

# The Laws of Human Nature

Robert Greene

- Make us more calm, and more strategic.
- Help us interpret the clues people constantly emit.
- Allow us to outthink the toxic people you encounter.
- Teach us how to motivate and influence people.
- Give us the power to alter your own negative patterns.
- Make us more empathetic.
- Help us see your own potential.

(1) Robert Greene discusses Power, Empathy, and more with Ade Olufeko - YouTube

[\(96\) Robert Greene Reveals The Laws of Human Nature - YouTube](#)





# The Laws will..

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# 1. The Law of Irrationality

- Often people are dominated by emotions and behave irrationally without realizing it. This is the source of bad decisions and negative patterns in life.
- Rationality is the ability to counteract these emotional effects, to think instead of react, to open your mind to what is really happening, as opposed to what you are feeling.
- It does not come naturally; it is a power we must cultivate.





## 2: The Law of Narcissism

- We all naturally possess the most remarkable tool for connecting to people and attaining social power—empathy.
- This instrument, however, is blunted by our habitual self-absorption. We are all narcissists, some deeper on the spectrum than others.



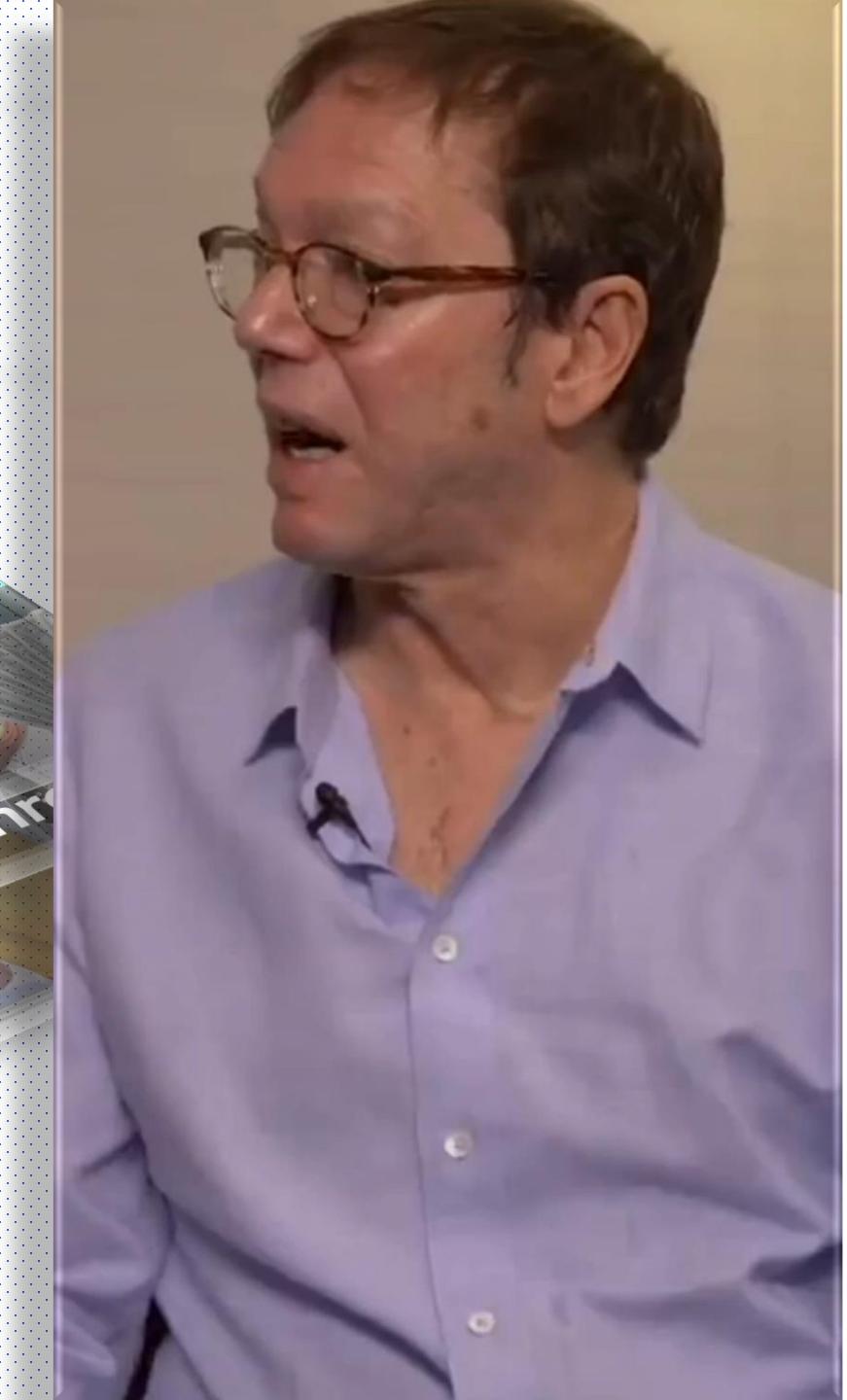
A close-up photograph of a man with short brown hair and glasses, wearing a dark blue button-down shirt. He is holding a small, circular object with a blue border. The object is divided into four quadrants: top-left is light green, top-right is red, bottom-left is white, and bottom-right contains the text "It will Be." in white.

## 2: The Law of Narcissism

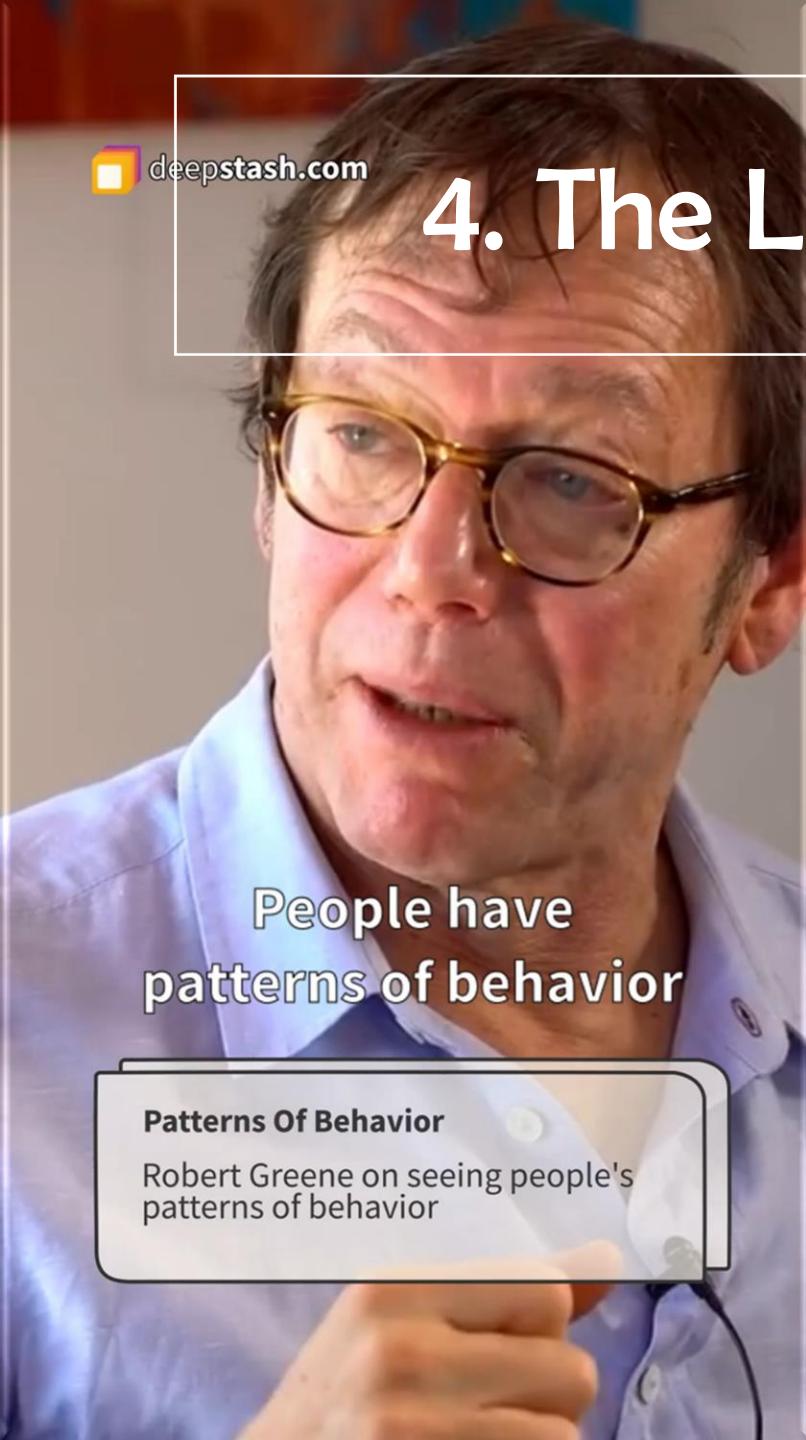
- Our mission in life is to come to terms with this self-love and learn how to turn our sensitivity outward, toward others, instead of inward.
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- A close-up photograph of the same man from the first image, now looking directly at the camera. He is wearing the same dark blue shirt and glasses. The background is dark and indistinct.

### 3: The Law of Role-Playing

- People tend to wear the mask that shows them off in the best possible light—humble, confident, diligent. They say the right things, smile, and seem interested in our ideas.
- People continually leak out their true feelings and unconscious desires in the nonverbal cues they cannot completely control—facial expressions, vocal inflections, tension in the body, and nervous gestures.
- Since appearances are what people judge you by, we must learn how to present the best front and play your role to maximum effect.



## 4. The Law of Compulsive Behavior

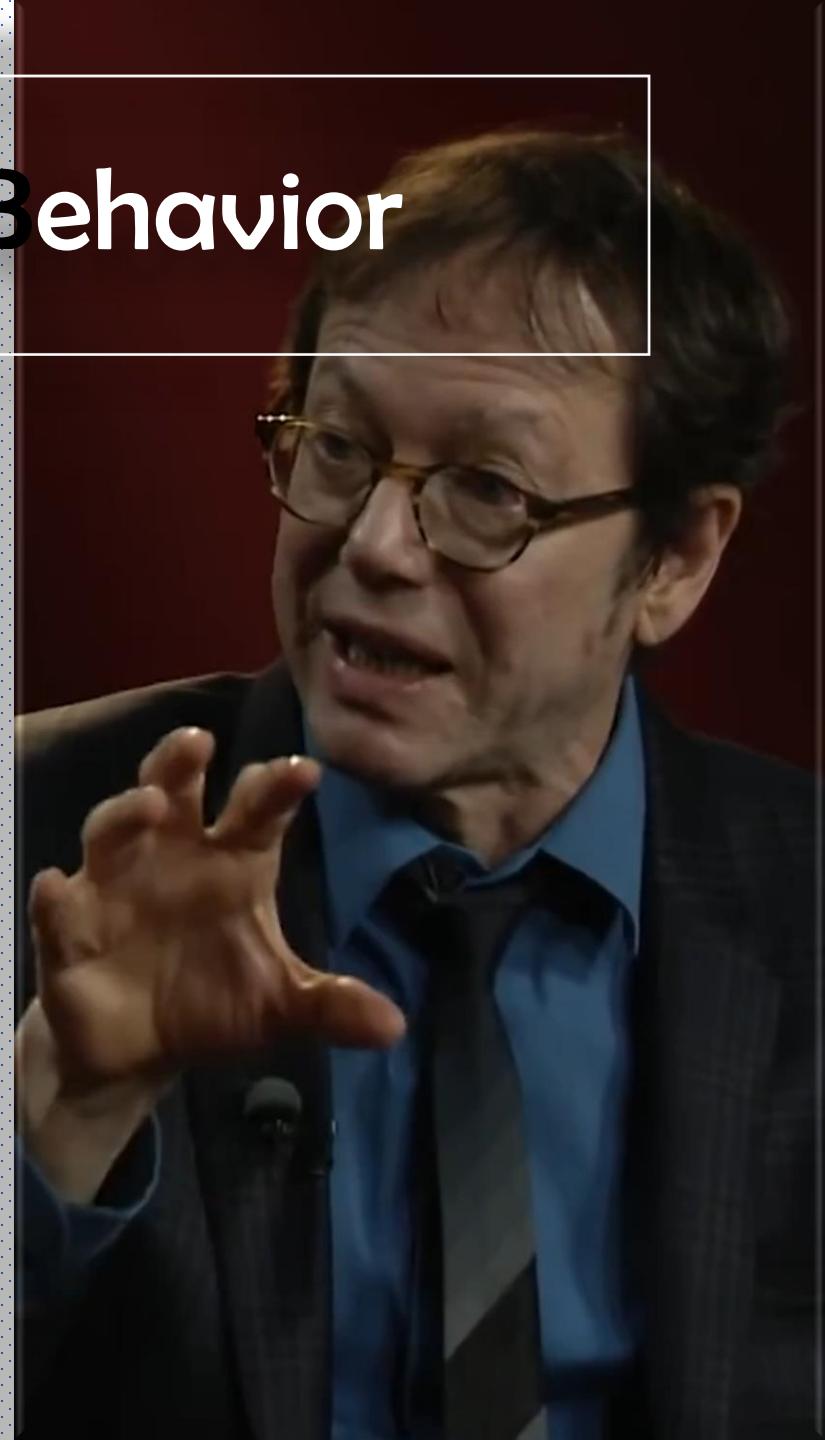


People have patterns of behavior

Patterns Of Behavior

Robert Greene on seeing people's patterns of behavior

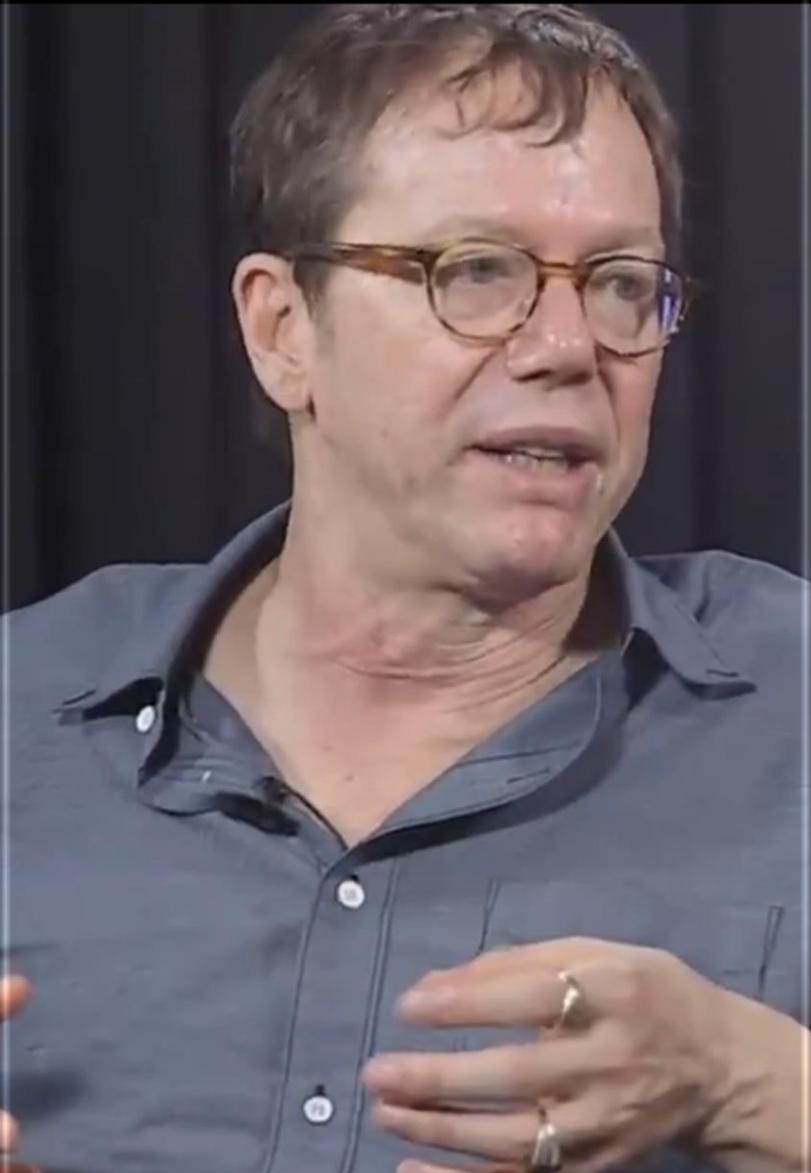
- When choosing people, do not be mesmerized by their reputation or taken in by the surface image they try to project. Instead, train yourself to look deep within them and see their character.
- Gauge the relative strength of their character by how well they handle adversity, their ability to adapt and work with other people, their patience and ability to learn.
- A person of strong character is like gold—rare but invaluable. They can adapt, learn, and improve themselves.



# 6. The Law of Short-sightedness



- It is in the animal part of our nature to be most impressed by what you can see and hear in the present—the latest news reports and trends, the opinions and actions of the people around you, whatever seems the most dramatic.
- Our eyes must be on the larger trends that govern events, on that which is not immediately visible.
- Never lose sight of your long-term goals. With an elevated perspective, you will have the patience and clarity to reach almost any objective.

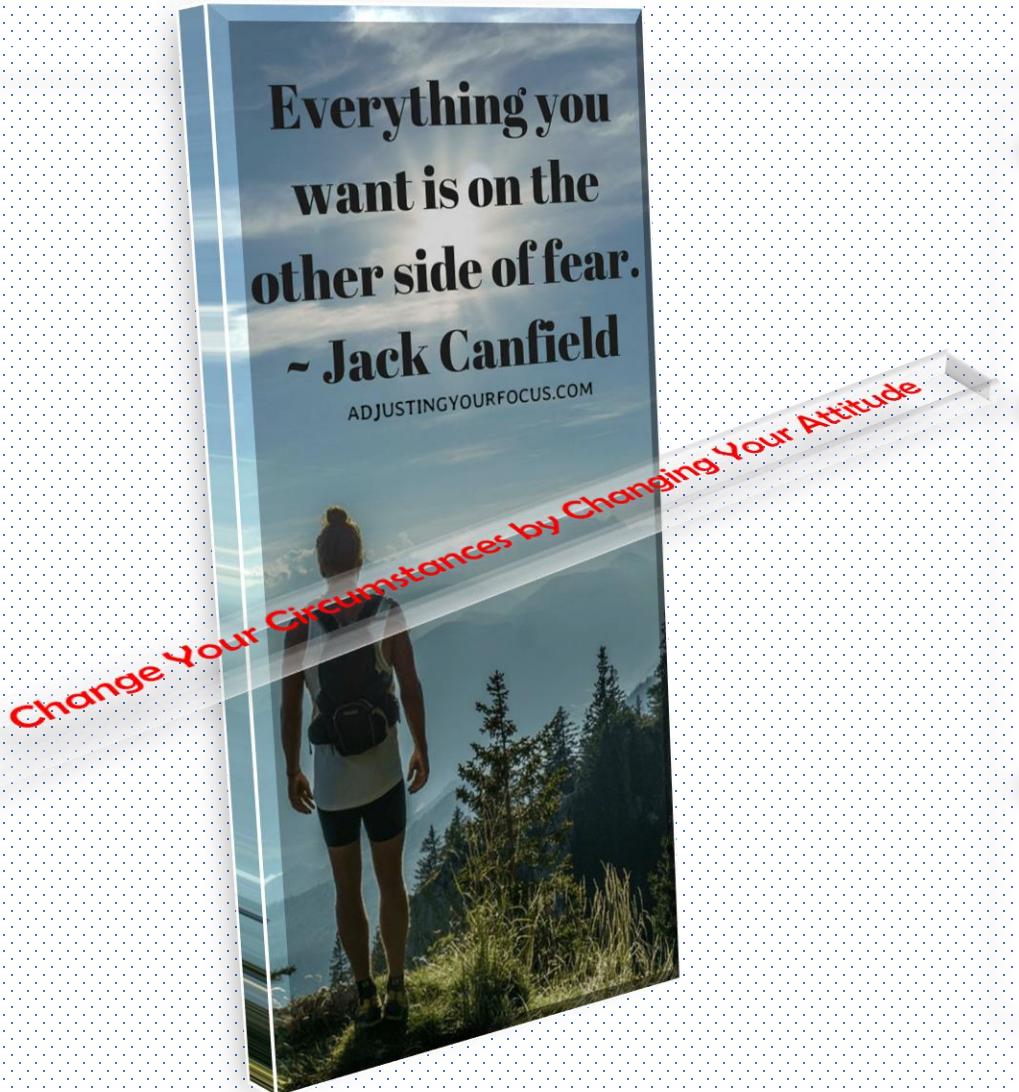


## 7. The Law of Defensiveness

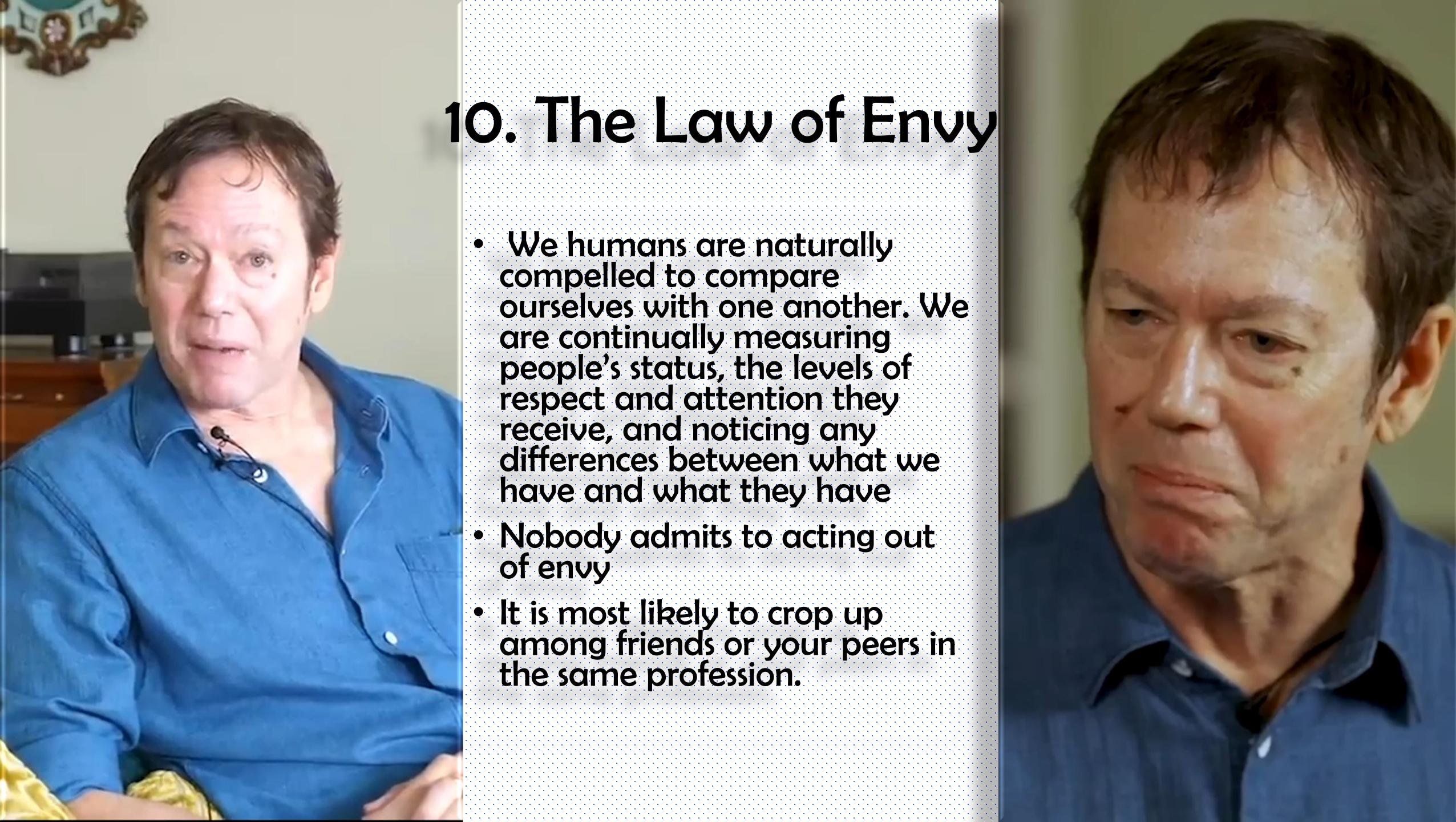
- To get people to move from their defensive positions you must always make it seem like what they are doing is of their own free will
- Never attack people for their beliefs or make them feel insecure about their intelligence or goodness—that will only strengthen their defensiveness and make your task impossible.
- Make them feel that by doing what you want they are being noble and altruistic – the ultimate lure.
- Learn to tame your own stubborn nature and free your mind from its defensive and closed positions, unleashing your creative powers



# 8. The Law of Self-Sabotage



- If our attitude is essentially fearful, we see the negative in every circumstance. We stop ourselves from taking chances.
- If we feel hostile or suspicious, we make others feel such emotions in our presence. We sabotage our career and relationships by unconsciously creating the circumstances we fear the most.
- By making our attitude more positive, we can learn from adversity, create opportunities out of nothing, and draw people to us.



- We humans are naturally compelled to compare ourselves with one another. We are continually measuring people's status, the levels of respect and attention they receive, and noticing any differences between what we have and what they have
- Nobody admits to acting out of envy
- It is most likely to crop up among friends or your peers in the same profession.

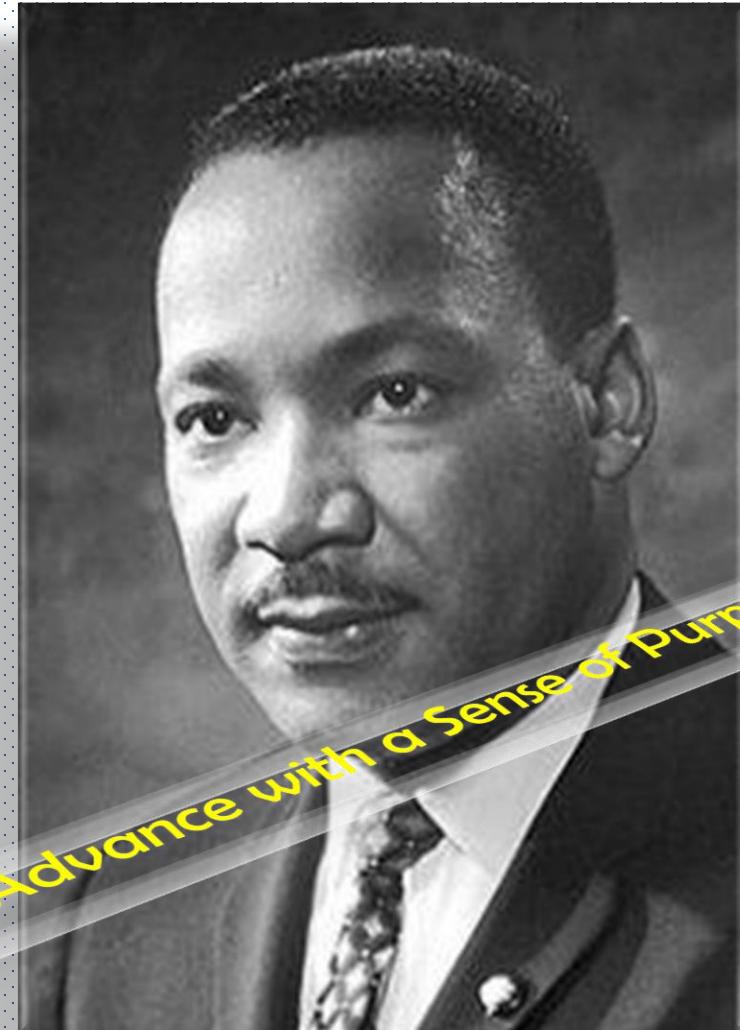


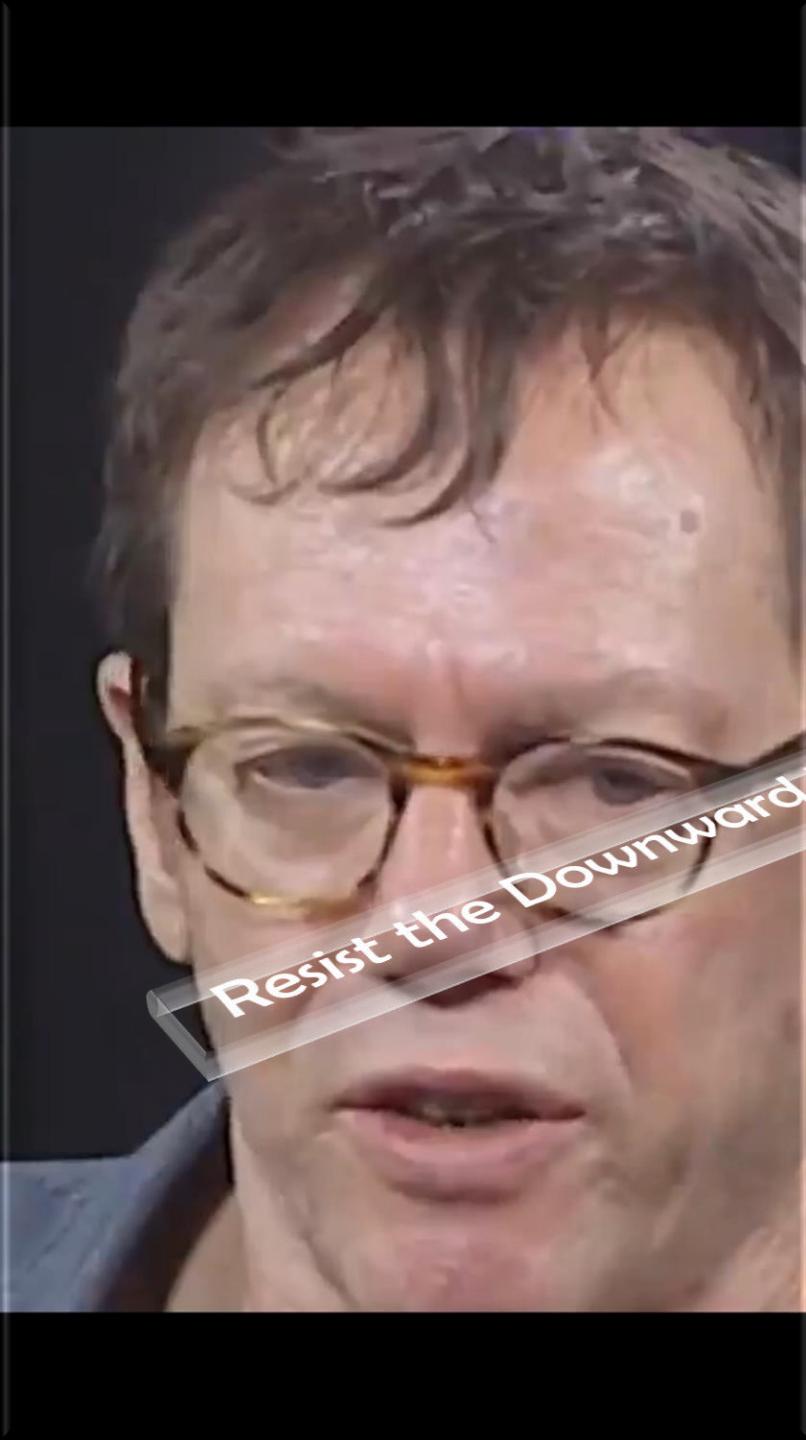
## 10. The Law of Envy

- Learn to deflect envy by drawing attention away from yourself.
- Develop your sense of self-worth from internal standards and not incessant comparisons.

# 13. The Law of Aimlessness

- Unlike animals, with their instincts to guide them past dangers, we humans have to rely upon our conscious decisions.
- We do the best we can when it comes to our career path and handling the inevitable setbacks in life.
- But in the back of our minds we can sense an overall lack of direction, as we are pulled this way and that way by our moods and by the opinions of others





# 14. The Law of Conformity

- In the group setting, we unconsciously imitate what others are saying and doing. We think differently, more concerned with fitting in and believing what others believe.
  - We feel different emotions, infected by the group mood. We are more prone to taking risks, to acting irrationally, because everyone else is.
  - The only solution is to develop self-awareness and a superior understanding of the changes that occur in us in groups.
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