



CHAPTER ONE



**Law 11 - learn to
keep people
dependent on you**



Chapter Summary

In this chapter, Greene illustrates the power dynamics of creating dependencies in relationships to secure one's position and influence. By ensuring that others rely on you for their success and happiness, you cultivate a sense of necessity that protects you from being discarded. The chapter provides historical examples, such as Otto von Bismarck and the mercenaries of Renaissance Italy, to show how dependency can lead to long-lasting power. Greene warns against the dangers of independence and enlightens the reader on the importance of enmeshing one's fate with others. Ultimately, to hold power is to navigate the delicate balance of dependence and leverage.



The Essence of Dependence



To wield true power, one must understand and establish dependence. By ensuring others rely on you, you become crucial to their success and happiness. This principle creates a protective barrier against being dismissed or overshadowed.

Lessons from History

Historical examples reveal the downfall of powerful figures who did not cultivate dependence. The mercenaries of the Renaissance learned the hard way that acting independently can lead to their demise. Their fates serve as warnings for those seeking sustained influence.

Bismarck's Strategy

Otto von Bismarck exemplified the art of cultivating dependency. By aligning himself with weak rulers, he became indispensable, turning the tides of power in his favor. His success hinged on offering strength and wisdom to those who lacked it.

The Art of Indispensability

Becoming irreplaceable is a strategic goal. This can be achieved through unique talents or by presenting oneself as essential. The more others need you, the more power you wield.



The Risks of Independence

Independence is often misconceived as the ultimate power. True power, however, is forged in relationships and dependencies. Alone, one can easily be overpowered by circumstances or rivals.

Secrets as Leverage

Holding secrets is a powerful means to create dependency. When others know you possess information that could jeopardize their position, they become more reliant on you for protection and guidance.



"Know others' secrets and you will seal your fate with theirs."

The Double-Edged Sword

While creating dependencies can enhance your power, it also means you are somewhat dependent on them. This balance can be precarious; hence, one must navigate these waters carefully.

"Interdependence should be carefully managed to avoid being ensnared."

Using Fear Strategically



Machiavelli noted that it is preferable to be feared than loved. Fear creates a stronghold of control, ensuring that dependency is durable and reliable. Relying on emotional attachments can lead to vulnerabilities.

The Ultimate Goal



The ultimate goal is to craft such a web of dependency that breaking free would cause significant disruption. This type of influence elevates you beyond mere position, empowering you to shape outcomes.



Recap

- "The more you are relied on, the more freedom you have."
- "To cross your own Bridge of Sighs is a fate to avoid."
- "Do not be misled; true power lies in mutual dependence."
- "The master requires your services; you are entwined in their fate."
- "Know others' secrets and you will seal your fate with theirs."



Thank You

Follow for more insights

