

3.1 INTRO: Why People Behave Aggressively

<https://youtu.be/7C1ug5jGHHs>

As a rule of thumb, if your default mode is aggressive, you should probably smoothen your edges.

These are the reasons why people tend to behave overly aggressive:

1. Family / Background

Some grew up in aggressive families and never learned any better. This is especially dangerous for lower-class individuals, since those who are overly aggressive with little qualities to offset that aggression tend to remain stuck in the lower rungs of society.

2. Addiction / Enjoyment of Confrontation

Some people are addicted -or slave to- the dopamine rushes.

3. Sense of Control

Some enjoy -or need- a sense of control, and aggression gives a feeling of control.

Some authors have observed that it's this sense of control, coupled with immense drive and OCD tendencies, that made Steve Job such a notoriously irascible man.

4. Sense of Power

And for some of them, see for example sociopaths and psychopaths, it's the craving of power.

5. It Works

And, last but not least, let's be honest: **in the short run aggression often works.**

Most people are not aggressive and not even assertive. Most people end up being too passive and too compliant in the face of aggression. That makes the life of the aggressor feel easier when they boss people around.

Aggression can also work in the workplace, especially in some types of industries.

Aggressive individuals who can avoid the ugliest flares up often enjoy quicker ascension of dominance hierarchies.

Why Aggression Ultimately Backfires

However, don't confuse aggression with social power.

There are times when being aggressive is the way to go but, generally speaking, constant aggression erodes power.

Why is aggression ultimately counterproductive?
This is why:

1. Fewer Friends

Aggressive people don't make others feel good and nobody wants to be around them.

That often leads to few good relationships, a small support network and, in extreme cases, to isolation.

2. Lots of Enemies

Hyper-aggressive [Scarface-types](#) *can* get power quick.
But it tends to be a localized, limited, flash in the pan type of power.
The reality is that lots of enemies mean little power and, in some lines of business, a short life span as well.

3. Can't Establish a Support Network

Much power rests in your support network.

People in your support network are those who are there to prop you up in power or to break your fall when you're crashing down.

It's not just about power, either.

In your everyday life, it's the people who listen to you when you're heart-broken, who lend you some money when you're broke, who come to the hospital to support and who make an intro when you need a job.

Aggressive people have little support network, if any.

Your Task In The Next Two Lessons

The next two lessons will help you to:

1. See and understand negative expressions of dominance

You will see how bad forms of aggression look like in real life.
And you will be invited to compare them with your own behavior and adjust accordingly.

2. See and understand positive expressions of dominance

You will learn to use both dominance and aggression while still being a well-liked and respect individual.

