand-to-Face Actions**

The other way of determining if someone is saying a lie is to check what they do with their faces or in the head region each time they are asked a question. Usually, this would take the form of licking or biting the lips or even pulling the ears or lips together. The main reason behind this reflects one of the simple science questions that are usually discussed in high school. When you have someone a question, and you notice that it creates a kind of spike in anxiety, what you should remember is that the right response will be damaging. In return, that will activate the autonomic nervous system to get to business and try to dissipate the anxiety, which might appear to drain a lot of blood from the surface of the extremities, ears, and the face. The effects of this could be a sensation of itchiness or cold. Without the person even realizing it, his hands will be drawn to the mentioned areas, and there could be rubbing or wringing of the hands. And just like that, you might have spotted a deceptive indicator.

### **The Nose Touch**

Women usually carry out this special gesture with smaller strokes compared to those of men, as a way of avoiding smudging of their make-ups. One of the most important things to recall is that this kind of action should be read in context and clusters, as the person could have any hay of cold or fever.

According to a group of scientists at the Smell & Taste Treatment and Research Foundation that is based in Chicago, when someone lies, chemicals that are called catecholamine are released and make the tissue that is inside the nose to swell.

The scientists applied a special imaging camera that reveals the blood flow in the body and show that deliberate lying can also lead to an increase in the blood pressure. This technology proves that the human nose tends to expand with blood when someone lies, and that is what is referred to as the Pinocchio Effect.

Maximized blood pressure will also inflate the nose and make the nervous nose tingle, leading to a kind of brisk rubbing with the hand to suppress the itching effect.

The swelling cannot be seen with the naked eyes, but it is usually what causes the nose touch gesture. The same phenomenon will also take place when a person is angry, anxious, and upset. American psychiatrist Charles Wolf and neurologist Alan Hirsch carried out a detailed analysis of the testimony of Bill Clinton to the Grand Jury on the affair he had with Monica Lewinsky. They realized that each time he was being honest, he rarely touched his nose. However, when he lied, he offered he appeared to be wearing a frown before he gave the answer and touched his nose once each 4 minutes for a mega total of 26 nose touches. The scientists also said the former US president didn't touch his nose at all when he offered the answers to the questions in a truthful manner.

A deliberate scratching or rubbing action, as opposed to a nose that could just be itching lightly, usually satisfies the itch of someone's nose. Usually, an itch is a repetitive and isolated signal and is out of context or incongruent with the general conversation of the person.

## **Eye Rub**

When a child does not want to see something, the only thing they will do is to cover their eyes. They usually do this with both of their hands. On the other hand, when an adult does not want to see something distasteful to them, they are likely to rub their eyes. The eye is one of the attempts by the brain to block out a doubt, deceit, or any distasteful thing that it sees. It is also done to avoid looking at the face of the person who the lie is being said to. Usually, men would firmly rub their eyes, and they may look away if the myth is a real whopper.

Women are not so likely to use the eye rub gesture. Instead, they will use gentle and small touching emotions just beneath the eyes since they either want to avoid interfering with the makeups they are wearing, or they have been redesigned as girls to stay away from making several gestures. At times, they might also want to avoid the listener's gaze by trying to look away.

One of the commonly used phrases out there is lying through the teeth. It is used to refer to a cluster of gestures portraying fake smile and clenched teeth, accompanied by the famous eye rub. It is a common gesture that is used by movie actors to show some level of dishonesty and by other traditions such as English, who will prefer not to say what they are exactly thinking.





# **Chapter 11. Non Verbals of the Feet, Legs and Arms**

## **Eyes and Facial Expression**

Profound scowl lines: This outward appearance proposes that someone is despondent, or they are somewhere down in idea. The profound scowl lines show up plainly on the face, and they impact an antagonistic look on the individual concerned. Interfacing with such an individual must be one rapidly because they most likely would prefer not to take part in discussion for quite a while. It is important to be attentive of this outward appearance as it will help lessen the odds of moving toward the individual and affront them. If you see someone donning this outward appearance, do not expect the most joyful of discussions with them.

Shaking of the head: This is an indication that someone is unsettled, or they do not affirm something specific. On the off chance that you happen to be at a get-together and see someone shaking their head thoroughly and persistently, they likely do not acknowledge something they are being told. Shaking of the head is a certain flame sign of difference, and it can without much of a stretch forestall further associations among individuals. It is additionally conceivable that someone is grieving a misfortune, and this should be possible by shaking the head. Cooperating with this individual must be done in a kind way since they are not in the best of states of mind.

Lips pressed together: This is a typical outward appearance for anyone encountering unpleasant feelings and even displeasure. It is ideal to approach such an individual cautiously because their feelings may implode at any minute. For example, a lady situated independent from anyone else in a get-together with pressed together lips may best be disregarded if you have no clue what to state to her. In any case, on the off chance that you are in the disposition to comfort her, you may very well discover a method for collaborating with her, and it will be dependent upon you to improve her mind-sets and make her grin.

**Smacking the lips:** This is normally demonstrative of gratefulness or general enjoyment at what is currently happening. Smacking the lips indicates clear affirmation to something decent, and the individual is, as a rule, feeling great. If delectable nourishment is laid on the table at an intuitive gathering, a few people are probably going to smack their lips as they sick anxiously envision the heavenly supper. The equivalent applies when someone sees an excellent woman, they may smack their lips in valuation for her magnificence, and this is a positive outward appearance. When you watch someone in this state, it turns out to be very easy to communicate with them.

**Stroking the jaw:** This is an undeniable outward appearance that demonstrates an individual is thinking hard. At the point when in a social setting, it will be fitting to be easygoing to such an individual as their outward appearance will show that they are somewhere down in their own musings. Moving toward such an individual gradually and affably will be the most fitting method for opening connections with them and be careful about downplaying the small talk.

**Gesturing:** You are most likely addressing someone who is feeling great or in concurrence with you on the off chance that they are always gesturing. This is an indication that the message being transferred is worthy, and that they likewise support of your organization since they are transparently conveying everything that needs to be conveyed. A gesture is probably going to be joined by a grin and different types of non-verbal communication that show understanding. It is anything but difficult to collaborate with such an individual since they are straightforwardly responsive and liable to participate in discussion all the more effectively.

**Winking:** Somebody who is winking at you may attempt to convey that they like you and may be keen on conversing with you. In any case, winking is an assorted outward appearance, and it is conceivable to wink to signify course or essentially catching your eye. At the point when the contrary sex winks at you, it is genuinely clear what their aims are; be that as it may, when a companion of yours winks at you, they may attempt to stand out enough to be noticed or just motioning to you. In any case, it is a significant outward appearance where everyone comprehends and makes it simpler for individuals to communicate with each other.

Held jaw/teeth: someone who grips up their teeth is likely apprehensive, irate or potentially unsettled. Generally, this can be an indication of dissatisfaction a holding the teeth or jaw is only one path for the person to adapt to the issue. This is a significant outward appearance that decides the idea of cooperation that you are going to impart to such an individual. They might not have any desire to talk much deciding on their outward appearance. Thus, it may be important to downplay associations.

Crow's feet: This is a major grin on the face that can, in some cases, nearly remain lasting if an individual is feeling great. It is called crow's feet since it structures running lines over the face that resembles the notorious flying creature's legs. An individual with this outward appearance is bound to be open and feeling great, and it ought to be basic enough for you to interface with them. A glad outward appearance opens the entryway to discussion and upbeat collaborations, and this is dependably a decent character characteristic that self-observers search for in forthcoming companions at parties.

Legs, Arms, Hands, and Fingers

Bolted Ankles: When someone has their lower legs bolted, it is characteristic that they would preferably not be bothered, or they have data they are not willing to share. Much the same as the motion, bolted lower legs connote withdrawal of the individual since he isn't that keen on communicating. It is smarter to constrain your cooperation with such an individual since they are not straightforwardly responsive. If you need to connect with them, in any case, keep it short because the individual would possibly be keen on talking if the issue was of total significance.

Putting the tips of the fingers together: Some individuals for the most part center around contacting only the forefingers, others do this with every one of the hands. In any case, it is an outflow of intensity an insight over the crowd of the individual included. Contacting the fingers together demonstrates some dimension of prevalence, and it may be helpful to initially realize the individual before communicating with them.

Someone who shows this non-verbal communication is bound to have a remark, thus tuning in and talking less may be the best connection for this situation.

An individual with this character will have a great deal to encourage you as far as social collaborations, and it will empower you to ace the nuts and bolts of social aptitudes.

**Fretfulness:** General anxiety represents itself with no issue since it is a pointer about how agreeable an individual is. Someone who is always pacing all over unfit to stay in one spot at any given moment is characteristic of an apprehensive or upset individual. Such an individual is probably going to have their feelings running high. Thus, collaboration ought to be limited since it would not be conceivable to decide how fruitful one would be in interfacing. Perusing such signs will empower you to know precisely the kind of individuals to talk with, remembering that anxiety demonstrates that someone is exceptionally sincerely charged.

**Inclining the body:** This is another significant type of non-verbal communication that shows the preferences of someone. On the off chance that you run over someone who is inclining near another person or a gathering of individuals, this is characteristic of his resemblance for them. They are probably going to be dear companions, and people constantly lean near the type of person they trust the most. In any case, inclining far from individuals would be characteristic of a person in doubt, and on the off chance that you stroll into such a circumstance, you could be strolling into a strained situation. In this way, the way someone positions himself in a get-together says a lot about their very own character.

**Holding the head in their hands:** When you encounter someone in this situation, their non-verbal communication effectively suggests that they are not happy.

Someone who is truly concealing their face in their grasp demonstrates an incredible dimension of distress and would presumably be ideal to comfort the individual or let them be. This is an undeniable non-verbal communication correspondence, and it doesn't leave a lot to the creative mind because the trouble of the individual is self-evident. It would most likely be best not to break jokes with them but rather attempt to grapple with their serious state of mind.

**Nail-gnawing:** Another indication of anxiety is the point at which someone continually has his fingers up in their mouth. The vast majority of people nibble their nails in an obvious diversion to their very own thoughts yet truly; they consider it more when they are gnawing their nails. This is an exemplary kid language, and it may be savvy to approach such an individual cautiously except if you recognize what is making them anxious. Collaborating with such an individual will include a quieted, delicate discussion, yet it is probably not going to keep going exceptionally long, except if they are happy to share the reason for their inconveniences.

**Dynamic:** A functioning non-verbal communication shows the enthusiasm of someone to participate in movement and may be a suitable individual to connect with. A functioning individual will move around, address a few people and by and large attempt to outgo in a get-together. Such an individual is probably going to be in great spirits and ought to be anything but difficult to approach as they are in a transparently intelligent moo. It is intriguing to test your social abilities with someone looking like these character attributes since they are transparently open to collaborating with nearly anybody.

**Nose scouring:** Somebody who is continually scouring their nose most likely knows something you don't or is exceptionally energized. For instance, if you happen to have a discussion with someone who is always showing this non-verbal communication, he is likely amped up for knowing something you don't have the foggiest idea. It may be helpful to connect with him further in discussion to comprehend what he knows, and it is additionally critical to keep it aware. Observing such non-verbal communication articulations comprehends the expectations of an individual, especially in a social setting, and is a noteworthy advance towards acing social abilities.

**Arms traversed chest:** This is a characteristic of someone who is feeling genuine and would like to limit jokes and participate in a useful discussion. This body stance is a mark appearance for any tyke who at any point made their folks cross and needed to reply to them. By and large, associating with such an individual will include a genuine discussion where your social abilities will be put under a magnifying glass. It is imperative to keep quiet and patient when connecting with such an individual or else you will draw their requital. Understanding the best way to deal with talking with such an individual will be a huge assistance in your mission to ace social abilities.

Scouring the hands: This is a non-verbal communication articulation that shows expectation and energy over something to come. Someone who is always scouring their hands presumably has something fascinating to state since they are straightforwardly demonstrating their expectation. Collaborating with such an individual would intrigue since they would disguise the fundamental parts of their message while in the meantime, talking energetically.

Connecting with such an individual would be a decent encounter for acing social abilities since it will include you dissecting the individual and deciding if he is being straightforward or not. This structures a reason for most choices when making new companions.

Squirming: If somebody is continually squirming, almost certainly, they are apprehensive about something and would not talk about it further. It is essential to observe such articulations as it helps in understanding what someone is thinking and subsequently sets the reason for collaboration. A restless individual will be quiet and will likewise talk with a great deal of apprehension, making it hard to get them. Like this, the best methodology is either to leave them alone or if you need to address them, remember that they are anxious.

Head tilted: This is demonstrative of someone exhausted or tragic, and along these lines will warrant an alternate methodology when connecting with them. Someone who is exhausted is in all respects liable to tilt their head and gaze indifferently into the separation most likely somewhere down in idea. They won't talk much and moving toward them probably won't change the circumstance much since they won't look have discussions. A miserable individual additionally tilts their head, and they will likewise not have a lot to state since some distress will devour them right then and there.

Drumming Fingers: Somebody who is showing this non-verbal communication is presumably apprehensive and might want to limit associations. Drumming of the fingers implies that the individual has a great deal at the forefront of their thoughts and except if you are a nearby comrade, they would not uncover this data.

If you are out on the town and they are continually drumming their fingers, you should need to get into it somewhat more. Dates can be nerve-wracking now and again and discussing it with the contrary sex may make the light state of mind fundamental for the collaboration.





# Chapter 12. How to Detect when manipulation is Being used Against you

We're always trying to influence each other in some way. Encouraging friends to try a new product because you like it. Sharing ideas and trying to get others to see things from your point of view and why your approach should be the one to follow. Sharing views and video content across social media to sway others into agreeing with you.

Leaders, managers, supervisors, and bosses who influence people under their leadership, encouraging them to work towards a common goal. Advertisers and marketers who try to influence customers into buying products and services through the various ads and marketing campaigns that they roll out. If influence takes place all the time, when does it cross the line from influence into manipulation?

What sets manipulation apart from persuasion or influence? Isn't manipulation, persuasion or influence essentially the same thing? Where you're trying to get one, or several other people to go along or agree with you?

Manipulation, persuasion, and influence are the same, but called different names. There is one, defining quality that separates manipulation from the other two, and that is the intention.

Manipulation is cunning and ruthless, and it always results in one person being exploited or taken advantage of. Persuasion and influence are neither cunning nor ruthless. Manipulation is carried out for selfish reasons that only benefit the one who is doing the manipulating.

Manipulators force others into doing their bidding through pressure and threats. The intention that lies behind your actions is what separates persuasion and influence from manipulation. Good intentions with a genuine desire to create a situation that benefits the other party is what persuasion and influence encompass. If you intend to do good, that's persuasion. If you're honest from the very beginning about what you're trying to do, that's persuasion. If you can say wholeheartedly that you have the other person's best interest at heart, that's persuasion.

Manipulators care for no one except themselves. There is only one agenda on their mind, and it only focuses on them, their needs, their desires and what's in it for them. If they get what they want, they don't care who gets hurt along the way. If they must step on your toes to reach the finish line, they'll do it. If they must stab you in the back to get to the top, they'll do it. They don't care about the consequences of their actions, they only care about getting their way.

Manipulation is all around you, and you could be an unknowing victim even as you're reading this. Your first clue that you might be a victim of manipulation is when you sense that something isn't quite right with a certain relationship that you have. You can't quite put your finger on it but being around that person never makes you feel good.

Even among friends and family, instead of feeling happy after spending time with them, you find yourself even more stressed, frustrated or confused than when you first started.

Or perhaps it could be that co-worker at work who always seems to sucker you into doing their bidding, even when you tried to resist in the beginning. For some reason, you feel guilty about not helping them, even though you had every right to say no because you've got your workload to deal with. These could be signs you were in the presence of a manipulator.

Manipulation takes place in several ways, and it could be anywhere from dealing with a bossy, demanding person to being in a relationship with an abusive partner. Some manipulative tendencies are easier to spot, while others are carefully disguised to make it seem like this kind of behavior is "normal". If you sense something amiss, go with your gut instinct and look out for the warning signs below that signal you might be a victim of manipulation:

**Always Your Fault** - A classic sign of manipulation is when no matter what you say or do, somehow, it's always your fault. Even when it's not. Even when you haven't done anything, you're the one to blame? How does that work? Well, the manipulator is an expert at twisting and turning the facts to suit the situation. You happen to be an easy target. That one manipulative friend who always has an excuse for their bad behavior or poor judgment, the one that always makes you the scapegoat, that's not a friend. That's a manipulator. I wouldn't have done it if you agreed it was a bad idea. Thanks a lot, now look what you've done! Why didn't you stop me? The classic sign of a manipulative "friend" is when somehow, you're always in the mix and the one made to feel like you're in the wrong.

**Forced Agreeability** - Do you often feel forced into doing things you don't want to do because the person making the request makes you feel bad about yourself if you say no?

Being constantly made to feel guilty, pressured or forced into agreeing, especially if it's by the same person, is not normal behavior. That's manipulative behavior, and they're playing on your guilt emotion to their advantage.

What's worse, if you feel afraid to say no, that's a red flag that something about this relationship is not right. Not at all. You should never be made to feel like you're bullied or pressured into agreeing, but if you don't learn to master your emotions, manipulators will easily take advantage of this by making you feel as guilty as possible.

**Insecurity** - You were so sure of yourself and your decision 5 minutes ago. Then you were around that one family member, friend or colleague and suddenly, you're not so sure anymore. 5 minutes ago, you were confident and sure, but now that same decision fills you with doubt, causing you to question your judgment. All after that one encounter.

Does this sound familiar? If it does, you might have to face the fact that is family, friend or colleague is a manipulator.

Spend enough time with them and they'll make you feel unworthy like you're a complete failure and nothing you can do will ever be the right. Talk to them about any thought, idea or opinion and they'll find a way to twist and turn it, making it seem like a terrible idea.

**Returning the Favor** - Except it isn't voluntarily. It's expected. There's no such thing as a free lunch when you're dealing with a manipulator.

If they do you a favor, you can bet they're going to expect you to return it at a moment when it suits them. There's no such thing as a genuine, no strings attached favor. If they are "helping" you out, you can bet there is always an ulterior motive behind it. Your first indicator that something is "off" would be if you feel reluctant or extremely uncomfortable having to say yes to them. At a time when it's most opportune for them, they'll come around and say you owe me this, and you'll feel obliged to go out of your way to help because you feel guilty about saying no.

Why is it so hard to say no? Because once more, they're playing on your emotional guilt. They'll also make you feel like the most ungrateful person in the world.

**You Only Matter When You're Needed** - Look at the people within your social circle. Who among them only comes to you when they need something? Conveniently, each time they touch base with you it's followed by a request for a "favor" or some "help" that they need. But when the situation is reversed and you need their help, they're never around.

They've always got an excuse as to why they would "love to help but they can't right now". You can never seem to get a hold of them when you need them. Yet, when they need you, they make you feel like you're the best friend they ever had. That's not a friend you have on your hands, that's a manipulator. The unfortunate thing is, sometimes these people are your family members, and you feel like you're trapped in a toxic relationship.

**Your Opinions Don't Matter** - Everything is always about them. Anything you have to say doesn't matter as much. Talking to a manipulator often feels like you're talking to a brick wall.

Oh, they may look at you while you're talking, but at the first chance they get, they twist the conversation back around unto something that involves them.

The only time they genuinely listening to you is when they're trying to gather information that they can later use as ammunition against you. If there's someone you know who constantly makes you feel this way, be very careful about what you say around them. It could come back to bite you when you don't see it coming, and you'll be left with nothing but an overwhelming sense of shock and betrayal and how this could have happened.

Constant Criticism - Nothing you do is ever right. Even when you do it right, it's wrong. Everything you do is subject to criticism when you're with someone who is manipulative.

They will constantly criticize just to make you feel bad about yourself while they feel thrive on your feelings of insecurity.

They'll criticize everything from the way you dress, the way you talk, the things you say, the way you spend your money, your passion, your hobbies, your interests, the decisions you make, even when your suggestions are great they'll find a way to critique it. They'll criticize you so often that you feel incompetent and insecure enough to the point where your confidence is shaken. Another classic manipulative move that uses your emotions against you.

# Chapter 13. Why Manipulators Manipulate

Now that you are fairly competent in identifying emotional and covert manipulation tactics, let's understand what leads people to manipulate others. This may help you deal with them more efficiently.

We've all been victims of everything from pathological lying to being made to feel inadequate to suffering awful smear campaigns. They are beyond reasonable standards of human behavior. What makes people turn into sinister manipulators? What leads manipulators to use the tactics they do? What makes them defy norms of human behavior and turn to underhanded techniques to have their way with people?

Read on to get deeper insights about what makes people manipulate others in ways you'd never imagine.

## **Fear**

Why does a person use manipulation to fulfill his/her own agenda? Simple - fear!

It is obvious that manipulators fear that they will never be able to gain the desired outcome on their own abilities. That if they act ethically, people and life will not reward them positively. They operate from the view that people are life, and people are positioned against them.

Manipulators fear everyone as their enemy and believe life will not necessarily be favorable to them if they act favorably.

There is a fear that resources are limited, and if they don't gain something, others will. They think it's a dog-eat-dog universe where people must be controlled to help them accomplish the desired result. This control can be in any form – emotional, psychological, financial or practical. They want to control people, so they can achieve their desired agenda and put their fear to rest.

Manipulators are constantly living under fear and insecurity. ‘What if this doesn’t happen?’ ‘What if my partner leaves me for someone else?’ ‘What if someone gains an upper hand over me?’ They want to win and control all the time to combat an inherent sense of fear.

Where does this fear stem from? It originates from a deep sense of unworthiness. This simply translates as ‘I am certainly not worthy of the good things and people in life; hence, these things and people will leave me. To prevent them from leaving me, I must resort to some underhanded techniques that will give me absolute control over the people and things I believe I don’t deserve.’ In short, the underlying message is – ‘I am undeserving or unworthy of people and things!’

### **Low or No Conscience**

Lack of conscience is another fundamental reason for manipulation. When a person fails to realize that he/she is responsible for their own reality, there is a greater tendency to operate without a conscience. Manipulators don’t believe a fair system exists. Also, they’ve stopped evolving.

They don’t learn from earlier experiences or try to accomplish a state of congruence between inner emotions and external life.

They view manipulation as a safe or secure world for getting the desired result, even though these results have not brought them satisfaction in the past. Emotionally and psychologically, they keep coming back to square one from time to time, never learning their lesson. To avoid this lesson, they will create another reason to manipulate. Thus, they are caught in vicious circle of unworthiness or dissatisfaction, thus, creating another manipulation need.

Manipulation doesn’t pay beyond the initial brief fix since the manipulative action is not authentic, balanced or effective. It is a defense reaction to perceived hurt, unworthiness, fear or insecurity. By being manipulative, the person is attempting to offset these emotions.

Manipulation is a deliberate act that is not aligned with a person's conscience or greater good. The person doesn't operate with a "we are one" understanding, which means he/she seeks to gain through manipulation by authenticity rather than non-authenticity. Anything gained through non-authenticity only leads to narrow victories, ongoing trouble, emptiness or fear and unworthiness. This creates an even bigger sense of unworthiness. Again, unworthiness is a fear of not being worthy of others' love and acceptance.

Manipulative folks do not learn, evolve or realize the power of authenticity. Lack of realization of the real power of authenticity and worthiness comes from knowing that one is cherished and accepted for what they really are. In essence, a feeling of unworthiness is often at the core of manipulation.

### **They Don't Want to Pay the Price Attached to Reach Their Goals**

People often manipulate to serve their needs because they do not want to pay the price attached to their goal. They often strive to accomplish the objective or serve their purpose without wanting to give back or pay the price in return.

For instance, if you don't want your partner to leave you, the relationship will take work. You'll have to give your partner love, compassion, understanding, time, loyalty, encouragement, inspiration, a secure future and much more.

A manipulator may not want his/her partner to leave them, but they don't want to pay the price of maintaining a happy, secure and healthy relationship, whereby the partner will never leave them. They may not want to be loyal or spend much time with their partner, and yet they expect them to stay. When people are not ready to pay the price of accomplishing what they want, they may resort to manipulation or underhanded techniques to achieve these goals without paying the price attached to them.

Similarly, if a manipulative person wants to be promoted in his/her workplace, rather than working hard, staying past work hours, upgrading their skills or getting a degree, they will simply manipulate their way into the position. The person is not prepared to pay the price or do what it takes to be promoted.



At times, it's deeply ingrained in a person's psyche that wants are bad or that he/she shouldn't have any desires since it makes them come across as selfish. Manipulation then becomes a way to get what they desire or need without even asking for it.

Manipulators realize there is a price attached to everything.

A person won't do them a favor without expecting a favor in return. They won't keep getting things if they don't demonstrate kindness and gratitude. A person won't love them or have sex with them without getting commitment, loyalty and love in return. Manipulators try to push their luck by trying to get something without paying the price attached to it. It is often the easy way out.

### **They Think They Won't Get Caught**

Another reason people manipulate is because they think they can get away with their sneaky acts and that the victims won't realize they are being manipulated. They are also confident that the victim can't do anything even if their manipulation cover is blown.

What gives manipulators the feeling that they won't be caught? Some people come across as inherently clueless, vulnerable, insecure and naïve. These are the type of people manipulators prey on. They believe a person who has low confidence, a low sense of self-worth or is clueless about the ways of the world is less likely to figure out that he/she is being manipulated.

Also, manipulators know that in the event that their manipulation cover is blown, the victim will not be able to do much. They cleverly pick targets who are low in confidence, self-acceptance, body image or sense of self-worth. It is easier to play on the vulnerabilities of these people than on assertive and self-assured people who won't allow people to take advantage of them.

For example, say a person has low awareness of social dynamics, doesn't understand jokes easily, doesn't identify a prank early, is unable to differentiate between genuine courtesy and sexual advances, can't tell when someone is genuinely attracted to them or simply wants to go to bed with them and other similar social and interpersonal dynamics. That person is more likely to be manipulated.

Manipulators are well aware that their victims can't do anything if they don't even realize that their weaknesses are being misused. They often cash in on the cluelessness of their victims by saying they are imagining things or making something up. An already clueless and unsure person is less likely to question this idea. When you are already reeling under feelings of insecurity, cluelessness and vulnerability, how difficult is it for a manipulator to take advantage of these feelings by reinforcing them further?

## **Manipulators**

Manipulators manipulate because they think they can hurt or upset their victims more than the victims can hurt or upset them. They will almost always target people who come across as nice and vulnerable. When people are oblivious to the dishonesty existing within social relationships, they aren't really accustomed to dishonest allegiances. This doesn't equip them with the means to confront or counter dishonesty, which makes them less aware of being manipulated.

## **They Aren't Able to Accept Their Shortcomings**

When people are unable to come to terms with their shortcomings or do not accept the responsibility or accountability for their faults, there is an inherent need to make others feel lesser than them.

If manipulators aren't good enough or feel miserable about themselves, there is a desire to make others feel equally worthless or miserable about themselves. When a person believes he/she is unworthy of someone, they will manipulate the person to feel unworthy, too. They can then gain control over his/her perception that they need the manipulator in their life to feel worthy. By putting others down or gaining control over others, they experience a form of pseudo superiority. If they can't be good enough for others, they make others feel like they aren't good enough to retain control over them.

In effect, manipulators don't want their victims to realize that they (the manipulators) aren't good enough or unworthy of them (the victims). The manipulator will therefore carefully cultivate a feeling of helplessness and unworthiness within the victim to keep them hooked to him/her. If a person realizes that he/she is more attractive, intelligent, richer, capable, efficient, self-sufficient etc., the higher their chances will be of leaving the manipulator. On the other hand, if the manipulator injects a feeling of the person not being 'complete,' they'll need someone to 'complete' them.

Manipulators are not able to accept their shortcomings or deal with criticism. They are often grappling with deep psychological issues or insecurities. By manipulating others, they do not have to confront their own insecurities to feel higher than others.

For someone operating with such a narrow perspective, even a little correction, feedback or criticism can seem like a huge defeat.

People who manipulate don't know how to deal with defeat. When you hesitate to give feedback because the person will get defensive or blow things out of proportion or won't take things in the right spirit, it may be a sign you are dealing with someone who can't come to terms with criticism.

Notice how manipulators will seldom express feelings of gratitude or thankfulness. They find it challenging to be grateful to others because, in their view, by doing so they are increasing their sense of being obligated to another person, which doesn't give them an upper hand in any relationship.

For example, if you do someone a huge favor, they feel obliged to return that favor, which puts you above them in the relationship dynamics until they return the favor. Manipulators don't want to give you the upper hand by feeling obliged to you. Therefore, they will demonstrate minimal gratefulness, so you don't believe you've done something huge for them or that they are obliged to you. The idea is to always be one-up on you, and this feeling of being indebted to you doesn't make them feel one-up.

# Conclusion

In order to keep you motivated, think about all the benefits that come along with positive manipulation. There is a lot more to it than simply reaching a satisfying end goal. Through the process, you actually have the opportunity to improve your relationships with others. This can be very beneficial, especially if you are trying to manipulate someone that you have been meaning to get close to. The process will naturally bring you together, meaning that you will be spending more time with the person. Even after you have manipulated them, the bond that you have built is likely to stay. This means that you have gained a closer connection while also making any future manipulation easier to accomplish. Thinking about all the ways that you have positively impacted that person, you should be able to feel great about this newfound connection. Even if you are manipulating someone that you know very well, you are still bound to become closer in the process. These are genuine connections that you can make, all simply because you had the idea to become a positive influence.

Naturally, some people are downright stubborn. It is a personality trait, but it can also be a learned behavior. When someone acts stubbornly, they are displaying resistance to authority. This can clearly become a problem regarding positive manipulation because one of your main tasks is to establish a sense of authority. If you are able to get past their stubborn ways, you will end up helping the person a lot. Utilizing patience is more important than ever when it comes to someone like this. You need to remember that people are all complex individuals, and you might need to try several methods of manipulation before settling on the perfect one. A lot of the time, acting out in stubborn ways is a cry for help. This person likely needs attention and acknowledgment. You can do this through manipulation. Use this as your “reward,” allowing the person to see that if they are able to complete the change, they will ultimately get exactly what they are seeking. It is important to create a sense of solidarity; let them know that you are on their side.

When you are a positive influence in someone's life, this is another way to keep the person motivated. You might also feel this motivation due to your efforts. Any step that is taken toward a positive change is already going to be a good one. This can then lead to contentment from both parties. What this means is that you and the other person will each feel happy with the interactions that you have. Naturally, this is going to build trust between the two of you and create an even stronger bond than what you already started with. Being able to experience something positive together is a fantastic feeling, and it is one that you will both get to feel the benefits of when you are practicing the art of positive manipulation. As you experience this contentment, it should be relatively clear which role you play in the other person's life. You are likely to become somewhat of a mentor or influence. Remember this and know that the decisions that you make can end up impacting the individual. You should only display actions toward that person that will encourage positive change in life.



# **MANIPULATION SECRETS**

HOW TO MANIPULATE ANYONE USING PERSUASION  
TECHNIQUES, NLP AND THE SECRET METHODS OF DARK  
PSYCHOLOGY

Author-AlbertStark



# Introduction of: MANIPULATION SECRETS

Psychological manipulation or manipulative psychology means a kind of social influence that aims to change the behavior or perceptions of others through abusive, deceptive, or obsessive tactics. By often advancing the interests of the manipulator at the expense of someone else, these methods can be considered exploitative, abusive, perverted, and deceptive. The manipulation process involves bringing an unconscious victim under the rule of the manipulator, often using deception, and using the victim to serve his or her purposes.

Requirements for successful manipulation

Psychology author George K. Simon base includes successful psychological manipulation of the first manipulator:

Hiding aggressive intentions and behavior; Know psychological vulnerabilities of the victim with aims to be at a cruel level to avoid any harm to the victim if necessary, manipulation can be accomplished using covert aggressive (relational aggressive or passive-aggressive) tools.

How do manipulators control their victims?

Braiker identified the following ways for manipulators to control his victims:

Positive reinforcement: praise, superficial charm. Superficial sympathy (crocodile tear), an excessive apology, Money, Approval. Gift, attention, Forced laughter or smiles, and Recognition.

Negative reinforcement: Includes subtracting from a negative situation as a reward: i.e., "If you let me do this, you won't have to do your homework."

Intermittent or partial reinforcement:

This can build an effective climate of fear and doubt. Partial or intermittent positive reinforcement encourages the victim persistently - for example, in most types of gambling, the gambler may lose money in general, although the gambler will win repeatedly.

- Punishment: nagging, shouting. Silent treatment. Intimidation. Threats. Profanity, emotional blackmail, guilt. Rescue. Crying and playing the victim.
- Traumatic single-trial learning: using verbal abuse. Explosive anger, or other offensive behavior to ensure dominance or superiority: Even such an event can prevent or educate victims from disturbance — contradictory or non-contradictory manipulators.

According to Braiker's self-help book, manipulators use the following security vulnerabilities that can be found in victims:

"To please the disease" Addiction to gain approval and acceptance of others  
Emetophobia (fear of negative effect, anger, frustration or fear of disapproval)

Assertiveness and lack of ability to say anything fuzzy, sense of identity (with soft personal boundary) Low self-esteem external locus of control.

According to Simon, manipulators exploit the weak points that may be present in the following victims:

- Purity- the victim finds it very difficult to accept the idea that some people are cunning. Fraudulent and cruel, or "deny" if victimized.
- Extreme conscientiousness - the victim is too eager to give the manipulator the benefit of the suspicion and look at what the victim blames.
- Low self - confidence - the victim doubts himself, lacks confidence and assertiveness. And can easily move on to defense.
- Extreme intellectualization - he tries very hard to understand the victim and believes that the manipulator has an understandable reason to get hurt.

- Emotional addiction - the victim has an obedient or dependent personality. The more emotionally dependent the victim is. The more vulnerable he is to be abused and manipulated.

# Chapter 1. The Foundation of Manipulation

A quick check of your dictionary would provide different definitions of manipulation. In this book, we are interested in the psychological definition. In this field, manipulation is described as a form of social influence which aims at changing the perceptions or behaviors of other parties usually through deceptive, abusive, or underhanded methods. Collectively, the manipulator is always pursuing their interests at the cost of the victim. As such, most of the approaches they use are considered exploitative, abusive, devious, and deceptive. Social influence is not necessarily harmful, but when the approach used leads to manipulation, it might cause negative outcomes.

When a doctor persuades a client into changing their lifestyle to overcome health issues such as obesity, we can refer to this as social influence. This is a harmless type of the influence. The same applies to all other forms of influence whereby the person doing the influencing has good intentions of the receptor at heart. On the contrary, if a person uses a form of coercion to get their way and benefit from the receptor's action or reaction, this is considered to be a harmful influence and will generally add up to manipulation.

A victim of manipulation may not voluntarily adhere to the demands of the oppressor.

However, they may lack any alternatives, forcing them to grant them their will, of course, depending on the tactic used to influence them. Manipulative people typically display a lack of sensitivity and care towards other people; thus, they see nothing wrong with their actions. A different type of manipulator only cares about their end goal and is unconcerned about who they hurt along the way; be it a child, relative or close friend. Most manipulative people avoid healthy relationships because they possess the fear of not being accepted. In the event that such a person gets into a relationship, they are unable to take charge of their problems, behaviors, and life in general. What follows is they initiate the process of manipulation and make their partners take over those responsibilities.

If you analyzed all forms of mind control, you would realize that a manipulator is able to use most of them so as to gain the influence they desperately need. One of the most common tactics across the five types of mind control is known as emotional blackmail. Here, a manipulator comes up with a plan to evoke guilt or sympathy in their victim. They understand all too well that guilt and sympathy are one of the strongest human emotions and are likely to open up their targets to their manipulation. Once the guard is dropped, the manipulator takes advantage of the subject and initiates the coercion process. In no time, the subject of manipulation finds themselves cooperating and assisting the controller in attaining their malicious goals.

One danger of manipulators is that they are not only good at evoking these emotions, but they are able to evoke them in immeasurable degrees in comparison to the situation at hand. Such a person will make a small situation such as being late to work appear to be as huge as causing the collapse of a whole company.

Emotional blackmail is one of many tactics employed by manipulative people. There are others, such as a covert form of abuse known as crazy-making. Just like the name suggests, the aim of the manipulator is to make their subject to feel crazy. They create a scenario where the victim develops self-doubt. At times, the level of self-doubt might be so severe that the subject might think they are losing their mind. There is yet another form of manipulation where the manipulator acts as if to support their victim verbally but give non-verbal cues that portray contradicting meaning. If they get confronted, they revert to rationalization, justification, deception, and denial to try and escape from trouble. We will discuss more of these techniques in the next chapter.

Another big problem with manipulators is that they might not always be aware of what their subjects need. At times, they might be aware of them but lack the ability to consider and/or provide them. This does not, at all, justify their behavior. What it does is show that a manipulator will neither consider nor prioritize these needs. They also do not feel any pity, guilt, or shame. The dangerous thing about this trait is that it makes it hard for the manipulator to stop their harmful influence. If this is a point to consider, it explains why some victims of this vice never realize the extent of the damage until it is too late.

Manipulators are also solitary humans. They are most likely to be found alone because they never form or sustain durable relationships. The problem is that after forming relationships of any form, their manipulative nature creeps in and scares their friends or lovers away. People who at some point, relate with manipulators confess to feeling used and lacking trust towards the controllers.

In this case, the problem affects both parties; first, the controller will not be able to recognize or provide the needs of the other party. On the other hand, the affected person will not succeed in creating the emotional connection required to sustain the relations. In the end, both parties go their own way, and the manipulator is once again left lonely.

### **The Qualities of a Manipulative Person**

According to George Simon, a psychology writer, there are distinct qualities that define a manipulative person. If someone possesses these traits, their chances of being successful manipulators are extremely high. In the same way, if one lacks these traits, they cannot use other people to get to their selfish goals. I bet this is one of those qualifications we all do not want!

In Simon's words, a successful manipulator must:

- Have the ability to hide their aggressive nature and intentions from the public, and more so their potential targets.
- Have the ability to identify the vulnerable aspects of their potential victims so as to decide which approaches to use for efficient manipulation.
- Have an extraordinary level of ruthlessness in them to enable them to overcome the qualms that might arise from the harm they cause on their subjects. Ruthlessness can be emotional or physical.

As we can see, the first trait that a manipulator needs so they can successfully influence other people is the ability to cover up their aggressive intentions and behaviors. Imagine if they went around telling of their dark secrets and plans, nobody would dare to befriend them for fear of being manipulated.

Due to this, the manipulator develops a camouflage that hides their thoughts and plans from other people, so they end up appearing normal. Often, the victim walks into the trap with the least suspicion and might not realize it in the beginning. The oppressor will come off as a Good Samaritan, a best friend or a random person acting sweet. By the time the target becomes suspicious, the manipulator already has enough information to successfully coerce them as they please.

Next, the controller must have the skill to observe and determine the vulnerable traits of their victims. This is a typical application of the proverb that if you must cut down a tree, you better take your time to sharpen your ax. From the identified weak points, they can sit down and decide on the best approach to use to effectively manipulate them and attain their goals. At times, the manipulator will use observation to identify the vulnerabilities while in others, they need to interact with their subjects for a certain period of time.

The final trait is that ruthlessness must be applied. It would be pointless for the manipulator to put in the work required in the above steps only to start worrying about what their victims will feel or what will happen to them. If they cared about anyone at all, they would not come up with these plans at all. That said, the manipulator puts all the care behind them and plays blind to any emotional or physical harm that may occur to the victim. To them, what matters is that they achieve their end goals.

From these three traits, we can tell why manipulators succeed most of the time. The amount of planning and trickery that they use is bound to catch anyone off-guard.

Due to this, the subject will not be quick to realize that they are in the middle of a manipulative process until the effects begin to show up. They might assume that the oppressor wishes them well, making them drop all defenses. By the time they come to their senses and want to get out, they are already stuck.

### **Examples of Manipulation**

At this point in your reading, you are conversant with how manipulation happens. You have probably realized that someone has been manipulating you or you were once a victim. Manipulation occurs in all levels of life. You might be manipulated by your sibling or spouse. On a much larger scale, one country might manipulate another. That said, we are now going to look at examples of manipulation. Some of the examples occur every day, while others only arise during specific events. While this book primarily focuses on personal-level manipulation, you will find that there is no difference between grand-scale manipulation and individual level manipulation. The principles are the same, and what may differ are the methods applied.

### ***Advertising***

Had you thought of advertising as a form of manipulation?

As per this book's definition of manipulation, advertising makes a good fit. The aim of all advertisements is always to inform the audience. Obviously, there are positive and negative advertisements. For example, we have advertisements which call for charity to assist needy people.



If we dissect such an advert, we can see that in as much as it sways the audience into contributing, the end goal is for the good of other people and not the advertisers. Again, such adverts provide truthful information which a person can verify before making their contributions.

On the darker side of adverts, and which we are constantly exposed to, the aim is usually to persuade us to purchase products for the aim of profits for the advertisers. The problem with some of these adverts is that they might promise too much which they cannot deliver. Today, there are thousands of forex trading brokers who splash websites with ads that promise lavish lifestyles. Unsuspecting clients might get drawn in, only to later realize that forex is equivalent to gambling, and most people who trade end up making losses.

Similarly, some ads use public figures to endorse their products. They know that by associating a product with a popular person, the consumers can trust the products and feel a connection with the figure. Sexuality is also applied in pushing products. Nude models are used to catch the attention of consumers, even when sexuality and the product being marketed have no connection. All of these are mind control techniques that are carefully scripted to convince consumers to spend.

## **At Work**

Employed people might not realize it, but most organizations use covert manipulation to keep them motivated. The end goal of such organizations is not to motivate them but increase output and make more profits or grow.

We all go to work and put in our best show because the management promises bonuses and promotions. There are regular pieces of training that are used to remind us of such rewards, which, according to this book, amount to manipulation. There are also punishments in the event that one fails to meet set thresholds or if they break certain rules. Punishments include demotions, penalties, suspensions, and sacking. Since the employees are manipulated to perceive punishments as justice for violating rules, they accept them and try hard not to break them.

On another level, harassment at work is a common occurrence today. Stories are always emerging about hiring managers soliciting for bribes such as money or sex to hire employees. The victims are blinded with the reward of work and get torn between retaining professionalism and giving into the manipulator's demands. Even within organizations, employees are sometimes threatened with punishment if they reject advances by their superiors. Collectively these are all forms of manipulation.

### **In Relationships**

This is one of the most notorious channels for manipulation, although, at times, it may happen without both the victim and manipulator realizing it. Manipulation in relationships might take a lot of forms. One of the common manifestations is when one partner becomes the dominant lover. They make all the decisions and expect their partner to obey them without objections.

This explains why people fight, quarrel, divorce, or kill each other, yet they live together.

There will be a partner who cries when arguments arise just to attract sympathy. Others shout in rage or offer cold treatment to dominate over the other.

Punishments and rewards are also common in romantic relationships. We can take the case of "gold diggers," that is, people who engage in romantic or sexual relationships as long as they are rewarded with money. If the reward is taken away, there are chances that the relationship will end. Similarly, some relationships use sex as the reward, where one partner is persuaded to do something in return for sex. In both of these situations, there is one party who loses in order for the other to gain.

### **Cults**

Cults are some of the most manipulative social organizations known today. Since most of them deviate from normal or acceptable human acts and beliefs, they need to control the minds of their followers to ensure control and conformity. Cult leaders tend to portray themselves as superior leaders. To do so, they relate themselves with supernatural beings or powers. It is typical to hear them being addressed as closer to God than others while some refer to themselves as gods. The aim is to demand submission from their members, and so they can exercise mind control on them.

Another trait seen in cults is seclusion from the public. Some cults prohibit their members from interacting with non-members citing pollution or purity. The members are influenced to the extent of cutting ties with friends, family, and even employment. While the reasons provided might be made to look like the members are being protected, seclusion is actually meant to reduce the chance of redemption.

Cult leaders know that the more their members interact with others, the likelier they are to see the truth. Cults are good examples of mass manipulation.

## **Religion**

Extreme religion is similar to cult psychology in that the leaders might distort the reality of their followers through mind control. Extreme religion is a form of belief where one group regards itself as the only true way, and all others are false and/or misleading. Terrorism is an example of religious extremism. The members feel that their way is the only one there is, and everyone else is an enemy who deserves death. Manipulative teachings are created to promise terrorists unrealistic rewards for killing such as 71 virgins waiting for anyone who kills non-believers.

Extreme religions may use fear to coerce their members to tag along with their demands. They preach punishment for members who attempt to question their beliefs. Some religions have punishment regimes for offenders such as fines or excommunication.

In the real sense, extremists come up with religion with the aim of furthering their goals. One of the common goals is making money. Members are required to pay for membership and contribute regularly to support the religions. On the part of terrorism, the leaders use manipulated members to further their agenda of attacking other religions or countries, executing piracy activities, exercising control over people and abducting people so they can make profits from ransoms.

## **Politics**

The topic of manipulation would not be complete without the mention of politics and mass manipulation. We all understand that the end goal of any politician is to clinch elective posts. Therefore, anything they do or say while campaigning is aimed at persuading voters to enable them to reach their goals. However, if we dissect some of the methods they use to convince us, there are clear indications that manipulation has been applied.

A common campaign method used by politicians is to sanctify themselves while demonizing their opponents. They point at the shortfalls of their opponents and promise to be better candidates. For the innocent voter, they might be easily swayed by this information which might not be true. Often, the voter gets torn between electing a person with negative traits and the candidate promising them real change.

Gifting is another lure used to attract voters in a bid to win them. Politicians approach voters with branded merchandise, host parties, and at times dish out money to soften their hearts. The psychological trickery in gifting is that they create the impression of a person who has the people's interests at heart. Unfortunately, once the candidate wins or loses, they cut the connection with the public until another electioneering period approaches. By the time the public realizes they have been manipulated, it is usually too late to change their minds.



## Chapter 2. Dark Psychology Secrets

Manipulators, narcissists, and other adepts in dark psychology have their own treasure trove of secrets that allow them to read people and bend them to their will. Narcissists are particularly skillful at reading others, poisoning them to seek romantic partners based on their perception that they can control them. Below is a list of some of the dark psychology secrets that can serve you in your attempts at reading people more skillfully.

Secret One. Be conscious of clues that suggest the other person is trying to establish rapport with you, such as mimicking your gestures and words.

This is really all about paying attention. Most people do not notice the things that others do to try and establish a connection with them. In truth, the only people who usually notice this are those who have been manipulated before or the manipulators themselves. Although it is true that those who truly want to be our friend can show signs of closeness, this tactic is often used by those whose goal is to manipulate or harm.

Secret Two. Others are trying to read you too, so be guarded in the information that you share.

You are not the only one out there trying to read the nonverbal and verbal cues of others. Other people are trying to read you too, potentially using that information against you.

Reading you effectively allows others to know how best to influence you, a scenario that we discussed in the context of narcissists. While you are reading others, you may want to be a little guarded yourself.

Secret Three. Be aware of when you are engaging in actions that seem not to benefit yourself.

This secret comes from the victims of narcissists. Although this book has generally approached the subject of reading people with the goal of potentially influencing them later, it is also important to recognize signs that you yourself are a potential target of someone else. Engaging in actions that benefit the other party frequently occurs in narcissistic relationships, even brief ones such as coworkers in an office, so pay attention to your own actions in interactions and think about where they are coming from.

Secret Four. Instead of taking words at face value, always question what the motives of others are.

Although no one wants to suspect everyone they meet as being a liar and manipulator, the reality is that the world is in some respects a different place than it was fifty years ago. We do not live in communities where we share the same goals as those around us, and we knew everyone's name. Now, we must be on guard for those who may wish to control us. Always think in the back of your head what the intentions of the other person are. This is important in verbal communication as well as nonverbal communication.

Secret Five. Use of vague or nonspecific language can be indicative of an attempt at mind control.

Be wary of when the person you are reading uses vague language. This can either be a sign that they are attempting to weasel themselves out of a lie, or it can be a clue that they are engaging in a mind control tactic.

As we have seen, suggestive words can be buried in otherwise innocuous or meaningless sentences, so be on the lookout for vague or confusing language.

Secret Six. Touching is a sign that someone wants to establish rapport with you or control you.

Touching and what it represents is an aspect of reading others that everyone should know. When someone is touching you, it always indicates something. A manipulator will touch you during a conversation because they have designs regarding you and need to first establish rapport. But someone who likes you or who is your friend also may touch you. Use this body language cue in conjunction with others to get a sense of what is really going on.

Secret Seven. Learning to read micro expressions will improve your reading abilities considerably.

Micro expressions are facial expressions that last less than half a second. That means they appear on the face and leave very quickly. But if you learn to recognize these, you will gain an insight about others that very few have. Learn to notice when someone's expression seems to change very quickly. Pay special attention to the eyes.

Secret Eight. A sudden pause or looking away can be a sign that someone is lying.

A pause gives the other person to stall, giving them a chance to think of what to say. This can be a sign that the other person is lying. Think about it. When we are intoxicated, we speak honestly because we are not thinking about what we are saying beforehand. When someone is taking time to think about their words, it can often indicate deception.

Secret Nine. Use your intuition.

It is not always easy to use this particular tidbit of advice because intuition develops over time. If you are not used to analyzing others, you will likely lack the intuition about people. Let us face it; men often do not use their intuition when it comes to reading others because they tend to focus on verbal communication rather than nonverbal communication. Start to read the body language of others and develop a sense of what it means. Your judgments will be honed through a process of trial and error. Then, in the future, use your intuition to guide you.

Secret Ten. Learn the clues that indicate how someone thinks.

When we say how someone thinks, we mean how they process information. NLP manipulators learn what side of the brain of their target is dominant and use eye movements to gain information about how the brain processes information. This is not easy, but it is a valuable skill that can be developed over time. Watch the eyes and learn to make a connection between eye movement and how the other person thinks.



# Chapter 3. How to Use Dark Psychology in your Daily Life

People use psychology within their daily lives, so why not use dark psychology and the tactics to protect yourself in everyday life. There are quite a few personality traits that can be very harmful if you get caught up in them. Sadists fall under this category. For instance, this personality type enjoys inflicting suffering on others, especially those who are innocent. They will even do this at the risk of costing them something. Those who are diagnosed as sadists feel that cruelty as a type of pleasure, exciting and can even be sexually stimulating. Therefore, it's a trait that people need to watch out for.

We do have to face the fact that we manipulate people and deceive people on a daily basis. When it comes to deception, people are deceiving not only others daily, but they are also deceiving themselves. People often lie to gain something or to avoid something. They might not want to be punished for an action, or they might want to reach a goal, and they self-deceive to get there.

Here are some examples of how people can deceive themselves daily:

Having a hard time study- this is a common occurrence. When people are trying to study, they find a lot of things that can distract them, especially cell phones and social media apps.

They will find just about anything to distract them from the task at hand.

These types of people seem to have a phobia of not studying long or well enough and they are afraid that they will come home with a bad grade and it will show how unintelligent they are. So, they take the art of self-deception and come up with the idea that will help prevent them from studying. This excuse will weigh better in their mind if they do end up getting a bad grade on their test. The person's subconscious is basically telling them that it is better for them to get bad grades for lack of studying, than to get them and having to blame their intelligence. They couldn't live with that.

Here are other ways that we deceive ourselves on a daily basis:

Procrastinating – People often waste time when they do not want to study or do something important. However, the main reason for procrastinating could be the phobia against failing and procrastinating was just an excuse. Self-confidence can be an issue as well.

Drinking, doing drugs and carrying out bad habits -People often fall into bad habits, drink or do drugs just to have something to blame if they fall again. This type of people will try to convince themselves that if they could stop doing drugs, they could be very successful. When they are the ones deceiving themselves and standing in their own way.

People often hold back because life is unfair. They tell themselves that we all live in a big lie that most people believe in, but not them. It is easier to blame it on life being unfair, then hold ourselves accountable for not reaching our goals.

If you realize that you have been deceiving yourself, here is a couple of things that you can do to change that.

Remember that you are actually really smart and the fact that you have been able to deceive yourself reaffirms it. If you were not smart, there would have been no way that you would have been able to come up with some of those ideas.

It is important to learn how to face your fears. If you are running from a certain trauma, or not wanting to take a test, you have to remind yourself that you are stronger than this and that you can beat it.

Lastly, once you face your fears, your self-confidence and courage will grow.

Manipulation in our daily lives

Manipulation is an underhanded tactic that we are exposed to daily. Manipulators are people who want nothing more than to get their needs met, but they will use shady methods to do so.

Those who grew up being manipulated, or being around manipulation, find it hard to differentiate between what is really going on because if you are experiencing it again, it might actually feel familiar. Maybe the current relationship that you are in reminds you of your childhood.

This is important because manipulation tactics break apart communication and break people's trust. People will often find ways to manipulate the situation and play games rather than speaking honestly about what is actually going on. However, there are others who value communication only to manipulate the situation to reveal the weaknesses of the other person, so that they can be in control.

These types of people do this on a daily basis in conversation. They have no concern with listening to others talk about anything about themselves. And they are not there to help those people get through whatever it is that they are going through. It is all about dominance in this case and that's it.

Here are some of the tactics that can be used on an everyday basis:

Lying – White lies, untruths, partial or half-truths, exaggerations, and stretching the truth.

Love Flooding – Through endless compliments, affection or through what is known as buttering someone up.

Love Denial – telling someone that they do not love you and withhold your love or affection from them until you get what you want.

Withdrawal – through avoiding the person altogether or giving them the silent treatment.

Choice Restriction – Giving people options that distract them from the one decision that you don't want them to make.

Reverse Psychology – Trying to get a person to do the exact opposite of what you want them to do in the attempt to motivate them to do the direct opposite, which is what you really wanted them to do in the first place.

Semantic Manipulation – Using common words that have a mutual definition with a person and later telling them that you have a different view of the conversation that you just had.

Being Condescendingly Sarcastic or Having a Patronizing Tone – To be fair, we are all guilty of doing this once in a while. But those who are manipulating us in conversation are doing this on a consistent basis.

They are mocking you; their tone indicates that you are a child, and they belittle you with their words.

Speaking in Universal Statement or Generalizations – The manipulator will take the statement and make it untrue by grossly making it bigger. Generalization are afforded to those who a part of a group or things. A universal statement is more personal.

→ Example: Universal Example: You always say things like that.

→ Example: Generalization: Therapists always act like that.

Luring and Then Playing Innocent – We, or someone we know, is good at pushing the buttons of our loved ones. However, when a manipulator tries to push the buttons of their spouse and then act like they have no idea what happened. They automatically get the reaction that they were after and this is when their partner needs to pay close attention to what they are doing. Those who are abusive will keep doing this again and again until their spouse will start wondering if they are crazy.

Bullying - This is one of the easiest forms of manipulation to recognize. For example, your spouse asks you to clean the kitchen. You don't want to, but the look they are giving you indicates that you better clean it or else. You tell them sure, but they just used a form of violence to get you to do what they wanted. Later they could have told you that you could have said no, but you knew you couldn't. It is important to note that if you fear that you cannot say no if your relationship without fearing for your safety, then you need to leave the relationship.

Using Your Heart Against You – Your spouse finds a stray kitten and wants to bring it home.

The logical thing to do, would be to have a discussion about being able to house and afford the cat. But instead, they take the manipulative approach. Their ultimate goal is to make you feel bad about not being able to take care of the animal. Don't let anyone, even your spouse, make you feel that you cannot make the best choice for you. You do not have to take care of the kitten if you don't want to. Bottom line. Meet their manipulations with reasonable alternatives.

“If you love me, you would do this” – this one is so hard because it challenges how you feel about your spouse. They are basically asking you to prove your love for them by giving them what they want from you, making you feel guilt and shame. The thing you can do in this instance is to stop it altogether. You can tell your spouse that you love them without having to go to the store. If they wanted, you to go they could just ask.

Emotional Blackmail – this is ugly and dangerous. The idea that someone will harm themselves if you leave them is harmful at the core. They are using guilt, fear, and shame to keep having power over you. Remember that no one's total well-being is your responsibility alone. You have to tell yourself not to fall for it. This will always be a manipulation tactic. However, you can tell them that you if they are feeling like they are going to harm themselves that you will call an ambulance to help them.

Neediness When it's Convenient – Has your spouse started to feel sick or upset when they didn't get what they wanted? This is a direct form of manipulation. For instance, they don't want to go somewhere with you and have a panic attack, that you have to help them through, so that they don't have to go at all. This is not healthy at all, and if this persists you should think about ending it

They Are Calm in Bad Situations – When someone gets hurt, or their conflict, somebody dies, your spouse always seems to not react with any feeling. They are always calm. This type of manipulation makes you think that maybe how you are reacting is a bit much. Maybe your emotions are a little bit out of control. This is a controlling mechanism because no one should be able to tell you how to feel. This might seem like they are questioning your mental health and maturity level, and you find yourself looking to them and how to respond in certain situations. If this something that happens often and you see that you keep falling for it, you might need to go and see a therapist. This way, they can help you work on your emotional responses and find your true ones again. This manipulation method can be very damaging to your psyche. At the moment, learn to trust your gut. It will not steer you wrong.

Everything is a Joke – This is a two-part manipulation tactic. Your spouse will say hurtful things about you, and then when you get upset, they get upset because you can't take a joke. Other times they will joke about you in front of others, and if you don't respond in a positive way, you are again ruining the fun. This is a way to put you down continuously without having to take responsibility for it. Remember that you are not ruining the fun here, but you must stand up for yourself.

Forcing Their Insecurities on To You – Your spouse will manipulate you into thinking that their insecurities are now your problem and will use them in a way to control you. They will tell you that they have been cheated on before, and that's why they don't like that you have male friends and that you should stop.

Or they use them when they act a certain way, controlling your behavior because they don't want to lose you. When it comes to this situation, you have to find a balance. You can care for someone and make sure that you are considerate of their feelings, but you should not be manipulated into feeling what your spouse wants you to feel. Their manipulation is ruled by guilt.

Makes You Responsible and Accountable for What He/She Feels – This manipulation tactic is quite funny because your spouse spends a great deal of time making you think and feel like you cannot think about your or their feelings on your own, but that you have to be reminded of how they feel. They tell you how you feel, and then you are responsible for how they feel. If they're sad, you made them sad. You must have done something to make them feel that way. This tactic belittles you also because they take a lot from you and tell you how you feel, but then they want you to be responsible for how they feel.

Makes You Want What They Want, and Makes You Believe That Too – We all make compromises in relationships. However, what is not normal is having to put aside what you want completely to appease your spouse so that you can fully commit to what they want. If you soon start to see that your spouses' needs are being met far more often than yours, you need to start questioning things. You need to ask yourself if you are giving them what they want because you want to, or because they made you feel guilt or a sense of responsibility for how they feel? If you find that you are giving up everything for them, then you need to reconsider what is really important.

# Chapter 4. Some most Advanced Dark Psychology Persuasion Techniques

In a wide range of ways, we face persuasion every day. An average person is subjected to around 600 to 625 advertisements each day, as per Media Matters. Meat producers would like us to purchase their latest products, and film studios would like us to see the newest blockbusters. Because convincing is such an all-round part of our lives, ignoring how we are affected by influences external to us is often far too simple.

However, persuasion is not only helpful to advertisers and salesmen. Learning how to use these techniques in everyday life can help you be a better dealer and increase the likelihood of getting what you want, whether you want to persuade your child to eat her or to convince your boss to raise her.

Because power is so valuable in many areas of everyday life, methods of persuasion have been practiced and experienced because of olden times. Yet social psychologists started to systematically research such robust methods only at the beginning of the 20th century.

The ultimate objective of reasoning is to satisfy the intention of internalizing the convincing argument and to accept this new attitude as a central faith system.

These are all just a few of the most effective techniques for convincing.

The use of incentives, fines, correct or incorrect knowledge, and many others are many approaches.

Develop a need

Another form of reasoning is to build a need or to cater to an established need. Such kinds of convictions refer to the fundamental needs of an individual for security, affection, self-esteem, and self-recovery. Marketers also sell their goods with this technique. Take, for instance, the number of advertisements that people have to buy a special product to be happy, secure, loved, or admired.

Social Needs Appeal

A need to be famous, influential, or equivalent to others is another very powerful persuasion tool. Television advertisements provide several examples of this kind of persuasion where viewers are invited to buy products so that they can be like anyone else or be like a renowned or respected individual.

TV ads are a major source of convincing because some estimates suggest that American watches range between 1,500 and 2 000 hours per annum for programming.

### Use Words & Images Designed

Persuasion utilizes packed words and pictures also often. The publisher is fully aware of the strength of positive words, so many ads use expressions such as "Fresh and Enhanced or "All Normal."

### Get "Foot-in-the-Door"

The "foot-in-the-door or" system is another technique, sometimes successful in making people follow an application.

This convincing strategy involves putting someone to accept a small request, such as asking them to buy a small product and then to request it much larger. When the requester recognizes the low initial gain, he has his "foot in the door" and is more willing to fulfill the greater query.

For example, a friend asks you to sit down for an hour or two with her two kids. After you approve the smaller demand, she wonders if you can just hold the kids for the remainder of the day. You may feel obliged to accept the great demand as you have already decided to agree with the smaller application. This is an outstanding example of what psychologists call the law of interaction, and advertisers often use its technique to support customers in the purchase of products and services.

### Go big and then small

This is the opposite view of the doorway. A salesman starts with a great, often unrealistic demand. The person responds by denying, shutting the door on the selling figuratively. The seller responds by demanding a ton more, which is often conciliatory. People are often compelled to answer these offers. Since they declined this initial application, citizens are often obliged to help the vendor, fulfilling the smaller order.

### Use the reciprocal power



Perhaps if people give you a favor, you will be forced to repay the favor. This is recognized as the mutual principle, a moral duty for others to do something since they have done anything for you first. Marketing professionals can use this phenomenon by making it appear that they are kind to you, such as "extras" or bonuses, which then encourages people to accept the product and make a purchase.

Create your negotiations with an anchor point

The anchoring prejudicial is a subtle cognitive prejudicial to negotiation and decisions. The first offer tends to be an anchor across all future negotiations when trying to reach a decision. So, you can help shape the future negotiations on your behalf if you try to negotiate a salary increase and are the first one to suggest a number, especially when the figure is a little high. This first number becomes the point of departure. While this number could not be met, beginning high could result in your boss having a higher offer.

Limited accessibility

Robert Cialdini is known for the six theories of control, which he first identified in his novel, *Control: The Mental Influence of Persuasion*, best-selling in 1984. One of the fundamental principles he defined was called lack or limitation of usability. Cialdini suggests that if they are scarce or limited, things become more attractive.

It is more likely that people will buy something if it is the last or if selling comes to an end soon. Of illustration, an artist could only do a limited print run. Since only a few prints are available for sale, people could buy before they are gone.

Please notice compelling reminders for spending time

The above examples are just some of the many convincing techniques that social psychologists have described. Seek descriptions of persuasion in your everyday experience. A half an hour random TV program is an interesting experiment that requires any single instance of convincing advertising.

You could be surprised at the sheer volume of persuasive strategies that have been used in such a short time.

The most successful people and renowned businesses use these eight persuasion tactics. Such persuasive techniques work on the unconscious and, if grasped and used correctly, will produce top-notch performance. We also analyzed and outlined the best tactics there for pleasure in learning.

#### Door footstep:

The door footstep indicates that you should negotiate for a tiny one before applying for a huge one. When you first ask for something small, you are committed to helping the individual, and the greater proposal acts as a reversal of something already agreed on technically.

Real-life Implementation: Tourist requests guidance. We suggest that they may get lost and need you to walk there. You agree with that more than if you ask the other question straight away. You lost a class and requested notes from your classmate. You then admit that this semester was very irresponsible and request notes for the whole semester. When you first apply for the tiny favor, the chance of getting the big one improves, a free ride on the notes of your classmate. The professor has not offered a refreshment, and you decide to ask for your feedback and why you have not accompanied by request for a redo. You have only failed. In such a scenario, rather than requesting a recovery, you're more likely to be successful.

Case study: In 1966, Jonathan Freedman and Scott Fraser, two researchers at Stanford, decided on a persuasion test to test FITD's effectiveness. One hundred fifty-six women in four groups were divided.

The first three groups were called and asked a few basic questions regarding their household kitchen products. We called for their own kitchen cabinet to go and list their items three days later. Only with the second offer was the other group approached. There was an approval rate of 52.8% for the first three teams, while the last class had only 22.2%.

#### Door in the face:

The door to face is the reverse of the above-mentioned method of convincing. First, you ask for anything huge, with which you will not agree, and then ask for something that is, in contrast, easier.

Real-life implementation: You are asking a teacher in Advanced Statistics for your next mid-term. Oh, and until now at all, you haven't studied. The student apologizes and says they just have no time. Moreover, never before have they ever seen you. However, your follow-up application for your notes is allowed. You're telling your mate to lend \$100 to you. You ask after the No, "can I have a minimum of \$20?" A supermarket has a strategy of requiring a charity donation, before requesting the payment from the customer. Although most of our customers would not give money, the number of donations increases exponentially if the Store manager asks them to donate 100 dollars and ask, "How only about 5 dollars."

Case study: A study of the DITF technique to support retail sales. Case study: In the Austrian Alps, a saleswoman sold cheese to people passing by a hut. The walkers were decided to offer a pound of cheese for 4 euros in the first scenario.

The saleswomen first provided 2 pounds of cheese for 8 Euros in the second scenario, but after rejection, requested a pound for 4. Compliance rates vary dramatically: 9% for the first application, 24% for the second.

### Anchoring

In most decision-making processes, anchoring is cognitive bias. For instance, how do you understand what "good" product is? You equate it with a similar item, and from there you determine. This technology has many various uses, among which pricing is most commonly used. If properly used, anchoring may be a strong technique of persuasion.

Real-Life Implementation: You want to buy a new car and consider an okay price for \$10,000. You negotiate with the seller, and you can reduce the cost to \$7,000. You go home with satisfaction and disdain, thinking about how much a deal it was. However, the actual value was less than \$7,000 for the car. You will receive nothing lower than the initial \$10,000 deal as an anchor, so you've only got a new job offer and an initial \$2,000 monthly offer. It's about \$2,200, which you settle. Once, you could become low-balled, as with the earlier example. Although an increase of 10% over the previous offer might seem attractive, it may still be less than your actual value.

Case study: Three separate payment plans were used by the Economist. A) 59 \$online printing B) 125 \$printing and 125 \$printing and web printing. In a 100 MIT study, sixteen chose option A, and 84 chose option C. The experimenter then eliminated Option B and offered the same exam to 100 other participants. Enhance 8 Persuasion tactics to alter everyone's mind 68 selected option A and 32 selected option C in this case.

The takeoff is that people use option B as their anchor. Nobody really would choose it; it was only used to add option C value.

### Commitment & Coherence

Principle: People are more prone to behave and believe regularly. You can use the initial promise to persuade an individual to do more for you if you contribute something little.

Real-life implementation: You purchase the same products time and again most of the time. How did you last try a new beverage or snack? "Will you answer me?" You remember." "Can you get me a drink out of the shop? You probably have heard that goal establishing will improve performance. "In comparison," Yeah, you could do, etc. The concept is seldom left out of a book of self-help. It is because of continuity that this is effective: you know more than once you write down this, it's what you want and therefore should strive for. Let's presume you're operating with an NGO, and for some reason, you collect money. You should ask the person to support the cause before asking for money. They would certainly respond favorably if the explanation is right. You are much more likely to receive contributions when posing such a request first.

Case study: A lot of websites now use the principle of consistency to make you register for their email lists. They usually read anything in their pop-ups: "Yes, subscribe to me. Free money, I love it!" And" No, I would like not to win. While it might look a little common, it helps to boost conversion rates.

### Social evidence

Principle: This must be real; everybody knows.' Public confirmation is the most compelling tool for argument.

It needs little to remember that there is a high degree of group thinking in most social groups. Somebody suggests a concept, and everybody goes with it—even if everyone opposes it. People just look at what their colleagues do and act in the same way before deciding.

Real-life implementation: You can consider filling the pot before beginning the change if you have a bare tip jar at work. Customers are much more likely to give feedback if they see an empty tip jar than a full tip jar, so I should actually be doing the same thing. There is a major chance that you could want a Facebook message if it has lots of likes, rather than a post that has none. Social data is the reason why most people consume cigarettes. Everybody cigarettes, and you ought to drink, even though it's safe and with an awful taste.

Case study: Many participants were put in a dark room 15 inches from a spot of light in 1935 in an observation made by Muzafer Sheriff. The issues were then required to determine how much the object was going. There were different numbers both participants sent. On the next day, the same question was asked and put together. This time, the negotiations began, far from the previous estimates, on a completely different level.

### Authority

Principle: People look to authority in any area or subject, so it can take you a long way to make yourself a link of authority.

Real-Life application: If they have been mentioned on major media blogs, many businesses or smaller companies place their "as seen on" icon on their landing pages.

When, for instance, one business was on TechCrunch, that implies it's a big deal, since TechCrunch doesn't protect just anybody. 9/10 dentists believe the best one is a certain toothpaste product. It also supplies third world countries with clean drinking water. And heal cancer. In their landing page, organizations tend to discuss their predecessors. It refers in addition to large corporations.

Case Study: Where Stanley Milgram, a psychiatrist at Yale University, carried out several psychological studies that were later called Milgram Experiments. The research was conducted in three roles: experimenter, instructor, and subject. The instructor will ask the pupil, the hiring person, questions, who will be the volunteer.

The instructor would deliver an electric shock if the student reacted correctly. Even after the learner "screamed pain," the experimenter continued pushing the teacher to use the electrical shock. In most cases, the teacher only followed the instructions of the experiment, despite being aware that he had caused extreme pain to another man. Even after their students stopped hearing any reaction and assumed that it was over, 8 out of 10 educators proceeded to deliver the shocks. The theft is that most people want to take control over someone, even to do something obviously wrong.

### Scarcity

Principle: Scarcity is among the most widely employed salesmen and advertisers' persuasive tactics. People are more likely to want more of the low supply stuff. When you tell others that something is free only for a limited period or that something is in a limited amount, you would rather.

Real-life implementation: Booking.com rarely fails to show how only 2-3 spaces were left in the hotel or how 20 people look at the same hotel. Digital marketing companies use scarcity by providing their goods once a year for a certain period while emphasizing the limited time that the product offers. Similarly, offer a discount, but connect a timer or date of validity. The greater the conversion rate, the more you emphasize how restricted the product is. Let's say that you are the salesman at the door. With this tactic of convincing, you can go pretty wild. You might claim, for instance, that you're just in the region that day or that you do a special promotion that is never to be seen. In other terms, at no other point will the consumer be allowed to purchase the item.

Case study: 180 participants were split into two classes in an experiment carried out by Luigi Mitton and Lucia Savadori. Next, an item was described that was meant to be rare, and the other was an ample commodity. The experiment reached the conclusion that it was less likely for students to select the good that they were told.

### Reciprocity

Principle: People are often compelled to give back favors. No matter if the person loves the gift, they are inclined to give something back. It is always helpful to feel indebted to you, raising your chances of getting something you really want exponentially.

Real-Life implementation: suggest you collect money to help kids find a new home. You might plan a small event until you look for potential sponsors, where children make bracelets from different materials (funny, not the kind of child labor).

You can give away the bracelet before requesting a donation so that the possible future donor feels obliged. You probably wouldn't do it if I had questioned you to share this information in the introduction. You are more likely to do so now that you have learned all kinds of useful methods of persuasion, as well as various case studies. Okay?

Case study: The more accommodating the waiter appeared, the more the client will pay the experiment carried out in a splendid New York restaurant. The waiter would provide each client with a piece of chocolate in the first case, resulted in an 18% higher tip. In the second, the waiter will start to walk, turn around, and give the consumer an alternate piece of candy after offering a piece of candy. The result was an increase in the tip to 21%.

# **Chapter 5. Some Skills to be Developed to Become a Manipulator**

Most master manipulators have mastered the art of deception. In many cases, these people will appear sincere and respectable but that is just a façade they use to get their way. They will use tricks to attract, trap and ensnare you in a manipulative relationship before you see their true colors. Truth be told, the manipulative person is not interested in you or your life, rather you are just a vehicle to carry out the work of the manipulator. You become a part of their plans without your own consent or understanding.

Manipulators have several ways of getting to the victim and you might not identify them easily. Basically, they take what you say and do and turn it around to something you cannot even relate to. They will then hold it on your head. A large number of manipulators will attempt to make you feel confused and even crazy. The manipulators distort the truth and will resort to ruthless lying if it will help them meet their goals.

A manipulative person will play the victim and make you appear like the cause of the problem. In fact, you will find yourself apologizing to the manipulator while he/she is actually causing the problem.

A manipulator will hardly ever take responsibility for his/her actions. He/she will be nice in one minute, passive-aggressive in the other and standoffish in the next. This technique will keep you guessing and feeling confused about your stand. The manipulator will make you feel insecure and defensive.



In other cases, the manipulator will become vicious and aggressive, resorting to criticism, and personal attacks to make you do what they want. A good number of them also use threats and bullying and if you do not resist their techniques, they drain your energy. Below are some of the common traits of manipulators. By understanding them, you will know what to watch out for when you suspect that a person is manipulating you. Understanding these basic mechanisms of the manipulator will help you stay out of manipulative relationships. Being alert and staying true to what you know and believe can help you deal with the manipulator. The list below will help you anticipate the behavior of manipulators and maintain n your own integrity in their presence.

First, manipulators either believe that their way of doing things is the best or, they just lack insight on how to deal with other people. The most important thing to a manipulator is getting things done in his/her way regardless of the scenario. It does not matter who gets hurt so long as the manipulator wins. Ultimately, every relationship, situation, and conversation is about them. It does not matter what the other person thinks, wants or does.

According to Darlene Ouimet, a controller, abuser, and a manipulative person do not question him/herself.

These categories of people do not ever think they are the problem in any situation. They will always point someone else as the cause of the mistake.

Secondly, Manipulative people do not care about boundaries. To them, other people do not have feelings and they are just available. The manipulator is relentless in his/her pursuit of goals and does not care who gets hurt along the way. As such, the manipulator will crowd your space, emotionally, physically, psychologically and spiritually and not feel concerned or remorseful. Most of the manipulators lack the understanding of personal space and respect for identity. Some understand these concepts but do not care. Manipulators can be likened to parasites – acceptable in nature but not in the world of human behavior. Feeding off someone without their consent will drain, exhaust, deplete, demean and weaken the victim.

Thirdly, a manipulator does not take responsibility for his/her own conduct and will always blame others for his/her faults. It is not that the manipulative person does not understand responsibility; rather, he/she avoids it. In fact, he/she will make you accept all your faults and even pay for them but will never admit to his/hers. Ultimately, they will use your faults to make you do fulfill their needs at the expense of yours. They leave you no room for meeting your own goals.

Fourthly, manipulative people prey on the emotional sensitivity, sensibility, and conscientiousness of others.

They understand that you will most likely want to help because you are kind and caring. Consequently, they will hook you into a relationship and because of your good human nature; you will want to help a 'friend'. At first, the manipulator will make you feel like a hero, appreciated, and praised due to your efforts. He/she will make you feel like a very good person because you are kind and helpful. However, these compliments will reduce with time because the manipulator does not care about you, only what you are doing

Fifth, manipulative people have a way of communication which will alert you. Pay attention to how a person talks about others in relation to you. The way a person talks to you about others is the same way he/she talks about you in front of others. A manipulator is good at triangulation and will easily create situations and scenarios allowing for rivalry, intrigue, and jealousy. Unlike empathetic people, manipulators promote and encourage disharmony.

Sixth, manipulators will always act as if they cannot understand you. If you turn them down, they will demand an explanation. Do not waste your time explaining yourself to other people especially if they are committed to misunderstanding and manipulating your words and actions. Do not wait for a person to understand and like you – a manipulator is just not interested in what you are, only what you can do.

Note that.

If you characterize people by their actions rather than words, it will be easier to identify a manipulator. Most manipulators will not keep their word.

By understanding that manipulators make promises they have no intention of keeping, you will easily identify and walk away from their traps. Observe people closely and do not make excuses for their character – Usually, what you see is what you get.

If someone can put in so much effort in pretense, then he/she is capable of being a good person. However, it is not up to you to change a manipulative person. You may drop hints to them about their inappropriate behavior, but do not engage in full combat mode – Engaging them more will leave room for more manipulation.

Essentially, our first encounter and perception of a person strongly paint how we develop a relationship with them. If we are to understand from the beginning that the individual in question is only putting on a façade to get to us, - and to appear socially acceptable. We would know when to say no. Knowing when a person is faking it will help us to stay wary of how much we get involved in the self-centered skims.

Finally, it is important for us to keep examining what we believe. You will realize that your beliefs change with time. As we grow up, the illusion of father charismas and Easter bunny becomes less vivid. It is important for everyone to assess the ways life changes are affecting his/her ideas. When you are unsure of what you believe, it is easy to be swayed by a manipulator. However, if you acknowledge that life is changing in a particular way, it will be easier to deal with ambushes from manipulators.



# Chapter 6. How to Learn to use Manipulation to your Advantage

A successful manipulator must have tactics at hand that will help them succeed at persuading people to achieve their own end goal. Although there are extreme theories that describe what a successful manipulator should be, this book will consider three requirements defined by Georg K. Simon, a successful author in psychology.

Simon says that the manipulator will require to:

1. Hide their aggressive behaviors and intentions from the person or people they want to manipulate.
2. Determine the weaknesses of their intended subject or victims to identify the tactics that will be most ideal in achieving their goals.
3. Develop some degree of ruthlessness so that they will not handle any doubts that arise because of harming the subjects if it arrives at that. This harm can either be emotional or physical.

## *The motivating feature in manipulative interaction*

Right now, you are aware that a significant characteristic of manipulative interaction is the realization that the “deliberate action” is the right choice for him in a certain situation.

The ability of the manipulator to change the critical capacity to destroy the judgment may interfere with the awareness of the target, but it doesn't result in the change of direction.

This means that blurring and clouding affecting the critical capacity does not stimulate the “desirable” track. A strong incentive is needed to ensure that deliberate action is the first in the target's scale of choice. To realize this effect, the manipulator requires creating a link between the intentional action and the achievement of a powerful wish.

For the most part, the manipulator awakens a strong force in the subject's mind. He builds the notion that fulfillment can be attained if the target sticks to the instructions of the manipulator. The motivating factor in manipulative interaction shows a gap between the manipulator and the target. The target is trying to realize a powerful wish while the manipulator encourages him to do it by using incentives that create a false impression.

### *Manipulation as a motivating behavior*

Manipulation is a motivating action. It is an effort by a person to make his or her colleague behave in a certain way, and for a certain purpose. The decision to manipulate and not apply a direct technique shows that the participants in the interaction have opposing stands. Robert Godin, in his book *Manipulatory Politics*, lists and criticizes a neo-Marxist view that describes the contradiction results from various interests. Manipulation basically works against the interest of those being manipulated. From this perspective, it is implicit that any encouraging action that is applied for the advantage of the target could never be part of the manipulation.

This means the neo-Marxist view excludes the entire side of partially positive manipulations that are concentrated to progress the target's interests. Godin, who attempts to suggest an enhanced approach to the study of manipulative behavior, considers that the contradiction is facilitated by various wills and not essentially by contradicting interests, that is "One person—causing the other to act contrary to his putative will."

Godin's definition, which concentrates on contradictory wills, considers that the target's will, or at least his putative will, is always open to the manipulator. Usually enough, but, human beings like to speak in a different and contradictory voice simultaneously, which makes it difficult to understand what they really want. Does that imply that they cannot be manipulated?

Consider this, the rich housewife who keeps complaining that the maintenance task causes her to feel miserable, frustrated and unhappy, but she refuses to employ someone to help her. How could we forget to talk about the miserable Don Juan, who wants to get married, but constantly has love affairs only with married women? And perhaps there is the tragic example of the excellent musician who dedicated most of her life to learning the art of opera but keeps avoiding wonderful opportunities to audition in front of popular conductors who could be able to assist her to expand her professional career.

These three tragic heroes-the miserable housewives frustrated

Don Juan, and the desperate musician are great examples that ambiguity regarding a person's intention will originate from the fact that he himself is confused and cannot make a decision.

Ironically, manipulative interference can be useful in assisting the struggler to understand his will and arrive at a decision. Indeed, so many techniques in psychotherapy and education are designed to assist a confused person to discover his purpose and choose what to do with it.

The definition of Godin also appears problematic in scenarios where the manipulator and the target tend to share the same objectives. In those particular associations, the motivation to apply a manipulative approach can be pushed by different objectives or opportunities to complete the will, such as in the case where the target is in need to satisfy his will and realize his goals.

Now, we can look at Goodin's definition like an indirect move that is executed out of fear that a direct approach will face opposition.

But this preliminary broad definition demands a lot of care. In some cases, the decision to change depends wholly on efficiency where the manipulator tries to avoid long explanations and save time and effort. An extreme case is a leader who predicts a political crisis that demands a fast response. He assumes that describing the situation to his friends is a waste of time and decides to manipulate them instead.

### **Manipulation builds a free choice illusion**

Manipulation is focused on changing the target to behave in a way that under normal conditions he resists.

However, most manipulative approaches are meant to cause the target to behave in a manner that is not in line with his intentions, interests, and motivations.

This property of manipulative behavior looks paradoxical. On the flipside, causing someone to act contrary to his priorities and preferences shows that manipulation has compelling aspects. On the other hand, the phrase manipulation itself, which is related to an elusive phenomenon like “maneuvering,” shows that the target contains some judgment and consideration while he works. This tension can be corrected by including “illusory free choice,” to the description of manipulative interaction.

Overall, the complex manipulator attempts to interfere, intrude and influence the decision-making process of the target by sending the impression that he selects the actions freely and independently. To accomplish this impact, the manipulator tries to make the target to see the “intentional action” as the best available choice in the present situation. The practical definition is that the target, who is subject to a hidden effect, believes that his choices are made independently and freely.

Hiding important information in order to attain the desired decision demonstrates the concept of “illusory free choice” in a manipulative interaction. The target, who knows that he selects the best available option freely and independently, is prone to invisible interference in his critical thinking and judgment.

Unfortunately, it is not hard to imagine opposite scenarios where an individual is convinced that he is on the correct track, making the best decision and not ready to consider other choices. Ironically, assisting him to understand the value of other possibilities demands the application of the unconventional methods of influence that specific manipulative strategies can deliver.

In the most difficult situations, the individual is held up in a biased conception of reality that is not ready to assess critically. There are various classic examples: the ambiguous young gentleman who is ready to become a great musician although he doesn't have any sense of rhythm; the courageous general who doesn't want to accept the fact that the enemy is going to attack, the diligent manufacturer who spend most of his money, effort, and time improving the quality of goods that are not in demand.



Instances of tragic entrenchment are costly because they limit the world perception of the trapped individual, destroy his adaptation to the continually changing instances of reality, and cause him and his environment a lot of misery and suffering. The relevant point is that a complex manipulative process can sometimes be the only hope in this case. An indirect approach of influence can convince the entrenched target to think twice on the validity of his biased stand.

In the following case, the manipulator can assist the entrenched target to look for other alternatives that he previously was not even ready to acknowledge. Paradoxically, in the initial stand, the target was aware that he was selecting the best available choice, while it is the manipulative interference that allowed him to make a real choice.

This strategy can be described as “liberation by manipulation.” Briefly, this approach requires methods of influence in psychotherapy and education that are meant to develop the impression that the target is doing the change by himself. He is not supposed to realize that someone else is triggering the situation and assisting him to identify the path to change and improvement.

### **Manipulation is hidden from the target**

Motivating by applying manipulative approaches intends to restrict any possibility of the target objecting to the manipulator's moves. The manipulator tries to prevent the target from considering specific operational possibilities or, alternatively, the manipulator tries to cause the target to factor possible actions that he refuses to assess. The manipulator tries to realize the motivating effect smoothly and elegantly. He wishes to build the impression that the target is selecting his actions freely and independently.

This effect could be accomplished because the process of manipulative interaction, the manipulator's field of vision is broader than the target. In other words, the manipulator tends to know a lot than the target. This means the manipulator can use the point of view of the target without the target being aware.

However, the ability of the target to learn about the manipulator's real intention provides him with the chance to consider other options apart from the goal of the manipulator.

This is exactly what the manipulator wants to prevent, otherwise, she would not move forward with the manipulation. The practical meaning is that the purpose has been exposed and the target can choose whether to surrender or refuse to cooperate based on the manipulator's instructions. So, it's not a matter of "illusory free choice" but real free choice. For that reason, the manipulative act fails or does not exist.

Based on the characterization, statements such as "you are manipulating me" are self-contradictions. It is not possible to become a victim of manipulation and, at the same time be aware of it.

Additionally, it is likely that this confronting method was applied in order to change roles in the interaction. One way is that by leveling the accusation, you are trying to discover your hidden intentions.

Another way is to consider the statement "you are manipulating me" as an indirect message. In this case, "I am surrendering, but you have to know that you owe me." In a situation where the manipulator fails to see it, he gets exposed to the possibility of a future pressure without knowing it. The manipulator's focus of vision is smaller than the target's, and the practical meaning is that the initial manipulator fell in his own trap and became a victim of manipulation.

### *Manipulation changes the critical capacity*

Critical capacity is a relevant mechanism that allows us to choose our actions based on our preferences and priorities. It is supposed to work like a dedicated guard whose responsibility is to maintain our decisions and behavior consistent with our self-interest and world perspective.

An encouraging action meant to direct a person to behave in contradiction to his choices without realizing the distortion must interfere, or at least avoid the inspection procedure. Manipulative action aims to affect the target's critical capacity. There are two strategies that are intended to achieve this:

The first one is obvious. The manipulator applies morally questionable approaches during the interaction to prevent any likely objection to his moves by the target. However, changing critical capacity can be applied to the advantage of the manipulator and it could be applied to enhance the target's stand.

The first example markets Erich Fromm's description of manipulative techniques applied by modern advertising to counteract critical judgment and encourage the selling of useless, or irrelevant goods. According to Fromm's description, a wide sector of modern advertising does not appeal to reason but to emotion.

The second example is derived from the field of psychotherapy. Milton Erickson's confusing style is meant to confuse the target. The concept is to destroy the target's critical capacity and make him work in a direction different from his intentions and priorities.

Overall, Erickson created and used the confusion technique for hypnosis. Later, he and colleagues applied the same technique in psychotherapy to confuse patients for a relevant change. The confusion decreases the patient's critical judgment and destroys his normal resistance to changing traditional habits that make him so much suffering. By reducing the target's critical awareness, Erickson expected to pave ways to discover new methods.

The second approach is meant to enhance and improve the target's critical capacity. But we should not forget that changing critical capacity is also a manipulative process. The final result of manipulation is to make the target to behave in a way that he would otherwise refuse. We have an important reason to doubt that the sophisticated manipulator only wants to develop the impression of assisting the target to develop and explain his critical capacity. The real intention is quite different.

The next example involves a manipulative workshop for creating critical capacity. A matchmaker is selected to choose a perfect bride for a young Jew. The young man who commits most of his time to study the bible has never dated a lady in his lifetime.

As a great student, he learns from his mentor that the value of the bride is determined based on the status of her family. "The secret to a great marriage is that the bride comes from a good family," says the matchmaker.

Armed with this knowledge, our young hero goes for the first date to meet an unattractive, spoiled lady whose wealthy father "accidentally" paid the matchmaker a lot of money.

Funny stories involving manipulative strategies in traditional societies resemble tough approaches to sales promotion in modern times. Most of the time we need to purchase a device whose functions we don't understand, and we don't know how to compare several products. We step into the shop, and an elegant salesman is ready to assist. Tiny cases involve those where the manipulator has a great estimation of the target's preference. However, the potential to change critical capacity does not require this awareness. For instance, it can be effective to apply psychological knowledge and mathematical expertise to trigger the decision of a person. A popular technique is to develop a decision-making problem in a manner that would damage any possible objection to the manipulator's desired result. The choice of an individual can be reversed by defining a particular choice problem separately. If it is delivered as a choice between gains, one will probably go for the less risky option. But if it is delivered as a choice between losses, then one will go for the riskier option.

In general, the manipulator affects the target's decision by making him believe that he decides the best available option in a particular case. The target's understanding or misunderstanding of the situation shows that his critical capacity is paralyzed.

In the following case, the manipulator can realize this effect by different means, rational arguments, temptation, and so on. The key point here is that manipulative behavior, as good as it may be, focuses to diminish the target's potential to judge critically the moves of the manipulator.



# Chapter 7. Some Manipulation Techniques

As humans, we all use manipulation at certain points in life. We may tell lies to save our skin or flatter our close friends to get something that we want. This is normal. However, for some people, manipulative behavior is their way of life. They apply it as a weapon to overpower and maintain control over others for selfish gains. People who tend to be narcissists, sociopaths, and psychopaths use manipulation as their arsenal in day-to-day interactions. The difference between a normal person and a toxic manipulator in the use of manipulation is that the toxic person applies it in excess so as to hurt, demean, exploit, and control others while escaping accountability. In this chapter, we shall highlight 22 common techniques of manipulation employed by toxic manipulators.

## **Negative Reinforcement**

In negative reinforcement, the manipulator expects the victim to do what they want so they can do what makes the victim happy (reciprocate). The trick behind this act is to force the victim to do what pleases the manipulator. If they do the opposite, the manipulator also changes tune and “revenge.” In short, the manipulator knows that their subject will read the changes and adjust so they can do as they want, which is outright mind control.

In a real-life situation, a partner might not be happy with their lover hanging out with members of the opposite sex. So, to force them to stop it, whenever they know their lover has been hanging out with friends of the opposite sex, they become cold or start engaging in behavior that makes their partner get hurt. However, when their partner stops hanging out with the people the manipulator is unhappy with, they restore the affection and stop hurting their lover.

## **Arguments**

When you disagree with a toxic manipulator, they turn the conversations into unrelated arguments as a way of distracting, frustrating, confusing, and discrediting you. Usually, they will deviate from the cause of the argument which might have been a simple disagreement. As the argument escalates, they try to make you feel guilty for disagreeing with them. In their mind, you are the problem, and they will do their best to make you pay for it. With time, you will start to wonder how the conversation became an argument. For instance, you might have disagreed on the taste of some food, but soon, they will have attacked your personality, career, family, and everything they can think of. Usually, such irrelevant arguments occur if you touch on an issue that injures their psychology and paints them as being the problem. Eventually, they will attack every aspect of their victim until the victim gets hurt and lets them have their way. Once they feel like they won the argument, they slow down and “explain” calmly how the subject was wrong for pushing them into a rage.

## **Indirect Insults**

Insults and name-calling are direct forms of abuse and aggression. A toxic person knows this and will use mind trickery so they cannot be blamed for insulting or calling their subject names. Therefore, they will think of the raw insult and find a way to cover it with other words, so it appears less brutal. The insults might be delivered in covert ways such as using sarcasm and calm voice tone to confuse the subject. The subject might think they are being given advice, offered solutions, helped or taught something while in reality, they have been insulted. However, the manipulator knows that their intentions are not genuine but aim at undermining the abilities and confidence of the victim. These covert insults are also known as backhanded compliments. In as much as the insults are sugar-coated, the victims are aware that they have been undermined. This leads to pain and hurts, especially since the manipulator might be somebody close such as a lover, sibling, friend, boss, teacher, or colleague.

For example, a person might be complimenting their friend for purchasing a new dress. While at it, they know that they do not like the fact that the friend with the new dress has a huge body. To express this, they might say, “That’s an amazing dress, but it would be prettier on you if you had a slimmer body.” In such a sentence, the subject of abuse is confused about whether to be happy that the dress looks good on them or be sad that their body reduces the overall beauty.

## **Nitpicking**

Nitpicking is also known as shifting goal posts or finding faults where none exists. In dark psychology, nitpicking is a form of criticism which, rather than help a person; it degrades them. A manipulator will move the goalposts each time their subject talks of an achievement that they are proud of. Their aim is to make their subjects feel worthless, underachieving, and failure. During this process, when the subject opens up about something they feel is good for them, the manipulator brings up more expectations just to discredit their subjects. They understand that by shifting the expectations higher than their victims have acquired; they can make them feel dissatisfied and worthless.

On a more personal level, the manipulator digs for past mistakes or faults that the victims did and makes them their point of focus. Their aim is to make the person’s weaknesses dominate their strengths so they can keep the victim feeling inferior. In the real sense, they act like life judges and aim to make the subjects to seek validation from them.

An example is when a friend tells their toxic friend that they have a new girlfriend. Rather than appreciate the achievement, the toxic person tells their friend that they could have made a better choice. “Why didn’t you get a white girlfriend?” “Size plus girls are the best, unlike the one you chose!”

## **Canceling Willpower**

Willpower is the determination, drive, control, discipline, or self-effort to do something.



Studies show that people who score high in willpower are better at regulating their attention, emotions, and behaviors. It is this distinct ability to manage their life that makes them great at achieving goals. To the manipulator, willpower is as threatening as good self-esteem in that it would affect their rate of success in controlling their potential victims. Therefore, just like they move to attack self-esteem, they deploy tactics to cancel a person's willpower before invading their minds.

To cancel the willpower of their targets, the manipulator first identifies the strongest pillars about the victim. If the victim portrays strong determination, they devise means to discourage them such as shifting goalposts. When a person who was satisfied with their determination is made to feel like they are insufficient, they might lose the drive. The loss of the self-motivating power exposes the victim to manipulation, which would have otherwise been impossible when they had strong willpower. Once the willpower is gone, the victim is prone to following the manipulator's ways, which often lead to harm.

## **Blackmailing**

Blackmailing is another favorite technique applied in the manipulation process. This is the act of using unjustified threats to gain the upper hand or have one's demands met. It also amounts to coercion. The manipulator uses this method to force a subject to do as they please or get something they want. For this method to succeed, the manipulator takes some time to study the victim. They learn personal traits and secrets which would cause harm to the subject if exposed.

For example, a man might threaten to leak a dirty secret about a lady if they do not have sex with them. Some manipulators might go as far as threatening physical harm on the subjects or their loved ones if they fail to comply with their demands.

A large-scale example of blackmail is when kidnappers take a person hostage and demand for ransom or other favors. They threaten to kill the hostage if the ultimatums they give on ransom delivery are violated. In such occurrences, the kidnappers study people and are likely to target wealthy individuals. The act of taking a loved one is meant to cause an emotional meltdown such as fear or despair, forcing the affected people to deliver the kidnappers' demands.

## **Shaming**

Shaming is an effective tool used by manipulators to attack the self-esteem and willpower of victims. A manipulator studies the subjects that the victim is proud of and targets them. By belittling and/or making the victim feel like they made bad decisions and should be ashamed of them, the pride and sense of self the victim may have is lost. Toxic people like to know people's scars and wounds since they can be a powerful arsenal to use when the time comes. Manipulators can be so ruthless that they may target wounds such as abuse in childhood to traumatize their victims.

When the time comes to attack the victim, the manipulator makes the victim feel like they deserved the trauma. They can also deliberately talk about their own childhood experiences, which were amazing as a way to make the victims feel unworthy and deficient.

As they employ this technique, they watch for the victim to weaken, and once it is done, they start their manipulation process. They might pretend to be comforting them while in reality, they are conditioning them. The victim, fearing the manipulator might revive the chronic wounds; do their best to always please them.

## **Smear Campaigns**

At times, a toxic person will not be able to control the way a person perceives themselves. Rather than give up, they will attempt to control the way other people see them. Smear campaigns are designed to soil the reputation of a person by a third party. The explanation of such behavior is to ensure the victim has no support network on which to fall back on in the event that they decide to cut ties with the manipulator. They might resort to stalking and harassing people close to the victim so they can tell them bad things about the subject.

Manipulators gossip and create stories about others to depict them as aggressors while they play the martyr or victim role. They imply that if people associate with the subject, they risk acquiring the “bad” traits from them. Such moves are carefully crafted such that when the victim reacts, the manipulator can use the reactions to prove that they are victims.

Clearly, there are endless techniques that manipulators can apply to exercise their control on others. From this chapter, we can see the mind trickery they use as well as the potential consequences of being manipulated. While these are not accurate indicators that manipulation is happening, the manifestation of one or more of them might be a red flag.

The best way to stay safe from manipulators is to know how to defend oneself from their influence. Some preventive methods will be discussed in the next chapter.

# **Chapter 8. Exercise and Practice for Matterful Analysis of others and Broadcasting Yourself**

In this section, you'll find several basic exercises to practice to enhance your analysis of others and influence over social interaction with deliberate communication. Select one or two you're comfortable with and start there. When you've become comfortable with those, select one or two more, and even add other practices you've found elsewhere and learned by observing others. Learning from others, you admire and then mirroring that behavior is an effective process of adapting a more influential behavior. The key is to practice them regularly and to record your results.

## **Regulate Your Breath**

This is a common breathing technique used in meditation and in the practice of mindfulness. Like most breathing exercises, this is designed to guide the individual into a slower frame of mind that most often includes a slowing and calming of the body, as well. The individual is encouraged to listen to, and focus on, his or her own breath. When the mind wanders, gently guide it back to the breathing exercise.

This exercise can be practiced almost anywhere and at most times, but it does require the individual to block out the rest of the world for a solid 5-10 minutes for maximum benefit. There is no preparation necessary, and while it's nice to practice this exercise in a comfortable and relaxing space, it's possible to implement this in a space that isn't perfect. Doing so will only strengthen your resilience to block out distractions and concentrate deliberately for 5-10 minutes.

The primary function of this exercise is to regulate a slow, and steady breathing pattern of 3-count inhales, and 5-count exhales. It's also suggested that when breathing in, you breathe deeply through your nose, and when exhaling, you do so through the mouth as if you're blowing air out from your lips.

By adding this breathing exercise to your repertoire, you'll improve focus and memory and decrease stress chemicals in the body. This exercise also decreases the overall sense of anxiety, lowers heart rate and blood pressure, relieves muscle tension, and improves eyesight.

**To practice this exercise:**

Get as comfortable and quiet as possible where you can sit undisturbed for 5-10 minutes.

- Sit comfortably and close your eyes.
- Breathe in deeply as you normally would and exhale.
- Hold your breathing for a moment on the exhale.
- Inhale again, but this time, breathe in slowly and steadily for a count of 3 in your head.
- Hold your breath for a count of 3 in your head.
- Exhale, but this time, exhale in a slowly and steadily for a count of 5 in your head.
- Inhale again, slowly and steadily for a 3-count.
- Exhale again, slowly and steadily for a 5-count.
- Continue this pattern of slow and steady inhales and exhales at a 3-count, and 5-count, respectively.

You may opt to continue to hold your breath in between inhaling and exhaling as part of your pattern, but it's not mandatory. Do that which is most comfortable. If the mind begins to wander, gently bring it back to the observation of the breathing process. Your analytical mind should be listening closely to your breathing for any sign of faster or unsteady flow. The analytical mind can also remain focused on the evenness of your counts, trying to maintain the slow and steady flow. After a 5- or 10-minute period, you can slowly open your eyes and readjust to your immediate surroundings. With regular practice of this breathing exercise, you will teach your mind and body that you have the power to bring yourself to this peaceful moment whenever you want. This is a personal micro-vacation you can use any time in your day; it feels good.

## Try Reframing

In reframing, you're encouraged to take a situation you feel negatively about and put it in a new light; paint a different picture about it.

This can be done anywhere, at any time, and takes only seconds or minutes. It can be done silently in your own mind, or out loud. Reframing out loud has the added benefit of strengthening the story, and the emotion of the story, to the subconscious mind with an additional auditory version of the story.

This exercise works well for individuals who regularly overthink, and form exaggerated, and dramatic stories based on one small piece of evidence, often taken out of context. Examples of situations that reframing can work well on might be someone standing you up for a date, someone taking the seat you saved, someone cutting you off in the grocery aisle, a stranger giving you a nasty look, and so on. These situations often put us on the defensive quickly, as we feel we're wrongly judged or mistreated. It's easy to imagine a personal injustice or that the situation was done against you, personally.

In order to reduce this pattern of negative thoughts, and to practice positive thoughts, this exercise forces the individual to look at the situation objectively as if no personal emotion was involved. Through this lens, the individual can often slow the pattern of negative thought and put the situation into a more realistic perspective.

There are no step-by-step instructions for this practice. When you notice a situation, you feel personally offended by, stop. Take a moment to analyze what's really going on from an objective point of view. Ask yourself if you could be seeing some of these details wrong and if something else, which is not a personal attack on you, could actually be going on.

Imagine a scenario in your mind, where the same situation plays out, but it has nothing to do with you.

For example, the person who stood you up could have had an emergency. The person who took your seat probably didn't realize they did it. The person who cuts you off in the grocery aisle could have been in an important rush to get somewhere. The stranger with the nasty look could have made that face because of a thought of their own, and they just happened to be facing your direction.

## Read Others in Public

The next time you're in any line, make a point to take your time reading and observing the body language of others around you; both customers and clerks. Note the correlations you observe, and even make notes on your phone about this while you're in line. Take time about once a month or once a quarter to look back over that which you've recorded to analyze your progress and the spots you still may need more work.

### Exercise Written Influence

In-person interactions are a prime way to maximize influence, but this isn't always possible. Many times, we interact with others on the phone, in chat, or on social media. If email and text is the way you communicate for most of the day, try writing a persuasive email at least once per day. Plan what outcome you want to see and then try to implement one or two of these tactics to see if you can get the email recipient to do what you want or agree with you.

### **Try Listening**

Listening can be perhaps the most important persuasion tactic you have in your tool kit. Listening to your prospect will give you most of the information you need for a successful persuasive conversation.

By listening and paying careful attention to the words and body language, your prospect is communicating, and by listening carefully to the words they don't say, you'll be able to discern most of what you need.

There is still, however, information beyond that. By listening with deliberate intent, you make the prospect feel respected and understood. In some cases, this feeling is the most important part of the transaction.

By listening actively, you'll be able to ask thoughtful and insightful questions. Asking better questions will give the impression that you're already invested in delivering quality. Not only will the impression you make be appropriate, but you will gather crucial information that could influence the success of your interaction.

When listening is your primary technique, your prospects will notice this consciously or subconsciously, and they will want to listen to you and reciprocate that attention.

Listening isn't just hearing words; it requires an overall comprehension of the story being told. In many cases, individuals are not as clear and concise at expressing themselves, as you've become. So, listening to the conversation and finding the key components is up to you. Active listening also means paying attention to the sounds, tones, inflections, timbre, volume, and key used by the speaker. These details are also packed with information, revealing more insight into the speaker. By paying attention, you can determine someone's intentions, what they want you to think their intentions are, and what they expect of you.

If you have the opportunity, ask questions about the pieces that grabbed your curiosity, or that you're not clear about.

This isn't just another opportunity to prove that you're a good listener; it's a prime time to ask questions that will draw out more information that you're seeking. This might mean asking your prospect questions that will cause them to express themselves in a certain way. You might be able to derive more insights from additional body language and other communicative behaviors. When you listen, acknowledge what's important to your prospect. See if you can determine the main argument and emotions.

## **Try Smiling**

Your ability to smile is one of the most powerful tools to influence. This is true of influencing yourself or others. We've learned over thousands of years that the smile is a sign of happiness and friendship, so the smile helps to lower our defenses. When individual smiles, dozens of influential processes happen automatically.

For yourself, when you smile, you're releasing neurotransmitters like dopamine, and serotonin into your body, which benefits in several ways. The body relaxes automatically when you smile. This relaxation reduces heart rate, blood pressure, general pain, and general stress. A smile is so powerful that it can strengthen one's immune system and increase one's endurance as endorphins are released.

For others, a smile from you to them communicates positivity and happiness. For them, this is a subconscious reminder of the happiness of other smiles they've experienced and releases good feelings, cultivating a generally happier mood and disposition.



It doesn't take much; even a smile that lasts but a millisecond packs enough power to affect those who see it.

Recent studies suggest even exposure within a sixteenth of a millisecond is still powerful enough to have an influence on those who see it. The study exposed individuals to images of other people smiling, where exposure for 1/16th of a millisecond still influenced the group of individuals. Another set of individuals was exposed to images of people who were not smiling. At the end of the study, the participants were invited to all come to out to a venue for a complimentary night of music and free drinks. Those exposed to images of smiling people had more interactions, smiled more themselves, had more fun, and imbibed more drinks than those exposed to images of non-smiling people. Remember that while speaking in anger can be used to rouse feelings of aggression, this is not the influence you're looking for. A forced influence is a short-lived influence.

### **Try Vulnerability**

It used to be so, in business as well as other aspects of life, showing that any sign of vulnerability was not good. To show vulnerability was to show weakness, leaving yourself open to attack and exploitation.

Today, that's not so much the case anymore. To display vulnerability, to a client or anyone, is the starting point for innovation and change. A bit of vulnerability, real or implied, makes the impression that you aren't afraid to face the music and you're accountable for what you say and do.

One way to demonstrate personal vulnerability is to be yourself. Often times, we hide a part of ourselves because we're worried about how it will be interpreted and what others will think.

To be your true self puts you in a vulnerable spot.

Others see this as bravery, and they subconsciously want to follow your lead and be themselves, too. They may not actually do it, but they at least reminded that they want to live bravely and be their true selves.

Try Empathy and Forgiveness

The ability to understand and related to another's feelings and experiences is yet another technique that can increase your powers of persuasion. If you want to use positive manipulation to drive interaction, it helps to know who you're working with. We like people who are like us, so if a prospect is sharing information with you, be empathetic. Doing so generates a sense of inclusion for your prospect, and that feeling of understanding and acceptance is your ticket to influencing an interaction.

Nod your head. Show concern. Show that you can relate to the stress or the happiness of a situation in the same way the prospect has reacted. All of this helps you to be more relatable to the prospect, which builds excellent rapport. The empathetic person has a much better chance of influencing a person or situation if reliability is already built into the rapport.

One of the key points of the empathetic approach is to capitalize on a perfect sense of timing. Sometimes a nod, a smile, an eyebrow raised, if done at the wrong time, can be distracting and off-putting for your prospect. Laughs and smiles, in particular, are important to get right. A misplaced laugh (or smile) amidst a devastating part of your prospect's story, is not going to build an empathetic rapport. It will build skepticism and distrust.

Practicing empathy means you'll have to put aside any feelings of superiority or pride. Where empathy puts you on the same playing field with your prospect, a sense of superiority will take you off again.

You can't just try to cover up your sense of superiority; it's not about making sure the prospect doesn't see your attitude. If this is your frame of mind, you'll likely miss most of the details of communication.

Forgiveness is just as important as an ingredient, necessary for some kinds of conversation and communication. If a history of bad feelings has existed between two people or groups for a long time, forgiveness is sometimes the only act that can initiate a successful and beneficial breakdown of those old feelings.

Forgiveness has roots in the survival of our species. The act of forgiveness has, over thousands of years, helped to protect us. When we forgive someone, the benefit of that act is our own. It may feel nice to know about your subject that you forgive them and still accept them, but the relief you feel yourself when you forgive someone is tremendous. Letting go mentally and emotionally of the wrongs done to you is cleansing for you.

Forgiveness has also helped us, through the ages, to solidify an effective and efficient social structure within communities and groups. When an individual does something to go against a society's fundamental mores and customs, that individual is often subject to some version of shaming within the community. But forgiving the individual and letting them back into the group once the lesson has been learned is actually a very common way to practice unconditional love for group members. This practice can also strengthen one's loyalty to a group, for having been brought back into the group even after breaking fundamental social codes.

By practicing forgiveness, you build healthier relationships and improve your own mental health and state. Practicing forgiveness reduces the symptoms of depression and anxiety and improves heart health in the form of lowered blood pressure and heart rate. Knowing that you're strong enough to forgive someone can also generate feelings of accomplishment, capability, confidence, and strength. Self-esteem improves. All of these changes in the mental and emotional state are evident in the interaction, making you a calm and collected individual with the confidence and power to forgive. Your demeanor will echo this.

### Try Silence

In many interactions that will cross your path, the best response is no response. The simple practice of staying silent can offer huge influence over an interaction. It can be a tricky practice because we're naturally so uncomfortable with extended silence within an interaction. But what you'll find is that when strategically timed and placed, silence in an interaction can be powerful leverage. The right silence can grab a listener's attention. The right silence can shake down your prospect and get them nervous about not taking your offer. The right silence can convey appreciation, anger, astonishment, confusion, or disapproval. Used at the right time and spot, the art of silence can convey many emotions and engage your prospect more, not less.

It's been said of debate and negotiation, that the individual to speak first is the one who loses. Holding your tongue in order to gather an ounce more information from your prospect gains you more leverage in the interaction. This is an early-taught tactic passed down from sales master to protégé. Business owners are privy to this tactic as well, as a defense against master sales vendors.

If someone makes you an offer, you can refuse. In fact, if it's the first offer, you should refuse. The idea here is to communicate to your prospect that you don't need the deal as badly as they do and that you're not afraid to walk away.

You can test this silent manipulation (in an innocuous and playful way) with one of your friends to see if you can influence them. The next time a friend suggests you get together, try the following and see what they do next:

Friend: Let's meet up for a basketball game this weekend.

You: A game, Hmm... (Silence)

Let your silence linger a bit longer than you normally would. Chances are your friend will be prompted to say something to justify the Meetup.

Friend: Yes, we haven't gotten together in a while.

Your silence will be a subconscious cue to your friend that you seem to be considering whether it's worth it to meet up. So, the next thing they say will be something to support or justify the idea of coming together. Not only will your friend be subconsciously aware that you might not find value in getting together for coffee, but your friend will also get a cue that you might not find them as valuable a friend. This will increase their nervousness of being rejected, and they'll be influenced by you to emphasize their worth. Obviously, this is an experiment you can test out which is short-lived and not harmful. Don't continue to repeat this over and over, however, or you may just lose your friends.

Similarly, to silence, consider using the whisper technique. Place a whisper strategically into the conversation in order to accentuate the call-to-action. By whispering to your audience or listener, you're creating a sense of secrecy and trust immediately. Not only is it an effective method for building rapport, but it sends a subliminal message about the urgency and discretion.



## **Chapter 9. Some Mental Tricks to Interpret a Person Lie etc.**

No-one likes a liar, but we all come across some very good ones along the way. And no doubt, we have all told some of our own whoppers or at least white lies in our time. We might do it to save someone's feelings, or because we're ashamed of what we've done or said. Sometimes, it can be blatantly obvious that someone is lying whilst others get away with murder without being caught.

And who can sincerely say that they appreciate sycophantic behavior in others? When we ask for a friend's opinion, we don't expect them to pay lip service or lie to us. What favor is it doing us if they allow us to go out in a hideous outfit just so that they won't have to tell us the truth and upset us? Ultimately, we are going to be a lot more upset when we see the spectacle we presented on Facebook when we had thought we looked fab.

Lying and deception runs along a spectrum and can range from a white lie to deceiving someone out of their life savings. Even trained investigators struggle with establishing what is true and what is not.

Some people make a living out of it, selling products that do not exist. This becomes even easier when it is done over the telephone and you have no other cues than what you are hearing.

For instance, a couple was desperate for a loan and they see an ad online which promises that their loan application will be more or less guaranteed. They call the company and a nice, smooth-talking young man takes their details, including their bank details. They pay a deposit for administration costs, which the nice young man says will not be refundable. He even asks them that they agree to that but reassures them that he is almost positive that they will be approved for the loan. Of course, there is no loan but the couple that are desperate for the loan are even more desperate now having paid a hefty 'deposit'. All it takes to earn a lot of money doing this is an absence of morals and conscience and a lot of desperate trusting people.

It could be as innocuous as, “Yes, this stew is fabulous,” when your partner is proud of the dish, she’s spent hours making. Even though you might be thinking to yourself, “I hope she never makes this again though, so I had better not be too enthusiastic.”

Perhaps, though, you find a receipt for an overnight stay in your partner’s pocket. How do you think you would tackle that? Do you think if you addressed the problem that you could spot the tell-tale signs that they might be lying?

How can we tell if someone is lying to us?

Are they touching their noses? Or trying to cover their mouths? They might to hide the fact that they are lying and be nervous about giving anything away so that their hand is drawn to their face to obliterate signs of lying.

Are they looking you straight in the eyes or looking down, unable to meet your eyes? Hopefully, that’s because they are feeling shame at being insincere.

Sometimes, when people are lying, they look to the left because they are trying to conjure up the image they are projecting and trying to think of credible answers to your questions. If their eyes go to the right, they are trying to remember things that they have heard or seen. Don’t confuse a lack of eye contact with a lack of confidence though. Quite often, people who have low self-esteem find it difficult to look someone in the eye. Normally, it’s around 50% of the conversation. Conversely, if someone makes a point of looking you straight in the eyes for the whole conversation, it might feel unnatural because it is. It’s what’s known as the bare-faced lie.

Does the tone of their voice change? Quite often, when people lie a subtle change in tone can be detected. On the other hand, the change could be quite marked to indicate that they perceive an accusation as audacious. Or it may be that the language they use is different too. If a lie is pre-determined they might have thought up elaborate details, which someone who is telling the truth would not so readily divulge at such length. Are they stammering? Or do you notice that they cough to clear their throat, giving them time to think up the next lie?

Does their body go rigid? When someone is relaxed, they tend to be more fluid in their movements, perhaps using their hands for expression. When they are lying, they try and control clues, which might escape to give the game away and so hold themselves tightly in check.

Is there a mismatch between what they are saying and what they are thinking?

This might be congratulating someone on a promotion, but their tone of voice is anything but congratulatory. Instead, their face might exhibit contempt because they are thinking that the promotion is undeserved. Don't turn your back on this person!

Are there a lot of pauses between answers or sentences? This could mean that the person is putting a lot of thought into what they are saying or that they are taking their time to thinking up believable stories.

Are they adding a lot of details to their account? Have you ever heard someone say that they made up such a good story that they believed it themselves? This could almost be true. The liar is so convinced that their story is realistic they are also convinced that the person they are telling it to must believe it too.

- Are they becoming defensive and trying to shift the blame?  
Does their tone rise? Are they blushing? Are they going pale?

This is not an exhaustive list, but the point is that you should combine as many signals together as possible. If a person you know is acting out of character, then it is highly likely that something is amiss. Investigate it further. Ask questions and watch carefully for reactions.



# Chapter 10. Brainwashing

Now that we know where brainwashing started, let's look at the definition of the term. Brainwashing can simply be defined as a process where a person or a group of people make use of some underhand methods to talk someone into changing their will to that of the manipulator.

When discussing this topic, it is important to delineate between honest persuasion and brainwashing, as there are several ways that people persuade one another these days, especially in the field of politics.

A very easy way that people persuade others to conform to their will is by stating a few things that could typically induce a yes response from the target. They then use some statement of facts as the icing on the cake. At the end, they state what it is that they want people to do. For example, consider the speech below:

"Are you tired of paying exorbitant fares for your child's schooling? What about the rising prices of gas and power supply? Are you concerned about the constant riots and strikes? Well, a good point to recall that the government has mentioned the country is gradually drawing close to recession and that the prices of fuel will continue to rise as they are seeing the greatest drop in the economy since the end of the civil war. If you want the country to change for the better, vote democrats."

The truth is that you may not want to agree with the fact that these are brainwashing techniques which may come off as subtle persuasion and that they are techniques in the hands of manipulators.

Here are some of the most common manipulation techniques that you should watch out for:

**Isolation:**

When trying to brainwash a person, one of the first things usually done is the isolation of the victim from their family, friends and loved ones. This is to ensure that the victim will not have any other person to talk to besides the manipulator. So, the victim will get all their ideas and information from the manipulator while avoiding any possibility of a third party stepping in to ask what is going on.

**Attack on the victim's self-esteem:**

Since the manipulator has successfully isolated the victim, he must look for a way to break his will and self-esteem. They will then use the process to begin to rebuild the victim in whatever image they wish to.

The only way a person can be brainwashed is if the person manipulating them is superior to them. This attack on the person's self-esteem would manifest in the form of intimidation, ridicule or mocking the victim.

Mental abuse:

The manipulator will try to brainwash their victim by putting them through a phase of mental torture. They will do this by telling lies to the victim and making them feel embarrassed by telling them the truth in front of other people. They can also bully these victims by badgering them and not leaving room for them to have any form of personal space.

Physical abuse:

Manipulators understand there are many physical techniques that can be used to brainwash the victim. These techniques include depriving the victim of sleep and making sure that they stay cold, hungry or causing bodily harm by exhibiting violent behavior towards them.

The manipulator can also make use of some much more subtle ways like increasing the noise levels, making sure that there is a light that is always flickering on and off or raising or lowering the room's temperature.

Playing repetitive music:

According to a study, if a person plays a beat repeatedly, especially a beat that has a range of about 45 to 72 beats each minute, it is possible to introduce an extremely hypnotic state. This is because repetition is much closer to the rhythm that comes from the beat of the heart of a human being.

This rhythm, however, can cause an alteration to the consciousness of the person until they reach what is known as the Alpha state, which is where the person becomes 25 times more suggestible than he would ordinarily be when they are in a Beta state.

Allowing the victim to only have contact with other brainwashed people:  
When the manipulator is brainwashing a person, they ensure that the victim does not encounter any other person/people besides those that are already brainwashed. This is to create room for peer pressure.

The truth is that everyone desires to be liked and accepted. This is more prevalent when a person is a new member of a group. In such a case, the person will typically adhere to and promote things that the other members are saying which will secure them a space with their new company.

Us vs. them:

This also has to do with the possibility of being accepted by a group. The manipulator makes the victim feel like there is an “us” and a “them.” So, they are offering the victim a chance to choose the group they wish to belong to. This is done to gain absolute loyalty and obedience from the victim.

Love bombing:

This technique has to do with attracting the victim to the group through physical touch and by sharing some intimate thoughts with the victim. Emotional bonding is also used in this technique through a show of excessive affection as well as constant validation.

All the above mentioned are a few ways to brainwash a person. Once a person is brainwashed it is usually very difficult to get them back to normal. They develop more rigid neural pathways than other people and this could be an indication of why it is always very hard for a brainwashed person to double check their situation by rethinking it once they have been brainwashed.

Avoiding brainwashing methods frequently involve averting the brainwashers themselves. However, that is near hopeless. Accepting advertisements being, for instance, you cannot avoid all of them, and wanting to do this could be somewhat costly in case you still desire to see movies and television. The best course of action is always to cut what you can and, even once you cannot, search balance. Finding balance can be easiest by merely providing yourself with the info that you require. All you have to do would be the next:

Describe the manipulative message you have.

Locate an e-mail, while it is possible or not believe. Additionally, try to get the most impartial and unbiased accounts of the identical message.

Evaluate your different origins and choose the way you're feeling.

Brainwashing, if extreme or mild, is potential in a large area on account of isolation. If you merely hear that the brainwashed message regularly, and rarely (or not) expose yourself to alternatives, you are going to be a lot more inclined to accept that which you hear without even believing. If you would like to get around the brainwashing methods addressed in this informative book, your very best choice is always to surround yourself with a range of advice as opposed to settling to get the material that causes you to feel more comfortable.



# Chapter 11. Personality Development

All individuals possess certain traits of personality which set us apart from the rest of the world. The mix of good and bad traits tells us how you respond to the situation. According to some studies, it is stated that these traits are genetic and remain fixed throughout life.

Lastly, the third factor called character which is inclusive of emotional, cognitive, and behavioral patterns which are learned through experience determines how a person can think, behave, and feel throughout his life.

Other than this, the character also depends upon our moral values which are inherited in us through our ancestors.

The different stages of life significantly influence personality development, which is a very essential part for the person and the other human beings also. Let's discuss the stages of life: -

Infancy- The first two years of the child are very crucial in which he/she learns basic trust and mistrust. If he/she is well-nurtured and loved by the parents properly, then the infant develops trust, security, and basic optimism. If it is opposite, then the result will be mistrust.

Toddlerhood- It occurs after the first stage starts from three to four years. During this stage, they learn shame and autonomy

Preschool- In this, the child learns initiative and shame. Through active play, they start using imagination, try to cooperate with others, etc. During this stage, the parents play a very essential role in which they get a restriction on the play and use their imagination.

School-age- In this stage, the whole development of the child takes place in which he/she learns various good habits like teamwork, how to work with rules and regulations, cooperation, and basic intellectual skills. Moreover, self-discipline surges every year with the passing of school age.

If the past stages of the child are excellent, then they learn various good habits otherwise, they feel inferior in front of others.

Adolescence- It is the age between 13 to 14 years in which a child starts behaving like a mature person. The young person starts experimenting new things and if parents are opposed to it, negativity arises. Indeed, this stage starts seeking leadership and rapidly develops a set of ideals for them to live by.

## **Importance of Personality Development**

In order to get success in both personal and professional life, a great overall personality is very crucial in the life of an individual. Every person is automatically influenced by attractive and renowned personality. Whether it is a job, interview, while interacting with other human beings, and many more sectors, you must have certain traits and features which should compel other human beings to say yes! What a great personality!

Nowadays, in every field, the personality of a person matters a lot. For instance- in the interview to impress the interviewer, in business to influence the client and make them believe in you.

Therefore, the demand of personality has surged drastically with the passage of time. These days with the advent of personality, every school is careful about it and they make their students a perfect example where they can excel in every field.

Some years ago, the overall concept of personality was very common, and no one really approached towards it. Parents also rarely gave importance to it. It was just looking good while wearing good clothes, which is more emphasized in a work-related environment. Indeed, the interviewer just wanted good working skills of the person and not interpersonal skills.

But now the scenario has changed a lot in this age of competition and economic revolution. Let's put some light on the various points of personality which are considered very crucial in personality development: -

Personality development inculcates numerous good qualities

Good qualities can be in any form like punctuality, flexibility, friendly nature, curious about things, patience, eager to help others, etc. However, if you have a good personality, you will never ever hesitate to share any kind of information with others which benefit them.

According to the rules, you will follow everything like reaching on time at the office. All these personality traits not only benefit you but also to the organization directly or indirectly.

Gives confidence

Great personality tends to boost your overall confidence. If you know that you are properly groomed and attired, it makes you more anxious towards interacting with people. Other than this- in any of the situation, if you know how to behave, what to say, how to show yourself, then automatically your confidence is on the peak.

Overall, a confident person is liked and praised by everyone both in personal and professional life.

Reduces stress and conflicts

A good personality with a smile on his face encourages human beings to tackle any hurdle of life. Trust me, flashing a smile on the face will melt half of the problems side by side, evaporating stress and conflicts.

Moreover, with a trillion million smiles on your face, there is no point in cribbing over minor issues and problems which come in the way of success.

Develops a positive attitude

A positive attitude is that aspect of life which is must to face any hard situation and one to one progress in life. An individual who thinks positive always looks on the brighter side of life and move towards the developmental path. He/she rather than criticizing or cribbing the problem always tries to find out the best possible solution with a positive attitude.

So always remember, if any problem occurs, then take a deep breath-in, stay cool keeping in mind the positivity anyhow. This is because developing a positive attitude in hopeless situations is also part of personality development.

Improves communication skills

Nowadays, a lot of emphases is given on communication skills as a part of personality development. A good communicator always lives an excellent personal and professional life. Indeed, after your outer personality, the first impression tends to fall on another person is what you say and how you say it.



Verbal communication of the person makes a high impact on another person. Individuals with good communication skills ought to master the art of expressing thoughts and feelings in the most desired way.

Helps you to be credible

It is a good saying that you cannot judge a book by its cover which also applies to a person. Means people judge a person from their clothing and how it is worn. Therefore, dressing plays a very essential role in the personality of an individual.

So, be careful while picking up clothes for yourself. It doesn't mean you will buy expensive clothes, but they should be perfect and suit your personality.

### **How to develop a personality**

I just want to ask one question from you guys that have you observed any person who is the center of attraction? They have mind-blowing qualities due to which people get attracted to them like a magnet. So, how do they manage to do this?

They are personified persons who want to learn something or everything to look unique.

Well, every individual has his own qualities and traits which make them unique.

But, some of the tips are very beneficial which help the person to be a perfect example of personality. While making your personality there is no room of age, but the improvement has. It cannot happen in a day, it takes overtime.

So, there are multiple characteristics on which an individual has to work on while developing his personality. Here you will know some tips on developing personality: -

Be a good listener

If a person has good listening skills, they can make another person feel important in front of them, so be a good listener. One of the examples of this is:

This quality is very appealing in order to have an awesome personality.

Take interest in reading and expanding your horizons

The more you gain knowledge about various aspects, the more you become famous in your personal and professional life. So, read more and cultivate those interests in yourself which make you stand in front of others with confidence.

On the other hand, when you meet people, you have the opportunity to share things with the individuals by making them feel.

Dress up well

While going to the office, party, or on any other occasion, wear dress according to that which suits you. Good looks no doubt add to your personality but what matters is how you dressed up for any occasion. Thus, dressing sense plays a very crucial role in personality development and building confidence.

Observe the body language

While interacting with people, try to use positive gestures which make another person comfortable and relaxed. Some studies stated that 75% of the work is done by verbal communication in which a person's personality is judged by another person.

So, keep an eye on body language.

Remain happy and light-hearted

Try to see the joy in the world and every work that you do. Spend precious and laughing with others so that you feel happy. Always appreciate people in one way or the other. So, smiling and laughing plays a significant role in making your personality awesome.

Stay calm in tensions

Some people have good personality until and unless they come across some tense situation. Don't be that kind of person who becomes angry in tense situations and shouts on everybody. Therefore, be relaxed and stay cool while finding out the best possible solution for a problem.

Develop leadership qualities

It is believed that good leaders have an excellent personality which can impress another person easily and effectively. However, leadership skills don't mean giving orders to subordinates. Rather, it means how well you can as a leader manage your subordinates to accomplish any task. Indeed, work hard to set an example for them who work with you so that if in the future they will get a chance to work with you, they will feel very excited.

Work on your inner beauty

Most of the people only work on external appearance, but when you behave or speak outside, everything gets reflected. So, it is true that the outer look is essential but inner beauty is also very crucial to be a full-proof personality.

Indeed, it takes only a few days to change your outer appearance but, sometimes it takes years to change the inner world. So, work on that and you yourself can see the difference.

Learn from your mistakes

As a human, mistakes are part of life which makes an actual individual. If you are learning any new thing, you are bound to make mistakes. Always get ready to learn from your mistakes while saying or feeling sorry. Saying sorry will make a significant place to make a respectful corner among your friends or colleagues.

Indeed, if you have made a mistake, forgive yourself and move on.

Always make compliments to others

If you see that someone is looking great or gorgeous, then don't hesitate to say something positive to them. This will make your image or standard up.

Be original

The next essential step in making your personality awesome shows what you are. It is a very eminent saying that original is worth than copied things. So, follow this and be how it is; rather, pretending what you are not.

Other than this, one should not copy someone's personality. But you can adopt some habits of other individuals who are good and help you in developing your personality.

Meet new people with a smile

Try to meet new people which will make you aware of a new environment and culture by which you as an individual can learn new things. Moreover, it also broadens your horizons.

Make your own opinion

The opinion is something which cannot be changed or stolen from another person. For example, while sitting in a group when someone asks your opinion, give them your opinion which is unique and is for the betterment of everyone. This attitude will make you more interested and stimulating to be sociable.

Get out of your comfort zone

Be ready and always get prepared to challenge yourself to learn new skills. Like for most people- learning new things is quite a challenging work. But with a positive attitude and confidence in yourself, you can tackle anything.

Don't give up at any point

Whenever you try to do anything and you fail, then give yourself a second chance to improve it. So, don't give up at any cost and try, try, try until you succeed.

Create your own style

According to my personal experience, you don't need to be a replica of anyone- you need to be yourself.

So, find the best style which makes you comfortable and relaxed. This pattern of developing your personality is unique which offers the chance to explore and develop over time. Means if you get tired of something, you can move to another style without any downturn.

Be passionate about your work

In case you are not happy with your job or work, then don't complain regards to that if you don't have the capability to change the circumstances.

Therefore, figure out your passion and try to make the necessary changes in your life to change the present situation.

Don't make yourself aggressive

Well, in everyday situation there are numerous assertive situations which make you angry. But, be careful because is a big turn off to people, both in social and professional life.

If your nature is like pushy, then be honest to yourself and try to change it as soon as possible.

Don't strive hard for perfection

Keep in mind that you don't have to attain perfection in any field because no one is perfect in this world. When a person is willing to show imperfection, then he/she is putting people at ease.

Evaluate yourself

Evaluation is the best technique to change yourself towards positivity so keep evaluating yourself at regular intervals of time. In this case, take the feedback from your friends, colleagues, and other near and dear ones seriously, which will help you to improve gradually.

# Chapter 12. Cialdini's Six Principles of Influence

In 1984, after much research on what makes sales and marketing people successful, psychologist Robert Cialdini published the influential work, *Influence: The Psychology of Persuasion*. In it, he argued that the key was to tap into the subject's subconscious, saying that we all react to certain influences and that this reaction is part of our most basic instincts.

Every day, we are subjected to so many stimuli that we cannot process them all consciously. So, to keep us from being overwhelmed, the brain chooses the things we need to focus on and shunts the rest into the subconscious for processing. You might notice that you do things without thinking about them. When you drive a car, for example, do you consciously think about every step you take to go from one place to another? No. If you did, you would either never get there, or if you did, you'd be a nervous wreck. Try it. Perform each act with full consciousness from the steps required to open the car door, to inserting the key to every turn of the wheel and every push of the pedals, reacting to every car that comes close to you, or gets in front of you, every red and green light, and see how you feel when you finally park at the local Walmart.

Your natural instincts and subconscious process most of those things for you, so your mind is free to concentrate on important things like the directions you need to follow to reach your destination.

The following influence tactics go to the heart of those natural instincts. They can influence behavior because Cialdini argued, they are based on how our brains are wired. That means we tend to respond to these tactics whether we want to or not, opening us up to being influenced by people who use them. These six key influence tactics are:

- **Commitment.** Cialdini observed that if someone initially commits to something at a low level, they are likely to continue committing to it to a greater degree later.
- **Reciprocity.** As social creatures, humans usually feel an obligation to return favors, giving back to those who have

given us something. Therefore, offering something to someone can create a feeling of obligation compels them to comply with that you want.

- **Social Proof.** Trump uses this to great effect. Cialdini found that people are influenced by other 'similar' people. The thinking goes something like: If a group of people just like me vote for Trump, I am more likely to vote for Trump. The bigger or more well-known a group is, the greater the chance that others will go along because this tactic tells our subconscious that if others are doing something, so should we.
- **Authority.** Another Trump favorite, this one is based on the way people will tend to avoid arguing with those who are seen as authorities. Doctors and lawyers immediately come to mind, with ads on TV touting new drugs for the former and bankruptcy for the latter being prime examples.
- **Likability.** This is something that people like Ronald Reagan and Bill Clinton, another master manipulator, had in spades. People genuinely liked these men regardless of their policies, and that made them even more influential. They seemed familiar to us, even though few of us ever met them and while Reagan engendered trust, Clinton spoke to certain common ideas and beliefs that resonated with voters at the time. However, the likability arises; it helps those affiliated with it to influence others.
- **Scarcity.** People react to a threat of scarcity, a trait that goes back to our days as itinerant hunter-gatherers, moving through our environment, following game, to ensure that we had enough to eat. We still have these instincts, of course, but today they tend to come into play when we see an ad with a banner across it saying, "For a limited time only!" or, "Act Now while supplies last!"

## **Making use of these influence tactics**

While you will have to tailor your use of these tactics to your subject and the goal you are trying to achieve, they can be used to get others to behave the way you want. Begin by knowing what success in your given situation looks like and work backward. Take Carnegie's advice to heart and really listen to and observe the subject for your influence. This is important if you are going to pick something that will work with them. Remember: Influence is based on generosity.

So, be generous and get to know them as people. Finally, once you have all that lined-up, you can proceed with choosing and executing your influence tactics. Here is how these tactics might play out:

- **Commitment.** Say your goal is to get a coworker involved in your project. When you go to talk to them, get them to commit to something small early on, perhaps a quick sourcing of materials or giving you some advice on the business case for the project, nothing too time-consuming. Doing that will make them far more likely to increase their contribution to the project voluntarily later on. Also, if you can get them to make the commitment in writing, like responding to an email in which you restate what they agreed to, it is very helpful in cementing their commitment.
- **Reciprocity.** In *The Godfather*, Don Corleone tells the undertaker whose daughter had been raped, "One day, and that day may never come, I will call upon you to perform a small service. But until then, accept this justice as a gift on the day of my daughter's wedding." In other words, I'll take care of your problem, and one day you may have to take care of one of mine. Reciprocity is very powerful. Based on your objectives, identify how and what you can give something to the people involved, even if it is just a little reminder of how you have helped them before. If you show how the others involved are benefiting, you encourage a sense of obligation within them that leaves them more inclined, should that day ever come, to do something for you in return.
- **Likability.** This goes back to what Carnegie taught: Cultivate a genuine interest in people, be generous in your praise, avoid



being critical unless absolutely necessary. Be genuine and care for the welfare of others. This engenders trust, which is a major component of likeability and respect. Do not go out of your way to be liked; just work on your listening skills and your empathy. One good place to start is with criticism. Observe your interactions with others and try to count how many times your feedback to them is positive and how often it is negative. Your goal is to have three times as many positive interactions as you do negative interactions.

- **Authority.** Become the authority, the person to consult whose advice is worth listening to. To do that, you need to find ways to show-off your expertise without being petty or narcissistic about it. You want everyone involved to understand your skills and knowledge without dismissing you as an arrogant crank.
- **Scarcity.** This is about clearly communicating a real urgency, as well as the consequences of failing to act in time.
- **Social Proof.** Here, you are looking at who has provided critical buy-in to what you are doing. Effectively communicating with everyone that people with authority, likability, and other compelling traits are on board can influence the fence-sitters to join forces with you.
- These are powerful and time-tested influence tactics. Use them well, and you will be seen as a good leader who gets things done, like Clinton or Reagan. Go the other way with them, and you'll be seen as a crass manipulator like Trump. The choice is yours.

## **Persuasion**

Persuasion is the overt act of convincing someone to do something or to change something, such as their beliefs, to something you suggest. Success in life often turns on your ability to persuade someone of something. At the job interview, you are trying to persuade the hiring manager to give you a chance. At the club, you are trying to persuade that cute girl or guy to give you their number. At the bank, you are trying to persuade that lending officer to give you a loan. Persuasion runs through nearly everything people do, and it is a process with definable steps and strategies for success. For some people, it comes naturally, for others, it is difficult, but like any skill, it is something you can learn.

How is persuasion different from manipulation? In much the same way as influence differs from manipulation, persuasion is about convincing people to act in a way that, while benefiting you, is also in their own best interest.

#### *Step 1: Know Your Audience*

You need to focus on persuading the persuadable. That means having a good understanding of who you are trying to persuade, the timing involved, and the context. If you try to persuade someone at the wrong time, or within a framework where your proposed objective is somehow inappropriate, then it will not work. This is vital because the tactics and strategies you employ will hinge on who you are speaking to. The question you are trying to answer is: What do I need to win these people over? There are a number of factors that go into the answer to that question, including:

- **Group Membership.** Know the aims and views of the group, and tailor your pitch to match them. When people belong to a group of any sort, they tend to be loyal to the views and goals of that group and will resist ideas that run contrary to them.
- **Self-Esteem and Depression.** People with low self-esteem tend to value the opinions of others more than they do their own, which makes them fairly easy to persuade. This also goes for people with depression, who are always looking for ways to alleviate their suffering.
- **Inhibition of Aggression.** People who are uncomfortable showing aggression tend to be easier to persuade because they do not challenge what the other person is saying to them.

- **Social Inadequacy.** People who see themselves as socially inadequate, like those with poor self-esteem, are more easily persuaded. They tend to allow others to do most of the talking, thus making it easier for that person to persuade them without much difficulty.
- **Interest.** It seems obvious, but to be persuaded of something, you really need to be interested in it. You will never be able to persuade anyone who is not interested in what you are saying. The first thing to do when learning the skill of persuasion is to learn how to consistently focus the discussion on the person with whom you are speaking. Doing so will ensure you have and keep their rapt attention.

### *Step 2: Proper Introductions*

The most difficult thing in the world is to walk up to a total stranger and try to convince them of something. Think about those sales calls that occasionally come in on your phone. That is essentially what the callers are doing. They are ringing your phone and then trying to persuade you to do something for them. It is a rough way to make a living, and it rarely works. Why? Because they know little or nothing about the person, they are calling. Solid preparation gives you the advantage in that it allows for effective persuasion. That's why it is so important to get, if possible, an introduction from someone your subject knows. Yes, introductions make the process easier, you are not complete a stranger walking in, but discussing what you want with the person from whom you are seeking the introduction will give you valuable insights into the person you ultimately want to speak with. If you know something about them beforehand, you will have a better chance of persuading them once you do sit down with them.

A word of warning here: Do not ever assume what the other person needs or wants. Find out and have a plan in place going in to give it to them.

### *Step 3: The Meeting*

This is what it has all been about, coming face-to-face with the person you want to reach. You were properly introduced, and you did your research and know something about them. Now you are sitting across the table from them. Time to get to work.

It all starts with getting them talking while you carefully listen. Ask questions and really listen to the answers, then follow up on those answers to demonstrate your interest. Not only will you give your interlocutor the impression that you value and respect them, but it could lead them to hold you in higher esteem and so listen to you in turn.

As they talk, try to be as agreeable as possible as often as possible. This is another way to show respect, and it increases the chances that they will agree with you. If you argue every point, they will start to ignore you and then it is all over. That said, you can't always agree with someone. After all, if you agree fully with everything they said, what reason do they have to make the changes you are seeking? So, instead, be as agreeable as you can when you disagree and be sure to acknowledge the logic behind their positions.

As the discussion progresses, you need to show the other person why you are correct, but you have to do it in subtle ways. People tend to get oppositional when they feel they are being "sold" on something, so the most effective techniques tend to be covert, like drawing comparisons, storytelling, and meeting the other person where they are.

Because you have to proceed subtly, it should be obvious that persuasion is not instant. It typically requires patience and a commitment to the process.

Changing someone's mind takes time. You need to get your arguments together and explain your ideas and thinking subtly and consistently. If it is a simple message, it might not take long to deliver it. But, if you want to convince them of something more complex, you need to be patient with them and keep them with you all along the way.

At some point, your conversation will reach a conclusion of some sort, and if you did things right, if you presented the argument in a way that really makes sense to them, it should break in your favor. People are more easily persuaded if they believe they are coming to their own conclusion on the subject, that they changed their actions or viewpoint of their own volition after weighing all the factors. If you let them think their change of heart was all their idea, they are more likely to hold on to that opinion and act on it.

Here are a few additional ideas to help you tip the balance:

- Flexibility over Power. Power does not determine control; flexibility does. Those who are willing and able to use a variety

of behaviors to get what they want are more persuasive than those who are stuck with a single behavior.

- **Be Willing to Offer Your Energy.** We have all met people who drain us of our energy. They exhaust us. We have all known others who energize us. Those are the folks who motivate and invigorate, the people who persuade. It can be through maintaining eye contact, through touch, laughing at our jokes, putting life into their answers, or even just actively listening to what we have to say.
- **Keep Your Emotions in Check.** Getting upset or emotional never helps. You may feel more passionate, more forceful, but you will not get what you are after. Remaining calm in the face of conflict will not only allow you to remain rational while the other person is losing their head, but it will also make you the sort of person that people will look to as a leader in times of trouble.
- **Make a Tool of Tension.** The fact is that most people will avoid a confrontation if they can, which means that your willingness to push a conflict, to make things tense will lead most people to back down. If you are willing to escalate a situation to a heightened level of tension and conflict, in many cases, others will back down. Remember, this tool cannot be used frequently, and you cannot be emotional about it. It has to be done in a way that is cold and calculating.
- **Certainty is Compelling.** You can use your certainty to persuade others, as long as you truly believe in what you are doing. People trust certainty; they look for it and follow those who exhibit this quality.



# Conclusion

So, we only have one exercise when it comes to mastering conversational hypnosis. The exercise is very simple and very straightforward to do.

For the next twelve months, I want you to go out there and communicate and influence thousand people in a context of normal, everyday actions. Now, this is a lot easier to do than you might at first think. Just do the math for a moment. If you interact on average with just five people a day during an average week that means you will have interaction with 25 people by the end of the week.

So, you multiply that by 50 weeks that you might be working, and you will have reached your target, hypnotizing a thousand people by 40 weeks. That is not even a year before you have done it! That means you have to be disciplined in the sense that you just have to make sure that you add a few little elements of each hypnotic induction into every one of those interactions.

But here is the beauty of this.

Even if it takes you a hundred hypnotic conversations, a hundred hypnotic interactions before you master each step along your path to mastery, then you will have reached the level of a master of the hypnotic arts before you have finished one year.

That means by this time next year, not only just be a master hypnotist, you will have moved and improved your life in so many different ways and you will be hugely influential and persuasive. Why not take the time right now to start?

Your first person is waiting right outside your room or around you. So, you may as well begin with this exercise right now.

Congratulations!

We have come to the end of the entire Conversational-Hypnosis Program.

It has been a long time and we have covered a lot of ground. You have gone from knowing very little about hypnosis to know a huge amount.

You probably know more about hypnosis now than most of the experts out there.

And I sincerely hope you continue improving and learning your skills as time goes by.

Now, I have really enjoyed our journey together and I would really like to thank you for giving me this opportunity to share these skills and ideas with you.

And I really hope to get the chance to speak with you again.

Now we have spent a lot of time together, and if you have been doing all the exercises when we have been discussing in this book, then by now you should have had all kinds of wonderful experiences, improvements in your life, and wonderful coincidences as you manage to become more influential and persuasive.

I am always interested to hear how people have been using these skills and how it has improved their life.

If you want to contact me to ask about another event, or just to tell me about how you have improved your life with these skills, then we are always delighted to hear from you.

Until the next time that we get a chance to meet and talk again, I wish you every success and I hope you...

No matter what you do, I know that you will live a happier, healthier and wealthier life!

***To Your enlightened Success!!!***





