OSEEC:
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Unit C - Hadnagy

Week 11 - Day 2

Chapter 5

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Rapport

"Rapport is the ability to enter someone else's world, to make him feel that you understand him, that you have a strong common bond."
—Tony Robbins

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Chapter 5

I Know How to Make You Like Me

The Tribe Mentality

- Based on commonalities
  - Clothing
  - The right pretext

- Building Rapport as a Social Engineer
  - Comfort on the way to tribal affiliation
  - The Moral Molecule
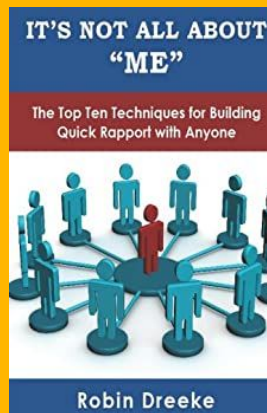   - Oxytocin
    - Dopamine

Chapter 5

I Know How to Make You Like Me

- Building Rapport as a Social Engineer (cont.)

  - The 10 Principles of Building Rapport

    - Using artificial time constraints
    - Accommodating nonverbals
    - Using a slower rate of speech
    - Employing sympathy or assistance themes
    - Suspending your ego
    - Validating others
    - Asking how, why, and when questions
    - Making use of quid pro quo
    - Employing reciprocal altruism
    - Managing expectations

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Chapter 5

I Know How to Make You Like Me

It's Not All About "Me": The Top Ten Techniques
for Building Quick Rapport with Anyone
by Robin K. Dreeke

> ## *Reflection:*

The Tribe Mentality - THE BYSTANDER EFFECT

https://vimeo.com/265364702

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Exercise:

The Rapport Machine

- ○ Use the Friends and Family Plan
- ○ Read
  - ■ https://www.social-engineer.org/resources/seorg-book-list
  - ■ https://oseec.github.io/booklist/
- ○ Take Special Note of Failures

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The Innocent Lives Foundation

www.innocentlivesfoundation.org

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Thank You!

oseec.github.io

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