

"After you go to buy bread, could you come by the newsstand and buy me the paper?"

"When are you going to take me to the movies?"

"Have you decided which foreign country to take me to for our anniversary?"

Each of these questions already provides a choice, and the trick is to take for granted a fact that is slightly hidden.

## **Reverse Psychology**

This technique consists in assuming a behavior opposite to the desired one, with the expectation that this "prohibition" will arouse curiosity and therefore induce the person to do what is really desired. For instance, when you tell a child not to do something, that is the first thing they do. This type of response persists throughout a person's life.

It's a way of getting things done, giving the opposite of the command you want to give. If I say things like, "don't be offended," "don't worry," I get the opposite effect, I will make my interlocutor stiffen.

Some people are known to be like boomerangs because they refuse to go in the direction they are sent but take the opposite route. This type of behavior can be used by a dark persuader because it is a weakness that the victim has. Take an example of a friend who loves to eat junk food at any opportunity they get. The dark persuader knows this and therefore will suggest that they should eat healthily because it will be good for them, knowing that the friend will choose fast food anyway. When individuals are told that they should not believe one thing or the other, they will pay closer attention to it.

### **Consider this situation:**

You are looking to force your employees to work overtime without questioning it. However, getting them to log the hours can be challenging as no one is keen on staying beyond their usual shift. So, you really can't do much to convince them to work overtime.

Then, you get an idea: Why not ban overtime? That is, anyone who wants to work overtime cannot do so. The justification behind it is that since no