# Tricks to manipulate people Mind

Book Reference the Influence phycology of persuasion

A jewelry shop owner were facing a problem to sale jewelry, one day he was supposed to go to outside of town , he told his servant to sell that jewelry on half price but servant heard it incorrectly and set the price of jewel double however jewelry was sold out quickly it was surprise for the owner.

Cat and Turkey mother story : chirp-chirp voice :voice recorder in the cat voice

# Principle of reason:

For example excuse me, A person went to use for copy machine, I he said Can I use copy machine , I need to attend a meeting. It increase the allow percentage by 90%.

# Principal of Contrast: If you need very smart a person in party first

Than only smart person, second person will look less attractive to you.

It is human bias that less second things will very less attractive.

For example these day real state agent first show expensive property and then later less expensive property .

Even if second properly is not so good but still that looks good.

People like less expensive property because they start comparing things.

1. **Principal of reciprocation:** If you do something good for somebody

Person feel compel to do good for you.

Story German soldier : In world war2 a German soldier went to enemy camp to collect secret information while one of enemy soldier was eating he shocked and became nervous and through

The piece of bread toward German soldier and German soldier became kind and compel and he forgot his plan to collect his information.

How to use your Mind fully:

# Observe your thoughts

Observe your emotions

Obser you

Opinion

Region