



OSEEC: The Open-source Social Engineering Education Course



Unit C - Hadnagy

Week 11 - Day 2

Chapter 5



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

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



Chapter 5

I Know How to Make You Like Me

- The Rapport Machine
 - Use the Friends and Family Plan
 - Read
 - Take Special Note of Failures

“ Reflection:

The Tribe Mentality - THE BYSTANDER EFFECT



<https://vimeo.com/265364702>

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Exercise:



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



The Innocent Lives Foundation



www.innocentlivesfoundation.org



Thank You!

oseec.github.io