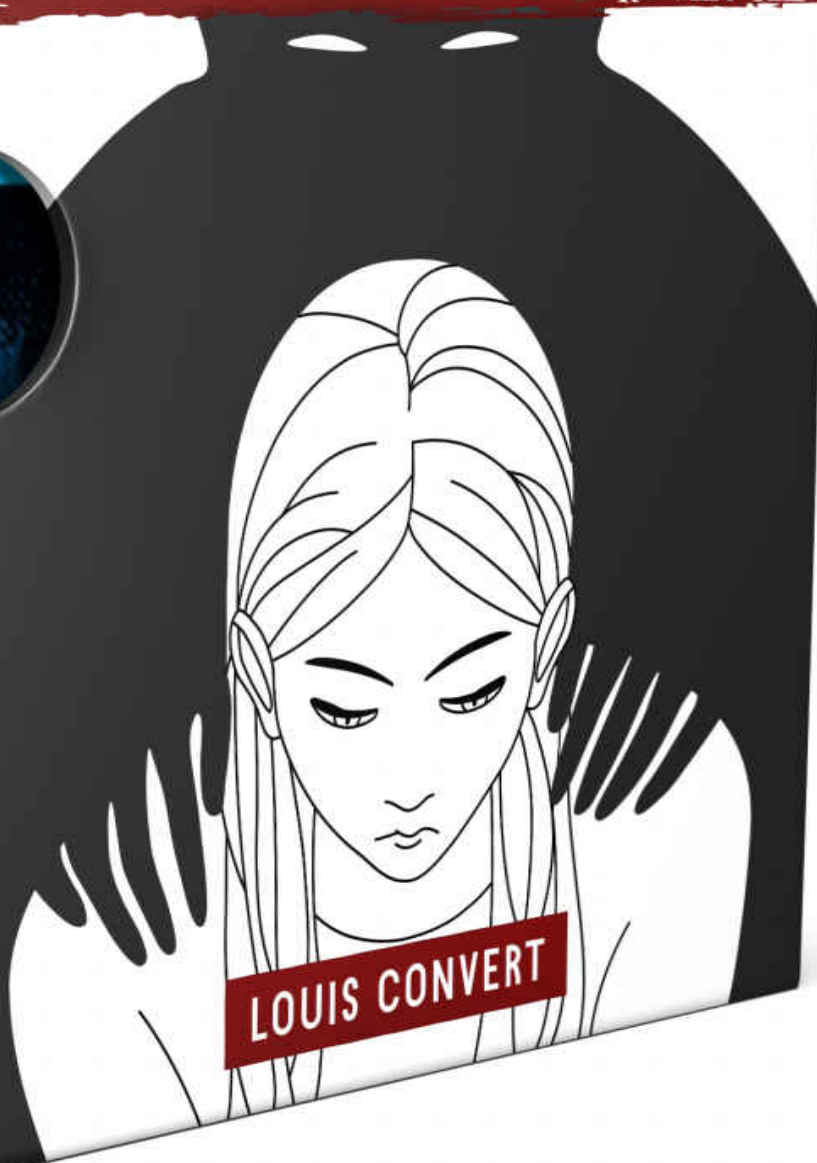


DARK PSYCHOLOGY

HOW TO ANALYZE PEOPLE, AND THEIR EMOTIONAL
INTELLIGENCE TO BE ABLE TO AVOID NARCISSIST, DECEPTION,
AND TOXIC PEOPLE TO START LIVING A WEALTHY LIFE



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HOW TO ANALYZE PEOPLE

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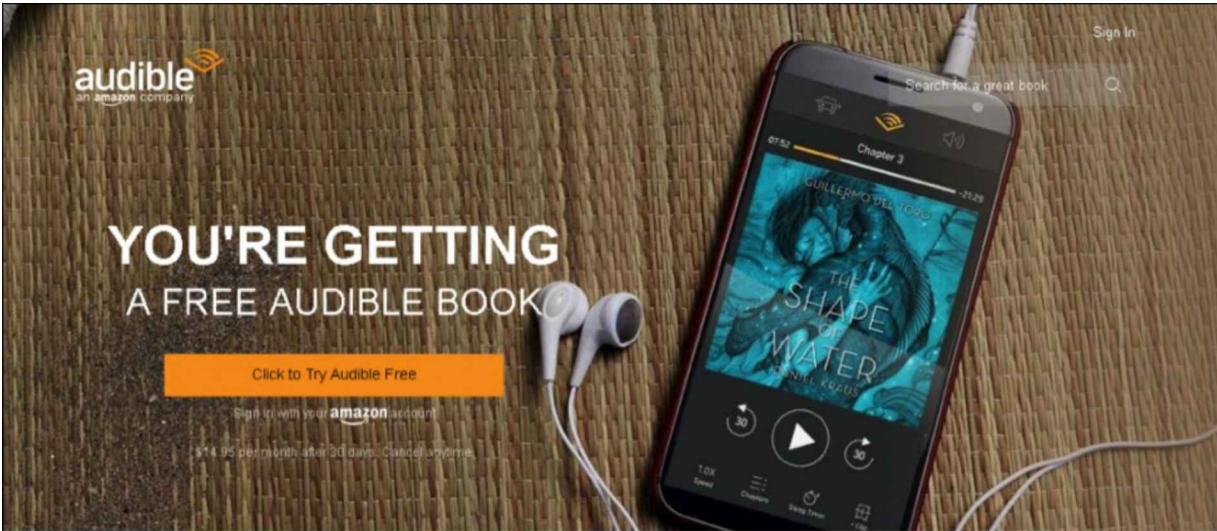
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Dark Psychology:
The 101 Secrets of the Art of
Reading and Influencing People,
How to Stop Being Manipulated,
Avoid Mind Control and Learn to
use NLP Manipulation Techniques
for Social Influence

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Introduction

Dark Psychology is one of the arts of persuasion and mind control. Psychology refers to the study of the behaviors of human beings. It is the center of every human being's thinking, their deeds, and socialization. Therefore, Dark Psychology is the phenomenon through which human beings apply manipulation, persuasion, and mind control techniques to fulfill their intentions. In dark psychology, there is the 'Dark Psychology Triad,' which is one of the easiest predictors of manipulator's behavior, collapsed relationships, and also being problematic. The Dark Psychology Triad includes:

- The psychopathy - They are friendly and always charming, impulsive, selfish, lack empathy, and are not remorseful.
- The narcissists - These kinds of people are filled with ego, grandiosity, and have no empathy or sympathy.
- The Machiavellians - These kinds of people use manipulation, persuasion, and mind control to exploit and lure people. In addition to this, they are always immoral.

No one in this world would wish to be a victim of manipulation even though it happens whether you are conscious or unconscious of it. In the case you fall under manipulation, it is not necessarily someone in the Dark Psychology Triad, but you will face persuasion daily. Manipulation tactics always manifest themselves in regular commercials, Internet advertisements, sales tactics, and in your workplaces. If you are a parent, you must have come across these tactics in your everyday life since children tend to experiment with tactics so that they can get what they want. Dark Psychology is used by people who you genuinely love or trust. In Dark Psychology, the manipulators use the following tactics:

- They flood their targets with love, compliments, and buttering up to acquire what they want.
- They lie too much, exaggerate things, tell untruths or even tell partially true stories.
- They deny their love to those they are targeting through withholding their attention.
- They give some choice routes that distract you from the choice you do not want them to make.
- They apply reverse Psychology, which involves doing something which motivates their victim to do the opposite, which turns out to be what they wanted.
- They use words assumed to have the same definition, but later tell you they meant something else throughout the conversation.

Dark Psychology aims at reminding you how easy it is to get manipulated. You should, therefore, assess your techniques in all areas of your life, workplace, leadership, intimate relationships, and parenting. The people who use these Dark Psychology tactics are aware of what they are doing and manipulate you intentionally to get what they want. Some end up using unethical ways in their manipulative techniques though they are never aware of it. Other people learned their manipulative techniques at a very early age. For instance, if you applied a particular behavior when you were a kid and you got what you wanted, you are more likely to use the same technique every time you want something.

Others are trained or get to know these tactics just by happenstance. The training programs that can prepare you on the ideas and concepts of Dark Psychology and unethical persuasion techniques are mostly the sales and marketing programs. When doing sales or marketing, dark tactics are applied to either create a brand or sell a product that ends up benefiting the

sales assistants rather than the customer's needs. You get convinced that using such dark tactics is okay as it helps the buyer. The following are the people who use Dark Psychology tactics the most:

- The Narcissists – Narcissistic people, always have a high sense of self-worth. They want everyone to realize and recognize their superiority. They still want to be adored or worshipped. Therefore, they use dark tactics to manipulate, persuade, or control the minds of their targets.
- The Sociopaths – They are charming, bright, but impulsive. They lack emotions and are remorseless; hence end up using Dark Psychology tactics to mend relationships with people they can easily take advantage of.
- The Attorneys - Most of the attorneys emphasize on winning their cases such that they opt for dark manipulation tactics to acquire what they want.
- Political Figures – They are always using shady manipulation tactics while campaigning for people to elect them. They use dark psychological techniques to prove to the voters that they are the best and deserve the post they are fighting for.
- Salespeople – The salespeople are always focusing on the benefits rather than the customer's satisfaction. They use dark persuasion tactics to make the buyer buy their products.
- Leaders – They use dark manipulation tactics to have great efforts, submission, and higher performance from their dependents.
- Speakers – Various speakers, especially public speakers, practice dark persuasion tactics to influence their audience. This helps them sell more products, predominantly in the final stages.
- The Selfish – Anyone with a hidden agenda of self before others always uses dark manipulation tactics to get what they want first at someone's costs.

Most of Dark Psychology tactics seem to step even on your toes. Speakers and salespeople are everyday users of these dark tactics. You should, therefore, note that, whether working, writing, talking, or making sales, you are neither supposed to use these dark tactics. Various people tend to admit that their professions require them to practice dark tactics, especially if their aim is to maintain the company's top positions or to avoid losing customers.

It is unfortunate because if they fail to exercise these tactics, there will be short-term sales as well as revenue that will ultimately lead to customers not trusting the company, poor business tactics, employees becoming disloyal, and less successful business results. This calls for you to know the difference between motivation and manipulation tactics that are good or dark. This can be achieved if you assess your intents. If a tactic benefits you alone, then it must be an ominous manipulation task.

Chapter 1 History Of Persuasion Aristotle's Three Models Of Persuasion: (Ethos, Pathos, Logos)

Persuasion has a long history, going back to when humans discovered how to use it to our advantage. Persuasion is defined as a type of behavior that is employed as a means to influence someone's way of thinking, beliefs, decisions, motivation, and behavior.

It can be subtle and undetectable, done covertly, or more obvious, such as a form of encouragement.

The reasons for persuasion vary and are commonly used for personal and/or financial gain. It's a method applied throughout history for political and social gain. One notable example is how the Greeks viewed forms of persuasion, as a way to measure the suitability of a politician or position of authority. The ability to persuade was valued highly, and those who were successful were regarded as worthy of election.

Aristotle, a Greek philosopher, regarded persuasion as an essential skill to acquire and develop for a variety of reasons. It can be argued that persuasion, if used in its most skillful form, can deflect a lot of negative attributes and help someone gain favor, regardless of the circumstance. An example of this is a court case, where a defendant or their lawyer can argue their innocence by way of persuasion. Even where a defendant is believed to be guilty, persuasion can (and has) convince a judge or jury that evidence is circumstantial or that a witness's testimony is not credible. There is more to this method than simply convincing an individual or group of a certain belief or concept with a smooth presentation and convincing words; it includes a far more in-depth study and observation of the people who are to

be persuaded. Many of these attributes are useful in winning an argument or a case, whether the person employing the persuasion techniques is correct or not. In some cases, it's not about right or wrong, but instead, a variance in opinions or beliefs where persuasion can go a long way to convince people to see the other side of the debate.

What Are The Different Types Of Persuasion?

Rhetoric is a powerful method of persuasion, which involves the careful study and observation of people, either in groups, as individuals or in society, to better understand how best to apply the "art" of persuasion. Observing people would entail a lot of studies, including employing skilled writers, artists, and speakers with the expertise and talent to persuade. A modern example of this method can be seen in advertisements aimed at specific demographics to promote the sale of a product, or a political campaign targeting undecided voters, to sway their decision one way or another.

The goal is not only to get your attention but to maintain it by “speaking” to you in a way that evokes an emotional response or action. This could result in an emotional plea to support one political party instead of others or to purchase a certain product or service because of a certain nostalgia or connection with family or co-workers.

The reasons for using persuasive techniques is not always secretive or malicious: it can be a good way to convince someone to reconsider making the wrong decision that could result in a detrimental outcome, or serve as a form of positive encouragement or reinforcement as a form of empowerment, such as "you can do it" and "what have you got to lose, come on!" When persuasion takes on a more direct tone, it may seem like a strong form of encouragement. While this may work for some people, it doesn't have the same impact on others. Some people thrive on overt persuasion and may otherwise not achieve a milestone or "go for it" without that persuasive push. On the other hand, some people prefer more autonomy and do not respond well. This is where covert or more subtle forms of persuasion can be useful in influencing them.

Recognizing the different signs of persuasion is key to knowing if someone is using these methods on you. It may not be as obvious as coaxing someone to change their mind or try something new. Some forms of persuasion may be subtle and difficult to detect initially.

Understanding the reasons behind persuasive techniques and the different purposes they serve can help determine if you may be on the receiving end and the reasons why.

Three Basic Forms Of Persuasion

There are three types of persuasion: ethos, logos, and pathos, according to Aristotle. Each method appeals to a different source and has its reason for use:

Ethos

Ethos is known as the persuasion using ethics or morality as a basis. In this method of persuasion, the speaker or individual applying this method is trustworthy, credible, and knowledgeable. In their speech or debate, a credible person will make use of their related expertise and knowledge to support their argument. This is done by citing relevant sources and using their credibility as an expert to persuade the listener of their legitimacy. This method is regarded as respectful in that it doesn't intend to sway the listener for unethical gain or advantage.

The speaker's reputation and status carry a lot of weight in terms of credibility, though this can also be established by using carefully constructed arguments that show that they are ethical.

Logos

Logos is based primarily in logic, or the application of logic to reason with or persuade someone. This method involves using evidence and related studies to support an argument.

It's a clear, concise form that doesn't convince someone based on pseudo-science or skewed facts, but rather, it appeals to people who are not easily persuaded unless facts and their related sources support the argument. The format of logos is usually presented in a clear, sometimes chronological, and progressive manner to show how a subject or topic began as disputable, followed by studies and observation to gain factual information to support the argument.

Pathos

Pathos is a method of persuasion that uses the emotion of the recipient (the person being persuaded). This is one of the most powerful and frequently used methods of persuasion. Pathos appeals to an audience's emotions, including their passions, imagination, creativity, and sympathetic nature. While the aim of this method is similar to logos and ethos, pathos can become very deceptive is using a vulnerable person's or group's emotions to their advantage. This can be seen in high control groups, where the promise of making lots of money or reaping the rewards of following a set of rules or belief system. Emotional persuasion can also be powerful in helping the audience identify with the speaker and/or their supporters, by sharing personal experiences and anecdotes that can convince people they are sincere and genuine, or "just one of us." The danger with employing pathos is how it can be misused to take advantage of a vulnerable or gullible group of people who are looking for quick answers and solutions to their problems.

Chapter 2 Six Theories On Psychology Of Manipulation

Reciprocation

Give something to get something, right? Remember the story of the chicken who planted grain so that her chicks could eat? She asked for help to sow the grain, to keep the field clean from weeds, to harvest the grain, and finally, to make the bread. She asked her neighbors and friends to help, but in the end, no one was interested until the bread was hot and ready to eat. Since her neighbors had not given her anything in the form of help, she was not inclined to provide them with any of the final product.

That give and take is the first principal of getting along in life, and it's known as one of the foundational principals of persuasion as well.

Reciprocity merely means that if you give someone something, they are more likely to provide you with something in return.

Commitment and Consistency

We, humans, have a “reality” surrounding us at all times. I put this “reality” in quotes because it is a reality of our creation.

Our brains have an innate ability to tell stories, and we tell ourselves stories all of the time. We tell ourselves stories of the type of person we believe we are and how we behave feeds into that story. When presented with a choice, you make that choice based on the story of who you are. One of the options looks “right” to us because making that choice is consistent with what we believe a person like us would do.

Social Proof

This core persuasion principle is also sometimes referred to as Consensus. Social proof feeds directly from the previous storytelling of Commitment and Consistency. We have told ourselves a story of what we believe we are, what we stand for, and the kind of person we are. To reinforce that story, we look at how other people behave for Social Proof of how people like us should react in a particular situation.

Now more than ever, the Internet has created countless places where we can go for this type of reinforcement. Some of that reinforcement is legitimate, some not so much. All of it is used as a powerful tool for persuasion, as we'll find out going forward.

Authority

Now once we have decided on the type of person we are and we've assembled with the kinds of people we believe reinforce that identity; the next step is to seek out knowledgeable people to reinforce what we've told ourselves to be true. That's where the idea of Authority takes hold.

As sane people, we are likely to take the advice of people who appear to have more knowledge about a subject than we do. That is certainly necessary. No one can know everything, not even with smartphones and Google, just a tap away. We seek out the advice of people who know more about a subject than we do. We'll talk more about using this in persuasion later.

Liking

Liking is one of those core principles that seem obvious, but yet it needs definition since it is at the hub of all types of persuasion. Liking, simply put, means that you are much more likely to be persuaded by someone that you like.

If you don't like someone, are you going to take their advice? Probably not. We, humans, are wired to make snap judgments about almost every situation we get into, and one of the most straightforward decisions to make is whether we like someone or not. Every person you meet triggers a feeling instantly of comfort or wariness. This was a survival skill in the early days of our evolution, and it still holds sway today, as we'll see.

Scarcity

Speaking of evolution's early days, our final persuasion principle is an obvious holdover from the early days of staying alive. Scarcity makes things more valuable to us, so when something seems like it is limited in quantity, we are more likely to want it.

Sand is commonplace; gold is not. Which would you rather have? Or more to the point, what does all humankind want more? It most certainly used to be food that was so valuable, so that early man found ways to preserve food when it was abundant so that it would be around when food got scarce.

Survival depends on specific resources that can be in short supply, so humans are naturally prone to try and save and hang on to that which is not always available. Since this is core hardwiring in our brains, we'll see that this is an often-used method of persuasion today.

Chapter 3 Character Traits Of Manipulator (Common Traits)

Most of us might have experienced emotional manipulation at some point or another. It is quite useful and is the main reason why unscrupulous individuals like emotional predators use it so often. In 2012, Facebook conducted a secret experiment in conjunction with several researchers from the University of California and Cornell. In this experiment that lasted for a week, the researchers manipulated the content viewed by over 700,000 Facebook users. The intentional manipulation of the feed viewed by the targeted Facebook users was such that a portion of them considered only negative stories, while others saw several positive ones. At the end of the week, the posts made by the users whose feed was riddled with negative posts posted harmful content themselves. So, the research conclusively proves that the mood of an individual can be influenced based on the content shown. Since the prior approval of the users was not obtained, this experiment drew severe backlash on a global scale (Segelken, H.G., Shackford, S., 2014).

One of the scariest aspects of this faux pas made by Facebook was how easily the emotions of a person could be manipulated. After all, by merely tweaking one's newsfeed, Facebook managed to control their emotions. If it is this easy to manipulate someone, then how easy can it be for real, live individuals to manipulate you? It shows how easy it is to shape one's psyche. The knowledge of your weaknesses and triggers in the hands of an emotional predator can effectively destroy your self-worth and even make you question your sanity. This is one of the reasons why emotional manipulation is destructive. You cannot regain control of your life if you don't fight off the manipulative tactics used by others. In this section, you

will be given information about how you can spot manipulation. Once you are aware of what to look for, it becomes easier to take corrective action. Emotional manipulators will undermine your grasp of reality quite quickly. They will do this by using their skillful lying techniques. They might insist that something didn't happen, even when it did. They will change the narration of facts to suit their needs and according to their convenience. The emotional manipulator is so good at lying that you will eventually start to question your reality and start doubting your judgment. By insisting that it is all in your mind and it is a figment of your overactive imagination, the manipulators will get out of any trouble quickly.

Emotional manipulators display a lot of inconsistencies in both their words and actions. They might tell you one thing, but their efforts might convey something else altogether. The emotional manipulator might promise to do something. Then when the time comes to follow through, they can quickly disavow any promises made and even claim that you are unreasonable.

Initially, a manipulator might tell you how lucky he is to have found you and then start acting like you are a burden all of a sudden. By doing this, he is effectively undermining your self-worth and making you question your behavior. The manipulator is trying to mold your perception to suit his needs and wants.

An emotional manipulator is quite adept at using the guilt of his victims to his advantage. For instance, if you ever bring up any issue or problem you have with the manipulator's behavior, he will make you feel guilty for even thinking that way. He will shift all the guilt onto you and also victimize himself to disengage any potential confrontation. On the other hand, if you don't share your issues or talk about any problems you're having, he will once again blame you for being distant and keeping it all to yourself. While dealing with an emotional manipulator, keep in mind that he will never

allow you to be right about anything. Regardless of what you do, you will always be wrong, and he will always be correct. If you ever have a problem with the relationship, he will suggest that it is all because of you. In any relationship, if you feel like you can never win or never be right, it is quite likely that you are dealing with an emotional manipulator.

Emotional manipulators love to victimize themselves. The best way to shrug off any responsibility is by playing the role of a victim. Regardless of what they do or not do, it will always be someone else's fault except his own. Usually that someone will be you. For instance, if you get upset about something or are angry, then it is your fault; after all, you're the one who had unreasonable expectations. Now, if the manipulator gets angry, then once again, it is because of something you did. Regardless of what happens, it will always be your fault, and you will be the only one accountable for it as well. The emotional manipulator will never take any accountability whatsoever. However, if anything good does happen, the credit flows to them, and anything wrong will always be on you.

Emotional manipulators always seem to be in a hurry, and they tend to skip a couple of steps regardless of whether it is a personal or professional relationship. Too much and too soon seems to be their motto. Not just their slogan, but they also expect the same from you. Any vulnerability or sensitivity portrayed by the manipulator is just a façade. The manipulator uses this tactic to make his victims feel special for being allowed into their inner circle. Not just that, it is also a technique to obtain his victim's sympathy. So, you will not only sympathize with the abuser but will even start accepting any blame doled out to you.

An emotional manipulator is like an emotional black hole. Regardless of what the emotional manipulator feels, he can successfully make everyone else around him feel the same. If he is in a bad mood, then he will ensure

that everyone around him feels the same. Well, the worst is yet to come- he will not only make others become aware of his bad mood but will also ensure they feel it. By doing this, he is essentially making others feel responsible for his mood. Once again, this is all about shifting the blame onto others and shrugging off all responsibility. If you feel like you are perpetually under an obligation to fix all the problems in a relationship while your partner does nothing, then you are the victim of emotional abuse and manipulation.

They might seem quite eager to help and even volunteer to help, and then when the time comes to keep their word, they will quickly backtrack. The initial eagerness expressed by them swiftly and rapidly turns into sighs and groans of discontent. Their desire to help will go away, and they will start behaving like it is all a massive burden to them. By chance, if you call out this behavior, it will somehow become your fault. Don't be surprised if the manipulator starts telling you that he will still help you and that you are the one who is acting crazy and is being paranoid. What is the goal of all this? Well, it will make you feel like you are indebted to the manipulator and to make you feel guilty. It gives the manipulator a certain degree of control over you.

Regardless of the problems you're facing, the emotional manipulator will always have it worse. Well, at least according to them. They will always try to one-up you. If you complain about a problem, the emotional manipulator will quickly point out that he has it worse, and you must not complain. Are you wondering why they do this? It is to minimize the intensity of your problems to shift the focus onto their pressing issues. It is also done to make their victims feel like they are complaining for no reason. A manipulator cannot stand it when others take away attention from him. The inherent traits of narcissism embedded into the manipulator's psyche make him

continuously crave for attention. He will feel threatened when others start getting this attention. To fix this situation, they will come up with tragic stories.

Emotional manipulators are well aware of the strengths and weaknesses of their victims. They will use both these traits against the victim. Once you start opening up to an emotional manipulator, he will quickly use all the knowledge he has about you against you. For instance, if you have any insecurity about your weight or struggle with your body image, the manipulator will use this information against you. He might even make comments about the food you eat, or the way your clothes fit you. He might also start using this information in public to belittle you and gain control over you. The awareness that emotional manipulators have about their victim's thought processes is off the charts.

If you notice any of the signs discussed in this section, you are in a relationship with a manipulator.

Chapter 4 Victims Of Manipulation

Just as predators have several traits, they often all have, so to do their targets. The people that predators choose to target are typically chosen methodically, seeking out those who are least likely to rebel or try to fight back from any sort of manipulation. They can identify potential targets at a glance, needing little more than seconds to pass judgment on whether that person should be pursued with shocking accuracy. They can tell based off of body language, clothing, situations, interactions, and more, who will be able to serve them best, and they frequently act upon it. Here are some of the most common traits people who find themselves victims of manipulators often have.

Lacking Confidence

Due to lacking confidence, an individual can be quite easy to steamroll. Looking for body language that marks someone as lacking confidence is a surefire way for predators to identify an easy target. Those who lack confidence are not likely to put up any sort of fight, either if you attack physically or emotionally. In lacking confidence, the predator can be sure that the individual also requires the ability to defend boundaries or him or herself. When someone comes across as self-confident, he or she exudes an air of someone not as willing to put up with any sort of manipulation without a fight. Those with confidence will fight back when they feel wronged, violated, or hurt, and would have no qualms walking away from a relationship because they trust their judgment.

By seeking someone lacking confidence, a predator goes after the easiest possible target to get whatever is desired, whether it is physical affection, arm candy, money, a home, a sale, a vote, or even just the feeling of having dominated someone else. The predator is able to boost his or her ego through completely taking over another person's life and making decisions for the person. They may want someone around that will always defer to them, allowing them a position of power, even if it is undeserved or unwarranted. They may want someone to make them feel better about themselves, and someone with low self-confidence is likely to do that. Sometimes, however, predators will go out of their way to identify someone with higher levels of confidence, as they see it as a game. They make it a challenge to so thoroughly break someone with high confidence that the target allows them to dominate the situation. This predator is doing nothing more than toying with the target and seeks nothing but self-gratification from doing so.

Have Something Desirable

Sometimes, personality has nothing to do with being targets. Sometimes, predators go after someone because they have something the predator wants. Whether it is money, status, a relationship, or anything else, the predator may choose to go after that person in hopes of getting it by association. If the person is someone powerful or influential, the predator may weasel her way into a friendship with the sole intention of pulling from that person's influence in the future. By winning what the other person perceives as a friendship, the manipulator creates an arsenal of people with a wide range of skills, abilities, and prestige that can be used when the need arises. If she wants a new job, she may be able to get a friend to pull strings and get her one, for example.

If what she desires is money, she may worm her way into a friendship or relationship with someone that has a lot of money in an attempt to attract that kind of lifestyle. If her boyfriend is wealthy, he would likely have little issue spending money on her. Further, she may feel as though associating herself with people who have what she wants will help her learn how to achieve what the other people have. Through learning what people are doing and how they are doing it, she may be able to emulate those behaviors in hopes of getting what she wants.

Caregiver-type

Some people are more prone to being caregivers than others. People who are compassionate can become easily manipulated because they seek to believe the best in others and seek to ensure that others' needs are met as thoroughly as possible. The caregiver-type person is likely to see the manipulator and all of his or her flaws but proceed with a relationship anyway, believing that all that is needed to remedy the situation is love and patience. Unfortunately, that resilience to make sure that the manipulator is cared for and nurtured back to mental health also makes the caregiver an easy victim as well.

Because the caregiver is willing to take all of that negative behavior as signs that the manipulator needs more help, he or she will often completely overlook the warning signs and endure the manipulation, feeling as though it will stop eventually. Unfortunately, no amount of love or patience is going to change who someone is, and they are likely to be disappointed as the manipulative behaviors continue to grow, eventually beginning to drain on even the caregiver, whose personality type is prone to patience and resilience.

This is yet another common target for the manipulator because he or she can get away with far worse behavior far quicker than imagined. Because the manipulator knows that very little done will successfully push the caregiver away due to the caregiver's own inherent desire to fix the manipulator, the parasitic manipulator can continue to draw upon the caregiver's goodwill to get anything desired with few repercussions.

Empathetic

Considering that most of the manipulators you will encounter either lack empathy or know how to turn off their empathy to steel themselves from other people's emotional states, it should come as no surprise that they are naturally drawn toward the empathetic.

Empathy is the ability to sense and understand how someone else is feeling. It is as if you have taken yourself and placed yourself in the other person's shoes, understanding exactly how they feel because you know how you would feel in their situation. This sense of putting yourself in someone else's shoes enables humans to ensure that those within their family or tribal unit are taken care of. It extends to other people as well, and those who are particularly empathetic find themselves identifying with other people. They may see the manipulator and decide that they see a person who is clearly in dire need of love and attention. They see the manipulator's flaws and want to try to fix them because they understand how lonely or down, they would feel if they lacked confidence, lacked friends and family, or lacked whatever else it is that they believe the manipulator may be lacking.

The empathetic individual, like the caregiver, will take more than his or her fair share of abuse, justifying it as the manipulator being in a bad situation and that any rational person who had suffered the same way would behave similarly. The empathetic target is also far more susceptible to mind games relating to emotions and guilt trips, and the empathetic nature of the individual is eventually used as a weapon against him- or herself.

Dysfunctional Upbringing

People who have grown up in dysfunction have the disadvantage of never learning what normal, functioning, healthy relationships entail. They typically associate their upbringing with what is normal and seek to replicate those sorts of relationships in adulthood. If a child grew up around parents who fought and argued all the time, with the mother always giving up what she wanted while the father took endlessly, the newfound adult is going to attempt to replicate that dynamic in any adult relationship.

Likewise, someone who grew up in dysfunction is not likely to understand how to set normal or healthy boundaries or how to enforce those boundaries. They will be easily steamrolled, especially if boundaries being disrespected were a common theme growing up. This leaves the individual quite vulnerable, as he has no sense of normalcy and no sense of how to protect himself within a relationship. He does not understand that relationships are supposed to be symbiotic, and because of that, he is far more likely to deal with misbehaviors and abuse from a manipulator.

Knowing this, manipulators look for those who grew up in dysfunction.

They are seen as easy targets. Their lack of boundaries makes them easier to manipulate, and their lack of confidence or sense of what a healthy relationship looks like means that the target is not likely to see red flags when the manipulative behaviors begin cropping up. With red flags unseen, the manipulation is not seen as a warning sign that the relationship is unhealthy or should be ended. Particularly if abuse and manipulation were prevalent in childhood, the target may have a high tolerance for such behaviors, meaning the predator can escalate quickly and more effectively.

How to identify yourself as the Victim of Covert Manipulation

No one likes being manipulated. When manipulation occurs, you lose your power and your will. You must do what the other person wants. You often have no idea what the other person is planning, and you have no say in the situation. This makes life very difficult, and it can cause you to do things that you don't want to do.

Now that you know the secrets to covert manipulation, you also know what to watch out for. You can reverse the techniques in this book to see when others are manipulating you. You can also flip these tactics on people and give them the manipulation that they are trying to run on you. There are various ways that you can protect yourself against manipulators.

Identify when You are a Victim

Everyone has a gut instinct that rears up when they are used or misguided. Your gut instinct is very sound. You will know when you are a victim. The problem is, a lot of people ignore their instincts. You might ignore yours. You might think something like, “I’m just paranoid” or “What could go wrong if I hang out with this person?” You might think that the harm will be worth the benefits that you could get from knowing this person who gives you bad vibes. Maybe everyone else likes this guy, do you think that you are just weird, and you should like him too. Or maybe he is able to charm you and convince you that he is not so bad, and over time you start to get over your initial bad vibes.

But vibes are not something that you should ever ignore. The minute your gut warns you about someone, listen. Your first impression of someone is never wrong. If you get a terrible first impression, don’t give the person a second chance. You know more about someone by just glancing at them than you would think. The human brain is amazingly powerful; you only are conscious of roughly ten percent of your mind, so a lot is going on under the surface that you are not consciously aware of. Your brain is capable of reading people and determining the future far more than you realize.

So, when you get that gut feeling, understand that your brain is working very hard and noticing things that you are not consciously aware of. The person that you get bad vibes may not be matching his body language to his words, or he may be acting oddly in ways that you can’t detect easily.

Listen to your gut!

If you are just not in touch with your gut at all, or if you have doubts about someone, you might want to consider looking at some other signs. You can identify a manipulator based on his actions and language choices. You can

also tell by how you feel around this person. Various clues point out who someone is and what his intentions are.

What Makes You Vulnerable

You may wonder why manipulators are attracted to you, especially if you have had multiple encounters with manipulative types. You may also wonder what you should change about yourself to avoid running into a manipulator in the future.

One thing that makes you vulnerable is being accepted to manipulative treatment and emotional abuse. If you were emotionally abused or repressed as a child, this type of treatment might seem normal to you. You don't know anything else. You don't know how a healthy relationship is supposed to feel. So, you accept the terrible treatment that others would not think of accepting. As a result, you are projecting a sense of vulnerability that draws manipulators from far away. The minute you begin to tolerate their treatment and keep them in your life, they gain power over you and choose to continue using you until they get what they want. Work on increasing your self-esteem and avoiding familiar patterns. If you get that eerie sense of déjà vu when you meet someone, you might want to avoid that person because he is probably reminding you of previous abusive patterns that you have been in.

Another thing that may make you vulnerable is neediness or weakness. If you are in a vulnerable time in life, you might be more open to manipulators. Manipulators can see that you are in need, and they see it as an opportunity to offer you what you need in exchange for what they want. They will use any opportunity to gain control over you, and when you are in a bad period of life, you hand them opportunities. You need to guard your heart and mind, especially well when you are at a disadvantage. Be wary of extremely kind strangers or lifesavers. Not all heroes are good guys. Your heroes may help you, but they may have hidden intentions. Most people won't do something for free, so watch out.

You may also be a target for manipulation if you have low self-esteem. Events in your life or your childhood may have stripped away from your self-esteem and confidence. You may be emotionally vulnerable. So, you want people who build up your ego. Manipulators can spot this, and they will move in on you, working hard to please you and make you smile. They see a way into your mind through your bruised ego. Try to build your self-esteem by yourself and work on loving yourself.

Signs of a Manipulator

A manipulator is often incredibly superficial. This means that he looks good on the outside, but there is nothing to follow it up on the inside. He is shallow and lacks depth. Everything he does and says is fake, part of a façade that he erects to fool you. So, beware of people who are incredibly charming and attractive when you first meet them. Get to know them before you start confiding in them or trusting them. Don't make a commitment or business deal until you are sure of yourself.

Another sign of a manipulator is that you feel compelled to confide in him or to do what he wants. You always find yourself saying yes when you want to say no. It's impossible to be yourself and to stand up for yourself. He has some sort of power over you that you can't resist. Unfortunately, this power is just a carefully woven web of manipulation, deception, and emotional harm. He will dump you the minute he gets all that he can from you, so don't stick around or make the mistake of thinking that this relationship will last. He does not care, no matter how well he pretends to. Get away from him before the relationship gets too harmful, and he ruins your life.

You may also find yourself saying sorry all of the time. Your guilt eats you up. Every situation with this person seems like your fault. Even if he is at fault, he manages to twist things around so that you feel guilty. He will never take responsibility for anything that he does, and he will always put everything on you. He can do what he wants, but he holds you to exacting standards and punishes you when you don't follow suit. He kills your self-esteem and causes you to hate yourself.

Finally, a manipulator is great at changing your mind. You might feel one way, but after talking with him, you feel a completely different way. He can change your mind and your way of thinking. Sometimes this may even be a good thing, as he makes you think more constructively or positively. But be

wary of someone who has so much power over your moods and your thoughts.

Chapter 5 Tips For Dealing With Manipulative People

The first and most important thing that you need to do to defend yourself against mind and emotional control and manipulation is to accept the fact that the person you are dealing with is controlling and manipulative, and that's his or her nature.

The reason people stay with controlling individuals is that they operate under the misconception that such people can change. Many controlling and manipulative people tend to have dark personality traits such as narcissism, Machiavellianism, sadism, or psychopathy. That means that the need to control others is just part of who they are.

If you start dating someone (or associating with them in any other way) and you realize that they are controlling, don't delude yourself into thinking that you will be able to change them and make them less controlling. That is part of the manipulation; they'll put out signals that indicate to you that they might be open to change, but that only makes you feel more invested in the relationship. It makes you susceptible to further manipulation and control. Controlling people won't change on their own; they need to control others is primal, and it's not something that can be easily trained out of a person. So, once you see any of the signs of control that we discussed in the previous chapter, it's time for you to either sever your connection with the person or if he or she is a permanent part of your life (like a family member that you can't completely avoid), you should start considering some of the defensive strategies that we will discuss in this chapter.

Once you have accepted that controlling people won't change on their own, it's time to come up with a strategy to deal with them. Towards that end, the first thing you need to do is ensure that you understand all your

fundamental human rights, and make sure that the controlling person doesn't violate them.

You have every right to stand up and to defend your fundamental rights including the right to be treated with respect; the right to set and pursue your own priorities; the right to express your own needs and feelings; the right to say "NO" to someone's request without feeling guilty about it; the right to have an opinion that differs from that of anyone and everyone else; the right to pursue a happy and healthy life; and the right to protect yourself from threats (including physical, mental, and emotional threats).

If someone infringes on any of these rights, you have a right to act.

Controlling people will try to convince you otherwise. They'll tell you don't feel how you feel, or that they didn't mean something the way you interpreted it, but don't ever substitute your own objective judgment for someone else's; if you feel what the manipulator is doing is harmful to you, don't give them the chance to convince you otherwise, because no matter how smart you are, good manipulators will be able to talk you out of anything.

Think of the rights we have listed above as boundaries. Picture them as lines that separate you from everyone else, even the people you love. No one gets to cross those lines. Anyone who does is out to control you; we are not trying to get you to be paranoid, we are trying to get you to be vigilant. It's only by being vigilant that you will be able to see a controlling person come from a mile away, and you'll be able to strategize and to defend yourself.

You need to learn to tune into your real feelings in every situation that you find yourself in. The thing about controlling people is that they try their best to be subtle so that their manipulation techniques can fly under the radar. That means that if you are interacting with such people. At the same time,

you are on autopilot, and it can be extremely difficult for you even to recognize the fact that they are trying to control you, so you won't be able to take defensive action.

Whenever anyone makes you have negative feelings, or they make you doubt your conviction about something, it's time to snap out of autopilot mode and tune in to the way you genuinely feel. Define the feeling. Is it guilt? Is it insecurity? Is it self-doubt? If you feel obligated to act a certain way, try to uncover the reason behind that sense of obligation: Are you afraid? Are you ashamed? Are you reciprocating? Unless you articulate your thoughts and feelings in such moments, you will be unable to tell when you are being manipulated.

Once you get the sense that you are being manipulated or someone is trying to control you, start scrutinizing everything they do. Manipulators work tirelessly to get you to fall into their trap. Every action they take will be tactfully selected to steer you one way or the other. The only way to avoid falling into their trap is by assuming that everything that they put on your path is a potential trap.

Since you know they are controlling, if they do something nice for you, try to identify the ulterior motive in their niceness. If they are mean to you, try to understand the objective behind their meanness. If you see they are trying to bait you into reacting in a specific way, avoid giving them the satisfaction.

People who are controlling like to pick soft targets, so if they see that the strategies, they are deploying in the early stages of your association with them aren't working the way they are intended to, the manipulators might leave you alone and find someone else to target. If you don't seem to be malleable in any way, they'll won't want to waste their time on you.

You might also want to start keeping a record of all your interactions with manipulative people. This might seem excessive, but psychologists have long understood that writing things down (or keeping a journal) can help us make sense of the way we feel, and it can help put things into the right perspective.

Several manipulation tactics work because the victim stops believing in their sense of right and wrong, and they stop trusting their perceptions. When you write things down (preferably in an electronic journal), you can always refer back to it, and this will help ensure that you remain grounded in reality.

In cases of gas-lighting, manipulators can convince their victims that things didn't happen the way they remember. In instances of brainwashing, they can satisfy their victims that their feelings about certain past events aren't warranted, or that the memories they have are somehow warped. By keeping a journal, you'll have contemporaneous evidence of the things that happened and the way that you felt at the moment. This means that even if your memories fail you later on, you will have a way of knowing the truth, and you'll, therefore, be less likely to let the controlling person convince you that you are wrong.

You can use either a physical journal or an electric one, but you have to make sure that the controlling person is unable to get his or her hands on it. Some people even use voice recording devices to keep records of their thoughts and emotions. Whatever method you choose, you should preserve and protect your version of events because controlling people won't hesitate to rewrite your history.

You should also try to stay away from manipulative and controlling people. When you meet people for the first time, try to read their body language and their verbal cues, and try to figure out if they have ulterior motives. You can

learn to read body language to help you detect when people are cunning or deceptive, but even without any training, you can learn to listen to your instincts about people and to trust those instincts.

Psychologists have established that the human mind can be able to accurately perceive potential threats within a few minutes of interacting with someone; try to differentiate between your instinctual reactions to a person and any prejudicial reactions or cognitive biases that you may have about certain demographics.

As we have mentioned several times in this book, manipulative people can come across as charming and charismatic, so, try to look past the superficial charm when you meet a person for the first time.

If the controlling person is a member of your family and you can't completely avoid them, try to keep your interactions to a bare minimum. Avoid spending time with them unless you have to, and avoid situations where you may find yourself alone with them.

If it's a colleague at work, you should try to steer away from them too, but make sure that your defensive action doesn't hurt your career. If the person is your boss, you might want to think about the long-term implications of working for a person like that. However, you can try to remain professional and to remind them to do the same whenever they cross the boundary and try to make things personal.

You can also deal with controlling people by calling them out and letting them know that you understand what they are doing. If you notice that someone is trying to manipulate you in a specific way, confront him, and tell him everything about his plan.

After reading this book, you understand the various tricks that manipulative and controlling people tend to use, so you may be able to identify what someone who is targeting you is trying to do. The next time they are up to

their shenanigans, call them out on it. They may react in one of several ways. They may deny it and accuse you of being paranoid. They may fake outrage and try to guilt-trip you for making such serious accusations. They may react in anger since they know that their plan has been unraveled.

Whatever reaction the manipulator throws your way, you have to understand one thing; you are calling them out, not bargaining with them. So, if they try to convince you that you are wrong, just say something like “If you say so” and get away from them. Some of them will leave you and target someone else because they understand that you are too smart for their machinations.

However, others (especially the most malicious of the bunch) may try to retaliate against you with personal attacks, or they may switch strategies and try a different approach altogether. When they do this, call them out on that as well.

Sooner or later, even the more stubborn amongst them will start to realize that they aren’t making any headway with you, and they may give up. Few may take each instance of being called out as a challenge to step up their game; try to sever your connection with such people, or you can try calling them out in front of witnesses and warning them to stay away from you.

Again, as we’ve said, manipulative and controlling people tend to gravitate towards easy targets, so if you keep proving that you are no easy target, they’ll recognize that they are wasting their effort.

You should also avoid getting emotionally attached to people who you suspect of being controlling. We acknowledge that this is easier said and done. Meeting new people isn’t easy, so when you meet someone, you think you might be compatible with. You notice that they have certain traits that could indicate that they are controlling, it’s still tempting to give them the

benefit of the doubt, because deep within, we want to believe that people are good.

You might decide to indulge someone for a while before you fully understand his or her true nature, but as you do that, you become emotionally linked to them. You fall for their charming behavior, and before you gather enough evidence to prove to yourself that they are controlling conclusively, you would already be too emotionally invested in that relationships just to sever ties with them.

This can be compounded by the flawed thinking that we might be able to change people (which we discussed earlier). The best approach for you is to set your boundaries from day one before you become emotionally invested.

Even if you want to give the person the benefit of the doubt and to get to know them better, you should go into it while understanding your own rules, and don't let emotions cloud that understanding. Stay cordially civil whenever you interact with them (or anyone for that matter), and break with them as soon as you are sure that they are indeed as manipulative as you suspected.

So far, we have looked at how you can defend against mind and emotional control when you discover it early enough before you become too invested in a relationship. However, the fact is that even if you are vigilant, some people will fly under your radar, and they'll get close to you before you notice that they are manipulative. In other cases, you may not have a choice on whether or not such people are in your life; you may be able to choose your romantic partner, but you can't choose your family members, colleagues at work, or your casual acquaintances. So, how do you defend against control in such cases?

Well, you may be able to defend yourself by following this simple 3 step process:

Know What You Want

Manipulative people will seek to control you because they want something from you. They want something very specific from you, and they are manipulating or controlling you to increase their chances of getting that thing out of you. The problem is that if you are the kind of person who spends his or her time giving other people what they want, you will waste your whole life serving other people's interests, and you won't ever get what you want out of life. So, no matter how long you have been under the influence of a manipulative person, this is how you have to start; by figuring out what it is that you want.

You have to do this as empirically and as systematically as possible. Take a notepad or some kind of writing material, and start evaluating the things that you consider to be your core values. Write down the things in your life that you believe are the most important to you. Is it your family? Your job? Your faith? Your academic pursuits? Certain hobbies you enjoy? A certain person you love? Be honest with yourself and create a list. First, write down whatever comes to mind. The first list will be in random order.

After you have put down all the things that you value, it's time for you to rank them according to how much you prioritize each one of them. List them, from what's most important to what's least important. Don't have any qualm or guilt about the way you rank your values (for example, if you feel your hobby is more important than your career, be honest with yourself in your rankings).

Once you have ranked your values, it's time for you to ask yourself why those values are important to you, and why each value is more important or less important relative to the other things in your list. Try to see if there are

any things that you currently value, which may be on your list as a result of the machinations of a controlling person.

If there is a value that seems particularly important to you, or it seems to rank higher than it logically should, it could be up there because someone manipulative drilled it into you over a long period of time. If something that is logically important doesn't rank as highly as it should, it could be that a controlling person has been influencing you to think of it as unimportant. You should also repeat the same exercise, and this time, instead of listing and ranking your values, you should list and rank your favorite ways to spend your free time. Start by listing all the activities that you believe you would like to do when you have the time. In this initial list, don't think practically; think imaginatively. If you had the time, and you had no constraints, no one to hold you back, what would you do?

You should then create a different list, not one of the activities you would like to do, but one of all the activities that you remember doing during your personal time lately (all the time you spend outside work is technically person time). Rank those activities based on how much time you have spent on them in the past few months.

Now, compare those two lists and spot any differences. What would you like to do that you don't have the time to do? Why don't you have the time to do it? What takes up all your time? Look at the things that you often do, particularly those that take up most of your time. Why do you do those things? Do you truly enjoy doing them, or do you do them out of a sense of obligation? How much "me time" do you really get?

The reason why it's important to assess both your values and the way you spend your time is that someone may have taken over your life, and he may have installed his or her interests at the helm of all your lists.

A controlling person may have destroyed your real values, and he may have forced his values on you. A controlling person may be taking up all your time so that instead of doing what makes you happy, you are spending every free moment you have doing what makes him happy.

If you find yourself spending every evening in a sports bar with your boyfriend when you would rather be taking a dancing class, it means that he has taken control over your evenings and that his leisure activities are a bigger priority for you than your preferred leisure activities. If you find that most of your values are external rather than internal, it means that you care more about someone else's happiness than your own.

Compare how things should be and how they are; if you find that your priorities are not your own, it's time to make a change.

Stand Your Ground

Relationships (whether they are partnerships, marriages, friendships, or workplace relationships), are all about give-and-take. Controlling people and manipulators want to take more than they give or even more than you are willing to give. There is only one way to truly regain control if you are under the influence of a manipulative person, and that is to stand up to them.

Now that you know what you want, and you are able to identify areas in your life where you have compromised too much, and given control over to someone else, you'll have to confront the manipulative people in your life; there are no two ways about it. It's either you regain control, or you let them control you.

To stand up for yourself, you have to reinstate your real value and get rid of the values that have been imposed on you by manipulative people. If, when assessing your values, you realized that you don't have your priorities straight, it's time to let the people who take up your time know that from this point moving on, you will prioritize your interests and their interests will take the back seat.

You have to make it clear to yourself and the people in your life that you have the same rights as they do, and you will no longer let them trample on those rights. Controlling people like to think that they are superior to the people they seek to control, so if you have one in your life right now, he or she is overdue for a reality check.

That's not to say that you should unload on such people, and release all your pent-up anger onto them. You want to make it clear, and in the most logical of terms, that you will no longer be their doormat, that you won't be subservient to them, and that you do, have the moral high ground in that situation.

Here are crucial tips that will help you stand up for yourself:

Realize That No One Else Can Invalidate You

The reason we are so afraid to stand up to controlling people is that we seek external validation. However, the whole concept of external validation is a fallacy. Sure, people can validate us; a boss can praise you in public, a spouse can tell others what a nice person you are, etc. when these people validate us, it only works if we choose to internalize that validation.

The same goes for invalidation. The only reason people have the power to invalidate us is we give them that power; we choose to internalize the invalidation. So, if you are afraid to stand up to someone because you think they'll invalidate you, that's self-sabotage.

No matter what others say, the decision to perceive your thoughts, feelings, and actions as invalid only lies within you. This knowledge should empower you to stand up to anyone, even if you know there's going to be some backlash.

Make People Respect And Value Your Time

Your time on this planet is very short, and it's extremely valuable. As part of standing up for yourself, you have to make sure that the people in your life realize that. If someone shows no respect for your time, then you have to cut the amount of time you give to them.

Ensure That You Always Stay Calm When You Confront Manipulators

You'll come up with a strategy to assert for yourself, but no matter how well thought out your plan is, it could fail if you let emotions get in the way. The only way to win is by staying calm. When you confront a controlling person, make sure that you process the entire interaction through the logical part of your brain, not the emotional part.

This is going to be difficult; as we have already mentioned in the book, emotions are more primal than logic, so it's very easy for them to take over. You have to make a concerted effort to stay calm and logical.

When you stand up to someone, emotion is your enemy; it doesn't matter if it's a positive emotion or a negative one; it's going to work against you.

When controlling people see that you are finally standing up to them, they'll react in an emotional way.

Emotions can be infectious (for example, when someone raises their voice in a conversation, you will instinctively do the same). Still, you have to make a mental effort not to mirror the manipulators' emotions. Make your point in a calm voice, and if they react with anger, let them vent, then reiterate your point calmly as you address any points they may have raised in their angry tirade.

You may feel strong emotions in the process, and you'll be tempted to act on those emotions, but at that moment, you should realize that the stakes are much higher than that; you are trying to regain control over your life, and emotions are of no use for you at that moment. Unless you control your emotions, you won't be able to regain control over your life.

Chapter 6 The Goals of Manipulation

Hidden in Minds, Shown in Actions

Manipulators always have their reasons for whatever manipulative behaviors are exhibited, some of which are enumerated below:

Fear: It will surprise you to know that fear drives people to want to be manipulative or to exhibit manipulative traits. The fear that a loved one might leave the manipulator in question could be the reason why a manipulator keeps putting up manipulative characteristics to get the person to stay by them. Fear drives a lot of people into doing different things. A worker could be manipulative for fear of being demoted or fired. A child is likely to engage in manipulation if he's afraid his parents may not give him what he wants.

Ego: Man's ego most times drives him to do whatever he does even when its subconscious or unconscious. So, in the case of manipulation, to protect one's ego, one might need to manipulate his victims into believing he (the manipulator) is never wrong or manipulating the victim into always being the one to apologize. Gaslighting is one technique egoistic manipulators use on their victims by trying to erase whatever their fault in the equation is and quickly turning tables around, making the victim doubt his stance or (in serious cases) sanity. As a man in an effort to protect his ego and dignity and cover his faults or inadequacies from others, he needs to manipulate them.

A need for dominance: Power-driven people or people who like to feel in charge or be in charge need to keep their status safe. So, they find a way always to be the one in charge and take control of situations. They have to manipulate people and exhibit dominance over them. Some people tend to feel a sense of satisfaction and superiority from feeling above others, and to achieve this, they manipulate people into being their pawns sometimes

unconsciously and sometimes consciously on the part of the manipulator and the person being manipulated.

Lack of social skills to handle certain issues: Some people's inability to handle issues properly or expertly makes them seek succor in manipulating others in a bid to cover up for their poor social skills or inadequacies. Since they can't find something else to resort to, they stick to manipulation, always using it as a cover-up and hideout. Some manipulative techniques they make use of are lying, evasion, diversion, feigning confusion, or innocence.

Truth Detection: Detectives are one of the professionals that make proper use of Psychological Manipulation in this century. They use this technique to extract the undiluted truth from the criminals even when they are not ready to confess. My doubt for this truth-detection psychological manipulation fades away any time I remember how my friend's dad, many years back, used it to get my stubborn friend without any struggle.

It happened that my friend had stolen an amount of money from his dad the previous day but would never confess if anyone asked. His dad's silence made him think he [his dad] didn't notice the missing money, not knowing that the manipulative father was waiting for the perfect moment to throw his manipulation skill at him. I went to visit him that afternoon when his dad called me in his presence and began like:

"You know what? When you're smart, you're smart. Nothing can take that from you. And I'm glad I gave birth to a smart boy." He said, smiling and pointing to my friend who brought his attention to what his father was telling me. The father continued;

"In this house as a whole, I am the best person that knows how to keep things, especially money, which means it will take an extremely smart child to discover where I keep my money. I was wowed yesterday by my son's

smartness to discover where that money was kept, and I just had to applaud him." He paused again, clapping and smiling. I was smiling too while looking at my friend and saying in my mind, "wow! John must be very smart truly," not knowing that a manipulation game was being played on us. John too was already smiling in agreement to what his dad was saying then the father slotted in the targeted question;

"So, John, have you spent everything or it's remaining little? Please quickly give me \$90 out of it, I want to attend to something urgently." He said he didn't care about the money. John fell for the trick, and diligently went into his room to bring out the stolen money without uttering a word.

"Wow! So, you're the one who stole my money! I will deal with you today!" The dad's reaction changed, and that was when I realized that it wasn't all real from the beginning. John could have denied it if confronted without manipulation, but he couldn't say anything except the truth when being trapped with the power of manipulation.

Motives Compared; Then and Now

The motives that drove manipulation in the past have evolved, and objectives have gradually changed as the art is now close to inevitability nowadays. Then, manipulation was used during warfare to have the upper hand over the opponents or gain victory over the enemy, government propagandist also used manipulation, and then there were little bits of manipulation in interpersonal relationships. Manipulation was then largely considered as devilish, deceitful, and something only the powerful could do.

However, as the years rolled by, and situations began to change, the world started to evolve, and the art of manipulation also had its fair share in the evolution process. Manipulation left the stage of being a tool for powerful

and tyrannical individuals; Government, police, warriors, leaders, to be a tool for smart and goal-oriented individuals; Professionals.

The motives behind manipulation than were directed towards ultimately obtaining power or exhibiting power, showcasing strength, skills, and manipulative capacity, threatening and oppressing or punishing.

Government and leaders also used manipulation to control the masses through propaganda where they played and preyed simultaneously on the masses' minds while they

Manipulation then, to an extent, exerted the use of force, even though in the present age, physical manipulation still exists; back in the days, it was more in use. It was used in policing activities to get culprits to confess their crimes, it was used by leaders to punish offenders and by tyrannical rulers to exhibit power. Physical manipulation was also used in battles and wars where enemies confronted each other and played on each other's mind while also taking advantage of the opponent's bodily strength or weakness. These days, however, the narrative seems to have changed as the art of manipulation is now used even more unconsciously than ever before. The extent to which media manipulation has permeated the air and has unconsciously gotten people with their effective and persuasive messages is evidence of how the manipulation tale has evolved. You can now manipulate people through the media and get them to act in certain ways without even coming in contact with them.

Manipulation is now used for more purposeful, positive and impactful reasons by getting people to act certain ways to get desirable effects all for the good of the individual as well as the good of the manipulator or society. It is no longer that one-sided art that is in the sole interest of the manipulator; it is now a tit-for-tat mechanism. People in business that positively manipulate clients do so with an interest of the client also in

mind, counsellors or therapists manipulate patients for their good, so the manipulation chain while being for the interest of the manipulator is also somewhat rewarding for the person being manipulated. But then again, whatever act of manipulation that is done is solely determined by the intent of the manipulator, either it's positive or negative. The change between the motives of manipulation then and manipulation now is the fact that it has now taken a subtler and smarter approach compared to how it was back in the days. Even though motives such as ego, quest for power, lack of social skills, fear still share a common relationship between motives then and motives now.

Chapter 7 Covert Emotional Manipulation/ Methods

Covert emotional manipulation is used by people who want to gain power or control over you by deploying tactics that are both deceptive and underhanded. Such people want to change the way you think and behave without you ever realizing what it is they are doing. In other words, they use techniques that can alter your perceptions in such a way that you think that you are doing it out of your own free will. Covert emotional manipulation is “covert” because it works without you being consciously aware of that fact. People who are good at deploying such techniques can get you to do their bidding without your knowledge; they can hold you “psychologically captive.”

When skilled manipulators set their sights on you, they can get you to grant them power over your emotional well-being and even your self-worth. They will put you under their spell without you even realizing it. They will win your trust, and you will start attaching value to what they think of you.

Once you have let them into your life, they will then start chipping away at your very identity in a methodical way, and as time goes by, you will lose your self-esteem and turn into whatever they want you to be.

Covert emotional manipulation is more common than you might think.

Since it's subtle, people are rarely aware that it's happening to them, and in some cases, they may never even notice. Only keen outside observers may be able to tell when this form of manipulation is going on.

You might know someone who used to be fun and jovial, then she got into a relationship with someone else, and a few years down the line, she seems to have a completely different personality. If it's an old friend, you might not even recognize the person she has become. That is how powerful covert emotional manipulation can be. It can completely overhaul someone's

personality without them even realizing it. The manipulator will chip away at you little by little, and you will accept minute changes that fly under the radar, until the old you are replaced by a different version of you, built to be subservient to the manipulator.

Covert emotional manipulation works like a slow-moving coup. It requires you to make small progressive concessions to the person that is trying to manipulate you. In other words, you let go of tiny aspects of your identity to accommodate the manipulative person, so it never registers in your mind that there is something bigger at play.

When the manipulative person pushes you to change in small ways, you will comply because you don't want to "sweat the small stuff." However, there is a domino effect that occurs as you start conceding to the manipulative person. You will be more comfortable making subsequent concessions, and your personality will be erased and replaced in a cumulative progression.

Covert emotional manipulation occurs to some extent in all social dynamics. Let's look at how it plays out in romantic relationships, in friendships, and at work.

Emotional Manipulation In Relationships

There is a lot of emotional manipulation that takes place in romantic relationships, and it's not always malicious. For example, women try to modify men's behavior to make them more "housebroken"; that is just normal. However, there are certain instances of manipulation where the person's intention is malicious, and he/she is motivated by a need to control or dominate over the other person.

Positive reinforcement is perhaps the most used covert manipulation technique in romantic relationships. Your partner can get you to do what he wants by praising you, flattering you, giving you attention, offering your gifts, and acting affectionately.

Even the seemingly nice things in relationships can turn out to be covert manipulation tools and props. For instance, your girlfriend could use intense sex as a weapon to reinforce a certain kind of behavior in you.

Similarly, men can use charm, appreciation, or gifts to reinforce certain behaviors in the women they are dating.

Some sophisticated manipulators use what psychologists call "intermittent positive reinforcement" to gain control over their partners. The way it works is that the perpetrator will shower the victim with intense positive reinforcement for a certain period of time, then switch to just giving her normal levels of attention and appreciation. After a random interval of time, he will again go back to the intense positive reinforcement. When the victim gets used to the special treatment, it's taken away, and when she gets used to normal treatment, the special treatment is brought back, and it all seems arbitrary. Now, the victim will get to a place where she becomes sort of "addicted" to the special treatment, but she has no idea how to get it, so she starts doing whatever the perpetrator wants in the hope that one of the

things she does will bring back the intense positive reinforcement. In other words, she effectively becomes subservient to the perpetrator.

Negative reinforcement techniques are also used in relationships to manipulate others covertly. For example, partners can withhold sex as a way of compelling the other person to modify their behavior in a specific way. People also use techniques such as the silent treatment, and withholding of love and affection.

Some malicious people can create a false sense of intimacy by pretending to open up to you. They could share personal stories and talk about their hopes and fears. When they do this, they create the impression that they trust you, but their intention may be to get you to feel a sense of obligation towards them.

Manipulators also use well-calculated insinuations to get you to react in a certain way at the moment to modify your behavior in the long run. Such insinuations can be made through words or even actions. In colloquial terms, we call this "dropping a hint." People in relationships are always trying to figure out what the other person wants out of that relationship, so a manipulative person can drop hints to get you to do what they want without ever having to take responsibility for the actions that you take because they can always argue that you misinterpreted what they meant.

However, malicious insinuations can be very hurtful, and they can chip away at your self-esteem. Your partner can insinuate to suggest you are gaining weight, you aren't making enough money, or even to suggest that your cooking skills aren't any good. People use insinuations to get away with "saying without saying," any number of hurtful things that could affect your self-esteem.

Emotional Manipulations In Friendships

Covert emotional manipulation is quite common in friendships and casual relationships. Friendships tend to progress slower than romantic relationships, but that just means that it can take a lot more time for you to figure out if your friends are manipulative. Manipulation in friendships can be confusing because even well-meaning friends can come across as malicious. That's because there is a certain social rivalry that exists between even the closest of friends, which explains the concept of "frenemies." Manipulative friends tend to be passive-aggressive. This is where they manipulate you into doing what they want by involving mutual friends rather than by coming to you directly. Passive aggression works as a manipulation technique because it denies you a chance of directly addressing whatever issue your friend is raising, and so in a manner of speaking, you lose by default.

For example, if a friend wants you to do her a favor, instead of coming out and asking you, she goes to a mutual friend and suggests that she asks you on her behalf. Now, when the mutual friend approaches you, it becomes very difficult for you to turn down the request because there is added social pressure. When you say no, your whole social circle now perceives you as selfish.

Passive aggression can also involve the use of silent treatment to get you to comply with a request. Imagine a situation where one of your friends talks to everyone else but you. It's going to be incredibly awkward for you, and everyone will start prying, wondering what the issue is between the two of you, and taking sides on the matter.

Friends can also covertly manipulate you by using subtle insults. They can give you back-handed compliments that have hidden meanings. When you take the time to think about what they meant by the compliment, you will

realize that it's an insult in disguise, and that will bruise your self-esteem, and possibly modify your behavior.

Some friends can manipulate you by going on a “power trip” and trying to control your social interactions. For example, there are those friends who are going to insist that every time you hang out, it should be in their apartment, or at a social venue of their choosing. Such friends often have the intention of dominating your friendship, so they are keen to always have the “home ground advantage” over you. They’ll try to push you out of your comfort zone, just so that you can reveal your weaknesses and you can then become more emotionally reliant on them.

Manipulative friends tend to excessively capitalize on your friendship, and to a disproportionate degree. They will ask you for lots of favors with no regard for your time or your effort. They are the kinds of friends who will leverage your friendship every time they need something, but then make excuses when it’s their turn to reciprocate.

Emotional Manipulation At Work

There are many reasons why your colleague may want to manipulate you. It could be you are on the same career path, and so he wants to make you look bad. It could be that he is lazy, and he wants to stick you with his responsibilities. It could also be that he is a sadist, and he just wants to see you suffer.

One-way people at work exert their dominance over others is by stressing them out and then, almost immediately, relieving the stress. Say, for example, you make a minor error on a report, and your boss calls you into his office. He makes a big fuss and threatens to fire you, but then towards the end, he switches gears and reassures you that your job is secure as long as you do what he wants. That kind of manipulation works on people because it makes them afraid and gives them a sense of obligation at the same time.

Some colleagues can manipulate you by doing you small favors, and then reminding you of those favors every time they want something from you. For instance, if you made an error at work and a colleague covered for you, he may hold it over your head for months or even years to come, and he is going to guilt you into feeling indebted to him.

Colleagues can also manipulate you by leaving you out of the loop when they are passing across important information. The intention here is to get you to mess up so that they can have a better standing with the boss or with other colleagues. When you discover that someone is leaving you out of the loop at work and you confront them, they could feign innocence and pretend that it was a genuine mistake on their part, or they could find a way to turn it around and blame you.

People with dark personality traits tend to be hyper-competitive at work, and they won't hesitate to use underhanded means to pull one over you.

Most colleagues turn out to be good friends, but you should be careful with colleagues that are overly eager to befriend you. It could be that they want to learn more about you so that they can figure out your strengths and weaknesses and find ways to use them against you. Narcissists, Machiavellians, and psychopaths are very good at scheming at work, so don't let them catch you off guard.

Chapter 8 Mind Control With NLP For Love And Relationship

Mind control techniques are extremely powerful because they don't just change how a person feels or acts; they fundamentally change that person's entire belief system. That is why, of all the manipulation and influence techniques out there, NLP's mind control is by far the most dangerous. Most people find the concept of NLP's mind control fascinating. That's because, as humans, we are reluctant to believe that someone else could take charge of the way we process thoughts and emotions, and use us like puppets to his advantage. We all like to think that we are intelligent, mentally strong, and we will be able to see any attempts at mind control coming from a mile away and to shut it down immediately.

That is a misconception that we need to dispel. Mind control can happen to the best of us. With concerted effort, even the brightest people can abandon their beliefs and their curated thinking patterns and take on new ones. In most cases, mind control happens slowly and progressively, and the consequences are realized long before the victim is aware of whatever is going on.

Your mind takes in a lot of information at any given time, and it only processes a small fraction of that information. If you are looking straight ahead of you, just within your life of sight, there are thousands of details that you fail to notice, and your brain only pays attention to the details that it thinks are important. Sight is just one of the five senses you have. At any given time, you are taking in information through each of those senses without being consciously aware of that fact.

So, both your conscious and unconscious mind filters out information so that you are only aware of the "important" details. The filtration process depends on the prevailing conditions in the brain. That explains why two

people who are perceiving the same exact thing often come up with different interpretations of what's going on.

NLP's mind control techniques work through a concept known as "priming." You can prime someone to think certain pieces of information are more important than others so that when they encounter certain sensory stimuli, the specific details pass through the filters. They register in the person's mind.

Let's look at an example that explains how the brain filters information and how priming can work: a man gets home in the evening, and his wife tells him that she is pregnant. They celebrate, and he goes to sleep with the thought of having a baby at the back of his mind. The next day when he goes to work, he starts noticing baby-related things that he has never noticed before; he sees "baby on board" stickers on every other car as he drives to work, notices lots of people pushing babies in strollers around the neighborhood, he spots a daycare center somewhere along the road. When he gets to the office, he notices that some of his colleagues have pictures of their infant children on their desks.

The man in the example above has always seen those "baby-related" things every day, but they never register in his mind, because at the time, he didn't consider those details to be necessary. Now that his impending fatherhood is at the back of his mind, everything that suggests the word "baby" passes through all of his filters. His brain is unconsciously processing this information, so it grasps upon anything that contributes to his body of knowledge about the subject.

In this case, you can say that the man has been "primed" to think about babies.

NLP mind control makes use of priming techniques that are more subtle than the one we have discussed above, but it works the same way. Someone

can prime you to consider specific ideas and sensory stimuli as necessary; that way, they will be able to guide your thought process and ultimately control the way you feel about certain things, or the way you act in response to certain stimuli.

Your actions are the result of your thoughts, your feelings, and your assumptions (assumptions are generally based on past experiences). NLP techniques comprise of meticulously designed strategies that may introduce certain stimuli to the mind in a predetermined pattern so that the person can act predictably.

Understanding Conscious and Subconscious Perception

Your perceptions are influenced by the stimuli in your surroundings, whether or not you are consciously aware of the presence of those stimuli. If someone introduces a stimulus in your vicinity, it can bypass your conscious mind and end up in your subconscious mind. The conscious mind has a way of ignoring “mundane” details and only noticing things that have to be regarded with urgency.

Even though the information that bypasses your conscious won't be treated with urgency, your brain will still think of it as important or significant, and it may act upon it at a later time when a related stimulus is introduced to your mind.

Here is a classic mental trick that can be used to demonstrate how this concept works:

A handful of people go into a meeting, and the person who was officiating that meeting is wearing a red tie. The tie is certainly noticeable (it's a bright color, so it stands out), but no one thinks about it consciously. They focus on what efficiency is saying. Throughout the meeting, he keeps dropping the word "read" into his speech (these words sound vaguely similar to the

word "red"). At the end of the meeting, he mentions that a follow-up meeting would be held early the next day.

When the next day comes around and the previous attendees show up to the follow-up meeting, most of them are wearing at least one red-colored item of clothing.

In this example, he uses related stimuli (the red tie and the word "read") to induce a certain specific thought in his colleagues' minds. His trick works because his suggestions are very subtle. If he had gone ahead and used the word "red" in his speech, his colleagues would have made a conscious connection between the colors of his time and the word, and then they wouldn't be subconsciously primed to wear the color red the next day. So, NLP only works if the suggestions fly under the radar.

Now Let's Look at NLP Mind Control Techniques

If you want to use NLP to control someone's mind, the first thing you need to do is pay close attention to them. You have to study them for a while so that you can understand their cues, including their eye movements, their breathing patterns, their eye dilation patterns, the way their faces become flushed in response to certain stimuli, their nervous tics, etc.

Studying your target helps you understand their emotional state as well as their baseline behavior. Those observations can indicate to you how a person takes in and processes information. For example, if you pay attention to a person's eye movements, you can conclude that he processes information through visual creativity if he looks up and to the right before responding to questions about colors of specific objects. You can conclude that he processes information through visual recollection if his eyes move up and to the left.

Even if you don't fully understand the technical interpretations of the person's cues, you can still use them as a roadmap to track any changes as

you attempt to control their minds.

When using NLP to implant ideas into a person's mind, it's more effective if you speak with a "suggestive frequency." This is the frequency that matches the rate at which the human heartbeats. Under normal circumstances, the human heartbeats at the rate of 45 to 72 beats per minute, so you can put your target's mind in a highly suggestible state if you speak at about 60 words a minute (give or take ten words). This trick is often used in hypnosis.

To bypass your target's conscious mind, you can use the "voice roll" technique. This is where you deliver your words in a specific pattern and pace with the aim of stressing certain points without raising the alarm in the conscious mind. You can emphasize the words that you want to entrench in the person's subconscious, but you have to use a monotonous tone to avoid making them notice what you are doing.

As you subconsciously program your target, you have to introduce an "anchor." An anchor is a specific stimulus that can return someone to a particular conscious state if it were to be reintroduced later on. For example, you can tap someone on the shoulder when he is in a particular state of mind. The stimulus (the feeling of being touched on the shoulder) will be linked to that particular state. So, when the person's conscious state starts to change, you always have the option of touching them on the shoulder again and drawing them back to the desired state.

You can also control someone's mind by covertly establishing a rapport with them. This can be done by mirroring your target's body language in a positive way so that they feel connected to you, and comfortable enough to be receptive to your other NLP techniques.

As you deploy your NLP mind control strategy, you can make use of "hot words" to make your words more effective. Hot words are common words

that can create strong connections to certain senses in a person. For example, words such as now, see, feel free, because, hear, etc. have a way of invoking certain senses or mental states.

Now, let's look at how a typical NLP mind control strategy would play out if all the techniques are used in conjunction with each other.

First, you identify your target and start studying him or her. Here, you want to figure out which side of his brain is the dominant one (you can use the person's handedness as a guide in this case; in most cases, right-handed people have a dominant left hemisphere, and left-handed people have a dominant right hemisphere). You also want to know what their dominant sense is (most people have all their five senses, but in every person, one sense often seems to be more dominant than the others). You also want to know how their brain stores and accesses information (you can figure this out by observing the person's eye movements as we discussed earlier in this chapter). You also want to be able to tell how they behave when they are lying or when they are making up information instead of recalling it.

Secondly, you have to establish a rapport with the person (you can use the mirroring technique we discussed earlier). Once the rapport has been established, you now have to keep interacting with the person as you subtly steer them in the direction you want. You can use the voice techniques and the language patterns we've mentioned.

When you are looking to steer someone in a certain direction, you can use anchoring and elicitation. We have already discussed anchoring, but it's important to mention that when you are selecting an anchor, you should choose one that is unique, one that you can control on cue. If you use an anchor that is commonplace (such as coughing, nodding your head, etc.), you could accidentally trigger it at an inconvenient moment, and that will ruin your NLP strategies.

Elicitation involves the use of subtle nudges or suggestions to get someone to reveal certain things about themselves. Here, you have to prime your target to volunteer certain information about himself without realizing what is happening. You can then use that information to manipulate the person further.

Remember that when you use NLP, your aim is to engineer certain responses, not to get the person to act completely out of character. It's about introducing subtle suggestions that nudge the person in a specific direction, not overhauling who they are. So, NLP can help a salesman sell a product to a reluctant customer, or it can help a grafter swindle money from a mark, but as a standalone technique, it cannot be used to convince someone to join a cult or to commit murder.

You can use NLP mind control to condition yourself to deal with certain situations. For example, you can introduce an anchor on yourself when you are in a positive emotional state (i.e., when you are happy, motivated, and productive). When you find yourself slipping into a negative emotional state (even if you are sad or stressed), you can trigger your anchor, and then you'd find yourself going back to your positive state.

NLP mind control can benefit you if you use it on yourself to improve your mental state, or if you use it on others to get what you want from them, but what happens if a malicious person uses these techniques on you?

You need to learn to guard against NLP's mind control. The following tips can help you identify and prevent NLP mind control:

First, you should be highly cautious when you realize that someone is copying your body language. Mirroring happens naturally, and it can be a sign that someone likes you or feels comfortable around you, but if you are dealing with a stranger (or a person you know who might be into NLP), you should put your shield up once you sense something is up.

When someone seems to be holding eye contact with you and tracking your eye movements, they could be attempting to figure out your baseline brain activity, and how you store and access information, so try moving your eyes in random patterns. At the very least, this will confuse them, and they won't be able to calibrate you properly.

If a person is acting suspiciously, don't let him touch you. He may be introducing an anchor in your subconscious to prime you to react in a specific way. If you experience certain heightened emotions and a person touches you (say on the shoulder), make it clear to them that they are not allowed to touch you again (so they won't be able to use the anchor they have just created).

Watch out for language that seems overly permissive. For example, if a person keeps saying things like "feel free to relax," they could be attempting to put you in a relaxed mental state. On the same point, you should also watch out for language that seems unnecessarily vague. When you listen to vague ideas, you are more likely to slip into a hypnotic trance, and this opens the door for a manipulator to control your mind. The same goes for language that sounds like gibberish. When you hear gibberish for a prolonged period of time, your conscious mind will start to switch off, but your subconscious will be fully awake, and it will be receptive to whatever the person is saying.

You should also pay attention to the subtext of what the person is saying to avoid NLP mind control. NLP experts can program you by saying seemingly normal things, but their words may be played with hidden meanings. Earlier in the chapter, we looked at an example where a person uses the word "read" to imply the color "red." NLP experts can build such layers into the words they choose to use, and they may influence you without your knowledge.

Chapter 9 Using NLP To Avoid Manipulation

Neuro-Linguistic Programming is defined as a set of skills that reveal the kind of communication that matters most – on the inside and out. Neuro refers to the brain/mind and, more so, how it affects behaviors and communication. Linguistic refers to the ways we reveal the state of our mind and body through verbal and nonverbal communication. Programming refers to the potential of changing the state of our body and mind.

A person who knows NLP can understand his or her mind and the minds of other people and the conversations going on within. Such a person will understand how the mind of a person works under certain circumstances. Consequently, he/she can change the way the person thinks gradually. Does that mean that a manipulator can change the use of NLP to control his/her victims?

Manipulation is defined as attempting to influence or influencing the behaviors or emotions of others for one's purpose. However, manipulation does not have to have a negative outcome for the victim. Neuro-linguistic programming can be manipulative in this way too. Simply put, the outcome of NLP will depend on the practitioner using it and his/her intentions. A marketer or salesperson may use these techniques to persuade a customer to purchase products. Another person may use the skills to extort money from the other. It can be used to get you to agree with things you would ordinarily disagree with.

Most people using NLP want to manipulate a person into feeling better and being more resourceful. They help a person to set goals, solve problems, identify exactly what is going on in their lives, fix a mental condition such as phobia, or inspire them to be great. However, there are those people who will use NPL for selfish purposes. It is okay to deal with NLP practitioners who have good intentions, such as therapists, motivational speakers, among

others. But you need to be wary of the people trying to manipulate you negatively using the Neuro-linguistic programming techniques. What should you look out for?

First, watch out for people copying your body language. If you notice that a person talking to you is copying the way you sit or fold your hands, do a test by changing your style or making new movements. If the other person does the same, you have a manipulator at hand. A manipulator who is skilled at using NLP will not have a hard time making these changes, but a new one will immediately follow you. It is a good time to question the person.

Secondly, move your eyes randomly. A person seeking to manipulate you will closely listen to your words and eye movement. When a person is watching your eyes and face closely while having a conversation, you might think that he/she is interested in your story. That is hardly the case. A manipulator will be observing the way you store and access information. The movements of your eyes can give you away. A good manipulator using NLP will be able to tell what you are thinking in a few hours. He/she will be able to tell when you are lying or telling the truth. Consequently, they will be able to predict your next move and use it to their advantage. A safer way of avoiding this kind of manipulation is to move your eyes randomly. Look around, and right left up down in predictable patterns. Ensure that the movements seem natural. This will drive the manipulator crazy as he/she is unable to read you.

Thirdly do not allow a person to touch you. As crazy as it sounds, something as simple as a tap on your shoulder can alter your emotions. A manipulator who is knowledgeable in NLP will know when you pat your back or tap your shoulder to anchor you. In simpler terms, you might be having a conversation with a person, and you are laughing, then the person

taps your shoulder. This is called anchoring, and it gives the person the power to put you back in that state later by touching you in the same place. Do not allow a potential manipulator to touch you.

Fourthly, look out for vague language. One of the NLP techniques recommended by Milton Erickson involves the use of vague language. It has been found that vague language can be used to lead people into a trance. On the other hand, specific languages keep people alert, thus hard to manipulate. If a person is using a language so simple that you do not need to think hard, look closer. You might be manipulated.

Fifthly, look out for permissive language. If a person makes a statement like “Feel free to relax,” be very wary. Such permissive language takes a person into a trance. A manipulator will make you feel comfortable before striking. According to NLP, the easiest way of allowing someone to make you do something is by letting them permit you.

Again, look out for gibberish. If a person says something like “As we move towards the center of the mater, you will find yourself in line with the look of success than in the previous times” that sentence is so complicated, yet the message can be passed more straightforwardly. In such a case, tell the person to be more specific. “Can you please elaborate?” “Please tell exactly what that means.” Manipulators are very good at using words to confuse you. They are never direct with their intention. If you feel that something is not clear, ask for an explanation.

It is also important to Read between the lines. Many people are not direct with their intentions, especially when they want to manipulate others. Be on the lookout for hidden messages. A master manipulator will hide their intentions in statements. They will also avoid giving you time to think. You will find that your time for replying is very limited. Also, their questions predetermine your answer. For instance, “That place is very beautiful; don’t

you agree we should visit it?” Do not subconsciously agree with what others say. Take your time to understand the question.

Do not agree with a manipulator. If a person is making you agree with them quickly, it is better to say no. Do not rush into decisions influenced by emotions. TAKE your time and let the person know that you need to consider a few things before giving an answer. Use a rational mind to analyze the statements.

Finally, trust your instincts. If your intuition shows you that a person is playing with you, it is probably right. This is one of the main rules you should apply in life. It is important to walk away from such a situation or engage in a defensive way. However, it is advisable to avoid engaging manipulators; they might find a way to convince you.

Chapter 10 What Is The Dark Psychology?

Dark psychology refers to the ability to manipulate and control the minds of others. It typically entails both manipulation and coercion. In the wrong hands, it can be devastating, but understanding what it is can be the difference between being manipulated as a target yourself and being able to use the concepts within dark psychology without falling victim to the darkness at its core. You can use the ideas without being evil or malicious, though there is quite a fine line between using it ethically and falling into the darkness.

What Is Dark Psychology?

At its root, dark psychology is all about mind control. You can influence what other people think or do by understanding the inner workings of the other person's mind. You can persuade them into behaving in certain ways, making them feel as though what they have done is of their own volition even though you were behind the scenes, orchestrating the actions the entire time. You can motivate people to help you by helping them first. You know that they are more likely to offer help if you help them first simply because people tend to reciprocate. When you understand how the minds of those around you work, you can begin utilizing it to your advantage

Uses Of Dark Psychology

Dark psychology is used widely throughout a wide range of scenarios, some of which are more sinister, while others are typically seen as far less harmful. Each of the following groups utilizes concepts included in dark psychology to get desired results: Religion, politics, cults, terrorist organizations, abusers, and salespeople all rely heavily on the concepts of dark psychology, pulling strings behind the backs of other people to get what they want.

Religion

Religion is all about conformity. You are expected to conform to a certain set of beliefs, into which you most frequently indoctrinated as children and then encouraged to follow through adulthood. Religion, though it may seem harmless, actually uses several dark psychology techniques to keep people in line and to follow the doctrine. Typically, this is seen as some sort of threat or punishment if you do not follow through — it could be going to hell instead of some sort of paradise or heaven after death, or it could be a threat of ex-communication and abandonment. These threats play upon two huge fears of people — losing community and a threat of eternal suffering, and people are more likely to obey.

Politics

Political leaders often engage in several different dark psychology techniques that are useful in manipulating the minds of other people. They hold themselves certain ways, word things in ways that make the people believe they can better empathize, and speaking in ways that inspire other people to follow them. They often use slippery slope fear-mongering tactics, promising results that no one will like if people oppose them. They use stances meant to convey power and authority, and people fall for it.

People fall for the artificial body language that the politicians use, and the politicians win out.

Cults

Cults, especially destructive cults, are incredibly exploitative. They are considered totalistic — meaning they seek to gain control over the other person entirely. They frequently engage in various forms of thought reform to gain control over the other person's mind. These cults rely on authoritarian following and leading into a wide range of manipulative tactics. Cults rely on their leaders' charisma, deception, isolation, methods of thought-reform, demands for loyalty and devotion, creating a divide between those who follow the cult and outsiders, cult language or jargon that is difficult to understand and follow if you are not a member and as much control as possible over the day-to-day existence of the members. All of this culminates in a group that seeks to manipulate and control the members in a way that demands absolute loyalty. This is how people get sucked in — they are drawn in with false promises, and their personality and thoughts are whittled away, bit by bit, day by day until finally, all that is left behind is a tool for the cult to use. When under the control of the cult's leaders, the leader can command nearly anything, and the followers will do so. This is what makes them so destructive — the members are essentially turned into mindless weapons, willing to do whatever it takes to stay in favor.

Terrorism

Terrorism groups follow similar methods as cults to get people in line — promising the world for their absolute devotion. They draw people in with idealized values and charismatic leaders and whittle the people away until they are willing to do anything, even if it involves suicide. They see themselves as a part of the whole, a part of the change that they will use to

change the world for the better, and they are glad to give their very lives, or the lives of their loved ones, to achieve it.

Abuse

Abusers love to utilize dark psychology — they use the inner workings of the minds to weasel their ways into the lives of their victims and firmly root themselves as integral members while taking advantage of people's tendencies to want to keep their relationships meaningful. The abuser love bombs the victim, meaning he showers the victim in love, attention, and affection to hook the victim to him before suddenly revoking the attention, making the victim crave it and do anything necessary to get the love back. This sort of manipulation tactic and use of dark psychology is often seen with narcissists, in particular, to understand what the narcissist wants.

Sales

Even something as innocent as sales can be littered with dark psychology tactics. The best salespeople can intuitively convince people to buy, tapping into unconscious tendencies, appeals to emotions, and even hijacking the other person's body language to achieve the desired result. Salespeople get paid based on their sales, so they will do anything necessary to get the desired results. They will appeal to a parent's fear of a car accident to upsell to a safer vehicle. They will use a person's near-death experience as a segue into selling life insurance. They will change their body language to convince the other person, picking up on small cues here and there and acting upon them to get the desired results.

Identifying Dark Psychology

Often, identifying whether you are being manipulated is difficult. The entire purpose of many of these manipulation or coercion tactics is that they are unnoticeable. They happen so seamlessly that the individual being manipulated never realizes it is happening. You wait until they are fully hooked before yanking the line and getting the results you want, and because of this patient, end-game type of behavior, the one being manipulated never realizes it.

However, there are frequently subtle signs that manipulation or coercion is happening. These signs tend to be overlooked by people that feel as though they are overthinking, especially if the manipulator is someone trusted and ensures that they are thinking about things too much. Often these red flags involve the victim's behaviors and feelings.

One of the biggest identifiers is intuition — you may feel as though something is wrong, but you go along with it anyway. Often, this happens with people who are less self-confident and are more willing to push off their thoughts. These people tend to be targeted individuals simply because they are easy to manipulate — they do the hard part themselves! They convince themselves not to worry or that what is going on is not a big deal, and that allows for the manipulator to get their way easier.

Another huge red flag is when you catch yourself thinking something that you never thought would be your thoughts. You likely have been influenced by someone else to take that position, even though it is not one that you naturally would lean toward. When this happens, especially if your thought is one that causes that feeling of cognitive dissonance triggered at the conflict between thought and belief, you may want to reevaluate whether things are going according to plan.

One more red flag is feeling isolated and pressured in some way. People with honest intentions will not lay down the pressure to make decisions immediately when it is not a life-or-death situation. You can wait the day to decide on whether to buy the car or house. You should be able to speak it over with your spouse, friends, or family to bounce ideas back and forth. If you feel as though those close to you are being cut out of your life for some reason in some way, there is probably a reason for that feeling, and it is that you are being manipulated.

Resisting Dark Psychology

To resist dark psychology, you must first be aware of some of the ways people become susceptible to it in the first place. Most frequently, these people are those who are trusting and empathetic. They are willing to take the word of someone else on how something is going because they do not feel as though people in this world are manipulative. However, people are manipulative. People can be evil. People will use others, especially if they will benefit. Those who use dark psychology for malicious reasons tend to have no qualms about sacrificing others, so long as they get their desired results.

Those with lower self-esteem also tend to be easy targets. They will trust the words of the manipulator at face value, making them easily convinced that they are wrong, or that they have interpreted things incorrectly. They will even convince themselves of that if they are given a chance.

With that in mind, there are three easy tips for avoiding or resisting dark psychology.

Trust your gut

You should always, at the very least, listen to your gut reactions. While these can be unreliable and can be swayed sometimes, you can also use them to notice when something seems wrong. If you feel as though something is wrong, or you get that pit in your stomach that signals you are uncomfortable in some way, shape, or form, you should listen to it. Take that as a cue to be vigilant and do not try to quash the feeling. You should not try to discredit your intuition — it serves a valuable purpose. You should stop and analyze your situation, determining whether or not the gut feeling is correct. Once you trust that gut feeling, you can move on to step two: Fact-checking.

Question and fact check

Never be afraid to ask questions, especially if you get that nagging feeling in your gut. You should ask questions, challenge the other person, and be willing to ask for evidence or double-check what has been said. For example, if you are shopping for a used car, feel free to ask as many questions as you want. Push the point, ask for reports on the vehicle. If the other person seems to resist, they may be being dishonest or deceptive somehow. If you hear something in a presidential candidate debate or during a political speech, you should fact-check everything before accepting it as true. People will skew how they present things to get the desired results, and you should always be aware of that. If someone is attempting to pressure you, do not feel as though you must give in and instead ask yourself why you should. Question if the behavior is correct if it matches up with your ideas, and how it is beneficial. If you can stop and see behaviors or attempts to manipulate for what they are, you are not going to be nearly as susceptible. If your spouse bothers you to do something, but you feel uncomfortable with it, it is okay to question why you should do something and make the decision of your own volition rather than merely giving in to the other person's appeal to authority.

Build self-esteem

Since the most susceptible to manipulation and coercion are those who suffer from low self-esteem, building that self-esteem up is crucial. Doing so means that you will not try to downplay your reactions to it. By building self-confidence, you essentially tell yourself that you are a reliable judge of what is happening around you and what should continue to happen around you. You can determine whether things are right or wrong, and you recognize that your positions on matters are accurate. By deciding this, you can resist attempts to browbeat you into believing the other person's narration. You will trust your narration enough not to be swayed.

Chapter 11 The Dark Triad: Narcissism, Machiavellianism, Psychopathy

Within each of us, we all have both a light and dark side. The extent of exhibiting the light vs. dark motif of feelings, thoughts, and behaviors vary from one and other.

The umbrella of ‘dark triads’ subsumes various personality traits that are linked to mainly three classes of behavior. These classes are Machiavellianism, Narcissism, and Psychopathy. These behaviors are ethically, socially, and morally questionable but still are part of everyday life.

The illustrations of exploitative, selfish, ruthless, and incredibly evil behaviors are part of history and cultures across the world. With time supposedly distinct dark triads are increasing severely. These increasingly narrow dark traits are resulting in a superfluity of erect lacking theoretical consolidations. But do we understand what dark triad is?

What Is Dark Triad?

Do you have any concept of the Bermuda triangle??

The dark triad is just like the Bermuda triangle. Narcissism, Machiavellianism, and psychopathy are its three corners. It is dangerous to get near it. Similar to the Bermuda triangle, it is all three traits that often overlap and introduce a damaging, toxic, and brutal personality.

This term was introduced in 2002 by Paulus and Williams. The dark triad is the combination of three unusual and negative psyche triads. Two of these personality triads share more similar characters other than with Narcissism. The dark triad refers to an individual having some ‘subclinical’ symptoms. Most probably, the dark triad has collective features of antisocial personality disorder (ASPD) and narcissist personality disorder (NPD).

Machiavellianism is not a mental disorder. This concept of the dark triad is also termed as D-factor. According to the latest research presence of one dark personality, triad increases the probability of having another dark trait also.

Modern studies have revealed the nine dark personality triads, but a person with some of these D-factors doesn't need to have an antisocial personality disorder.

To understand DARK TRIAD, it is essential to get the concept of three major classes of behaviors:

Machiavellianism

Machiavellianism is a dark triad that is more common in men, but it can, however, appear in anyone, even in children also. This term is reference derived from a philosopher and a diplomat Niccolo M Machiavelli.

“According to the psychological explanation of Machiavellianism is a personality trait that refers to the unemotional people who manipulate and regularly deceive others.”

They never think about the emotions, feelings, and loss of others and remain bounded in their world of interests. The person with Machiavellianism believes in:

- Flattering wise people for their interest.
- Never tell the root cause behind any action unless they feel it useful to do so.
- They always remain busy in getting corners here and there to get ahead.
- They assume it safe to be heartless or vicious.

Signs Of Machiavellianism:

In today's world, you can observe most of the people carrying the torch of Machiavellianism. Even you can also be a Machiavellian yourself, but you wouldn't even aware of this fact. The ideology of Machiavellianism is based upon ambiguous cunning, fraudulent, controlling, and manipulation. It is the selfish conduction of selves to acquire other people to do what you want them to do.

Machiavellians do anything to get what they desire for even they walk over the people if it is in need. They are very much focused on their interests and never think about the hazards and troubles they can create for others.

The person with Machiavellianism possesses the following traits.

Signs of duplicity:

Machiavellian has a sporadic personality. They show duplicitous behaviors depending upon what they need from others or who they are talking with. You can find them completely different persons in every new day according to the situations and circumstances. It is better to give an example of politicians to make you aware of duplicity.

Tactical people:

They better know how to get methodical with their manipulation techniques. They are incredibly tactical to achieve their goals.

Charming indeed:

They know how to grab attention and generate trust. They choose the bunch of so many rights from dressing, facial and body expressions, tone, and words to obsess people with their charming personality. All these qualities make them master manipulator also.

Intimate toxic:

They can bring so much negativity and noxious in anyone's life. Their presence generates a feeling of being heavy and overwhelmed. They simply suppress the whole environment around them due to their toxicity.

All's well that ends well:

They just don't believe in ethics, morals, and rules. The only rule they follow is manipulation. They carry themselves in a very utilitarian way and feel free to do whatever they can to get favorable results. Philosophically they believe in "all's well that ends well".

Extremely narcissist:

Machiavellians always look for their interests and try to fix their problems and own paths of life. They never show any kind of magnanimity, amplitude, and conscientiousness for others.

Signs of psychopathic tendencies:

Machiavellians may suffer from mental illness of any kind that leads them only towards distraction. They may be only having the desire to destroy and ruin the lives of people around them only to calm down their evil deeds.

Try to get ahead:

The only result they expect is an ultimate success. They continuously work to get ahead of everyone, and for this, they follow no rules and ethics at all.

Narcissism

Narcissism is a normal element of child development, but after puberty, it is considered a disorder. This is a psychological disorder first identified in 1898 by Havelock Ellis. It is named for the mythological figure Narcissus, a character that fell in love with his reflection.

“Narcissism is an obsessive self-absorption characterized by fantasy addiction, abnormal self-possession and coolness, and an inflated self-image. It generates a tendency in narcissists to exploit abuse and take others for granted. A Narcissist thrives off everyone's attention and loathes simultaneously.”

Infants and small children are selfish, and they just want everything that they need or like. Children can't understand the desires and needs of others, but it is a normal part of child development. Similarly, in the teenager, every child becomes a little self-centered and wishes to get complete independence. But gradually these all habits get replaced by care, sincerity, and empathy.

When a growing teen shows unusual arrogance, limitless self-importance, exaggeration about their success, popularity, and accomplishment.....it is alarming. They exploit others for their gains, take advantage of people to feed their ego, and always remain in need of excessive admiration. They want to get power and desire to rule others. For this, they can divide people or pit them against each other. They present alternative facts and manipulate people by prompt emotions such as threatening, anger, and lies.

Signs Of Narcissism:

The diagnosis of Narcissism is not rocket science. No physical MRIs or blood tests are requiring determining Narcissism. You can implement a simple duck test-that is, if something looks like a duck and also quacks, it probably is a duck.

Simple observation of behaviors, reactions, and attitudes presented by a person are enough to determine Narcissism. Here is a descriptive list of signs and symptoms to identify Narcissism.

Validation and constant attention:

Narcissists don't believe that anyone can love them, and they feel very insecure and fearful. They always remain in constant need for praise from the people around them. The love, admiration, care, time, and validation you give to them always remains insufficient. They always remain in seek of more and more validation and attention, no matter how much you give them.

Need for control:

Narcissists always design a situation in their mind, prepare the arguments, and suggest the answers also. But when in reality, it doesn't happen similarly, they get disappointed and sad. They remain sad and disappointed with the unexpected and imperfect unfolds of life, but they want and demand to control every happening of their life.

Lack of communicating abilities:

Every kind of relationship requires understanding, cooperation, and thoughtfulness. It is equally important to realize the emotions, feelings, and sentiments of other persons involved in a relation. But Narcissists cannot realize the importance of duality in a relationship. They always act, behave, and understand according to their perceptions.

No guilty feelings:

The narcissist always considers himself on the right side of the argument. The narcissist always presents a false-self or pretends self-esteem. She/he always feels wrong or bad about you and never ashamed of her/himself. She/he always hides deficiencies, fears, rejections, and failures not only from others but from his/herself also.

Fear and anxiety:

Fears the alternate for their nature. They always remain chained up in an unseen fear. There is no particular reason for their fear, but they can even get scared or feared about germs, insult, shame, death, and feeling gratitude. As their relationships grow deep and closer, the more they feel scared, and the less they trust.

Fear creates anxiety. Narcissists not only experience anxiety and depression, but they try to transfer this to others. The more their closer ones feel worse, the narcissists feel better. They accuse or blame their loved ones and friends of behaving unsupportive, selfish, mentally ill, and not responsive to their needs.

· SPLITTERS:

Narcissists split everything and relationship into good and bad. For any positivity and goodness, they take credit for and leave the opposite side for their closed ones. They continuously blame others for disapproving them but never accept their mistakes and always justify their negative words and actions. They cannot see the grey line between black and white and cannot able to mix the two constructs.

Perfectionism and superiority:

A narcissist considers him/her self at the top of the hierarchy, and only there feels safe. The whole world of a narcissist is categorized in the right/wrong, true/false, good/bad, and gentle/evil. A narcissist considers himself/herself the perfect, the most right, highly competent, and controls everyone, does everything in his way, and believes in being the best.

They only need to be on the top and can feel the superiority by being worse also. They reward themselves of being entitled to rights to hurt and manipulate people, receiving appease concerns, and right to hurt everyone. They don't request an apology, but they demand it and remain sure to get it in any way.

The greed of perfectionism:

For a narcissist, life is all about perfectionism. They contemplate their personality perfectly and consider every person, event, and thing that should be perfect. They want life to play out precisely according to their visualization. This desire for perfectionism leads them to depression, dissatisfaction, and anxiety.

Psychopath

Hervey Cleckley, in 1941 described Psychopathy as a disorder and separated it from “sociopath”. The terms psychopath and sociopath are not officially available in official handbooks and generals of mental health. These two conditions are officially termed as “antisocial personality disorder”.

“Psychopathy is an antisocial mental disorder in which a person exhibits antisocial and unprincipled behavior. A psychopath shows a lack of meaningful relationships, demonstrates an unsuccessful attempt to learn from it, shows having no ability to love, and expresses extreme self-centeredness. A Psychopath is not able to feel emotions like normal people.”

The basic difference between psychopath and sociopath is the presence or absence of conscience. A psychopath does not have a conscience. That is why he won't understand any moral apprehension. Psychopaths are skilled actors. They are intelligent, smart, and pretty good in pretending and mimicking emotions. They are experienced enough to reach on the top of the corporate ladder, and they can even hurt others to reach there. They are cold-hearted, and at their worst, they have calculated killers also.

Signs of Psychopathy:

Although psychopathy considered a mental disorder, there is no known treatment for this kind of mental illness. A research conducted in 2010 reveals that only 1 out of 5 people with an antisocial personality disorder is a psychopath. There is a list of traits and signs of psychopathy:

- Pathological lying
- Escalated sense of self-worth
- The constant desire for energizing
- Lack of repentance or guilt
- Out of control behavior
- Insubstantial emotions

- Profligate sexual behavior
- Lack of long-term planning
- Unrealistic attitude
- Many marital relationships
- Irresponsibility
- Impulsiveness
- Criminal versatility
- Manipulative and conning others
- Believe in the blame game
- Lack of empathy

Chapter 12 Dark Persuasion Vs. Positive Persuasion

The distinction between persuasion and dark persuasion is the intention behind each activity. A persuasive person may be convincing another person to do something without having to think of the tactics to use or having a motivation. Dark persuaders, on the other hand, understand their intentions and have a bigger picture behind what they are doing. They know their victims and what motivates them to apply some tactics in persuading them.

Common Dark Persuasion Tactics

There are nine common techniques that dark persuaders use to persuade their victims successfully. The persuaders are well aware of their victims and will tactfully apply the methods to get what they want.

Foot in the Door

This is more of a principle that many dark persuaders follow. They ask their victims for smaller favors before asking for bigger favors. They first ask you for something little favor that will make you committed to helping them. The persuader then continues to ask for something bigger, which will be a way of continuing with something you had technically agreed on. Dark persuaders are aware that asking for small favor will increase your chances of agreeing to more prominent support.

Door in the Face Technique

Dark persuaders use the tactic in a quite different way from the foot in the door tactic. In this case, the persuader starts by requesting a bigger favor, and when you refuse, they do smaller favor. They are sure that refusing a bigger request increases your chances of accepting a smaller request. This technique of dark persuasion can be, for instance, be seen in people who work in sales. They request to purchase some things and when you decline, they persuade you to buy at least one. You will likely feel it is not right to reject both requests and end up purchasing one of the products.

Anchoring

Dark persuaders use the technique to influence the decisions you are about to make. You can be a victim of dark persuasion in instances when you are purchasing a product. To determine its value, you can compare its price to a similar product and decide from there. Anchoring is a very powerful technique used by salespeople to persuade their customers to buy a product. For instance, when looking to buy a new motorbike and come across a good

deal for 13000\$. You bargain with the salesperson, and they agree to lower the cost to 10000\$. You will go home feeling satisfied, and contempt is thinking of how well you bargained. However, it is possible the value of the motorbike was even lower than 10000\$, and the initial price of 13000\$ acted as an anchor to persuade you to purchase it. You end up getting convinced that anything lower than the initial price is a good deal.

Commitment and Consistency

Dark persuaders believe that people will always remain consistent in their beliefs and actions. They are sure that making a victim be committed to a small request increases the chances of using the first commitment to influencing them to do more. They do this by first asking you whether you support a certain deal. When you agree, they will make another request that will make you feel obliged to act on it because you showed your commitment.

Authority

Habitual dark persuaders focus on authority in any subject or field. They make their victims feel they are a source of authority. They act superior to coerce other people to do as they want for their benefits. For instance, a person who has a twitter handle and would like to gain more followers, they may convince people of how rich they are and make them follow them to learn the tactics of getting rich.

Social Proof

Dark persuaders have a way of making other people fall into their traps through social proof. They do this by making their car feel that everyone else believes or acts in a certain way, so should they. They make their victims do as their peers are doing. A real-life example is when going through Facebook posts, and you are more likely to add a like to post with many likes other than then one that has no likes and comments. A student

can also fall victim to dark persuasion by being persuaded to smoke because everyone else in the class smokes.

Scarcity and Demand

This is one of the most commonly used technique by dark persuaders.

Salespeople and marketers are habitual users of this technique to persuade people to buy their products. They use the scarcity technique as a target for people who prefer purchasing goods that are in low supply. They will convince a customer that the particular product is available for some limited time or its supply is very low. This increases their chances of liking and purchasing it. On the other hand, they use the demand tactic to convince people that the product is original and that everyone else is purchasing it. This way, a customer will feel convinced to buy the product. Dark persuaders using this technique have a motive of benefiting themselves and the company and not necessarily for the benefit of the customers.

Reciprocation

Human beings will always feel the obligation of returning favors. Dark persuaders are aware that people will always give something in return regardless of whether it will be pleasing. Dark persuasion involves making a victim indebted to them. They consistently make statements or act in a way that increases the chances of the victim, giving them something they need in return. An example is when a salesperson dealing with oranges gives a piece of orange for a customer to taste. The customer will feel indebted and end up purchasing then oranges even when they did not intend to.

Consensus

Dark persuaders believe in an old saying that there is safety in numbers. They apply the principle of consensus by making victims who are unsure of how to respond to some situations look at them and act as they act. The

persuaders will convince a victim of making a certain choice by making them see there is no way all the other people who made a choice could be wrong. They make people feel motivated to move with the crowd with the sense that there is some safety in numbers. For instance, a hotel where customers are persuaded to reuse their towels. The customers are convinced that reusing the towels is an environmental benefit and that most people who check-in the hotel does so. This increases the chances of the customers reusing the towels even when they are unsure about it.

Dark Seduction

Dark seduction involves the use of coercive and manipulative techniques to get other people like you. There are various techniques used in dark seduction. These include;

Choosing the Right Victim

The art of dark seduction is dependent on the seduction target. Dark seducers tend to thoroughly study their prey and select those that seem much susceptible to their seduction charms. They tend to go for victims who seem unhappy, antisocial, and isolated. Choosing a perfect victim makes it easier for the seducers to have a smooth chase.

Creating a False Sense of Security

Approaching Indirectly- Dark seducers tactfully approach their targets because when they do it directly, their motives will not be fulfilled. They consider approaching a target at an angle that makes them eventually know who they are. They focus on coming up with a neutral relationship gradually moving from a mutual friend to becoming a lover. They instill some feelings of security to the target and finally strike their motives.

Sending Mixed Signals

Dark seducers have a way of making people recognize their presence and intrigue their attention before it shifts to other people. They send some mixed reactions such as earthly and spiritual, innocent and cunning, as well as tough and tender. These signals make people be drawn to them easily as they seek to know more about them. Dark seducers ensure they have created a power that hints something not really within them.

Appearing to be an Object of Desire

Creating Triangles- Dark seducers follow the analogy that people will always be attracted to those who have attracted the interest of others. To draw their victims closer, dark seducers make people hunger for their

possession. People will be enticed to act in the best possible way to become the center of attention. They do this to try and win the dark seducer from the group of admirers.

Creating a Need

Stirring Anxiety and Discontent- As a satisfied person, you cannot easily fall into the traps of dark seducers. This is because dark seducers tend to instill disharmony and tension in their targets. They instill in them feelings of unhappiness and discontent in the circumstances they are in. The kind of inadequacy created in the victims makes them feel that the seducer is the only solution to the problems they are experiencing. Dark seducers will always study their target carefully to determine the need that they can fill.

Mastering the Art of Insinuation

Dark seduction involves making a victim feel dissatisfied and that the seducer's attention is all they require. They do this by making everything suggestive.

Creating Temptation

Luring the target deep into dark seduction involve coming up with a relative temptation. Dark seducers use some tactics that are beyond the control of the victim. They study their weaknesses, fantasies they are yet to realize and come up with a hint that will allow the victim to follow them. They ensure they have made the victim's curiosity stronger.

Isolating the Victim

Dark Seduction applies this technique in a bid to make the victim more vulnerable to the influence of the seducer. They do this by removing the victim from their normal home, family, friends, and colleagues. The victims start feeling marginalized for leaving the environment they are used to and entering another. They feel they lack outside support, and they can easily be led amiss.

Stirring up the Transgressive and Taboo

Dark Seducers know that many people are ready to explore the dark side of life. They will seduce such victims by convincing them they are being led beyond their limits. Once the target has the desire to transgress, it becomes difficult for them to stop. A powerful bond ends up being created between the seducer and the target.

Tips To Help You Avoid Being A Subject Of Dark Seduction

Be Alert

Always consider looking at your surroundings to establish the kind of people around you. Dark seducers are likely to identify their targets easily. Consider making brief eye contact with everyone around you, but do not stare at them. Try to avoid being scared, and do not keep on checking your phone.

Walk with Purpose

Dark seducers are likely to identify people who seem confused and make them their targets. Walk like you are aware of where you are going. In case you have to ask for directions, do not stop people on the streets but ask from store clerks, restaurant employees, or guards on shops or offices.

Do Not Allow People to Stop You

Dark seducers will do anything possible to make people fall into their traps. Do not be too easy to stop a stranger anytime asks you to. Just keep moving and do not follow strangers.

Closely Watch Your Body Language

Ensure you walk in an organized way. This is because dark seducers will target people who show fear and physical vulnerability as they walk.

Chapter 13 Dark Psychological Seduction

Seduction can be defined in several ways, depending on which angle you view it from. It may be sexual, which is the most common definition. In this case, a person is tempted to engage in sexual intercourse. Often, such an individual may be opposed to this act. A less common definition is, ironically, one that is seen everywhere and every time. It involves enticing an individual or groups of people with any particular offer, which may not be as true as presented.

Seduction, both of the sexual and non-sexual kind, is used in marketing with increasing frequency. This is especially noticeable in recent times. Sparsely clad male and female models are used for advertising anything from undergarments to toothbrushes. Hence the common saying that 'sex sells.'

But this is not to hint that seduction is a modern concept. In fact, it dates many years in the past, even before Homo sapiens began to form societies. Seductive behaviors can be observed in various animals during their mating rituals. Don Juan is a popular fictional character, written as far back as the 1630s, who was infamous for womanizing. This would often involve seducing women of different types for his sexual gratification. To manipulate women into giving in to his advances, Don Juan might change his look. As such, he is depicted to be a shapeshifter; a cunning power associated with the devil. There is also the real-life story of Giacomo Casanova, whose unfettered licentiousness accounted, to some extent, for his infamy.

Femme fatale, as it relates to seduction, is a word used to describe a particularly driven seductress. In the English language, it is translated to mean Deadly Woman. These women are usually beautiful and self-aware.

They use their sexual appeal and seductive charm as a weapon to bend the will of those they have targeted and, in so doing, achieve their goals. Other characteristics of the femme fatale are the blinding desire for survival, even to the detriment of their target of seduction. They may be selfish, cruel, single-minded, and determined. Some famous names, both in real life and fiction, in this category include Cleopatra, Lucrezia Borgia, Lilith, Lady Macbeth, Marie Antoinette of Austria, Morgan le Fay, and Salome.

The lack of empathy and manipulative devices utilized during seduction has been some of the reasons why seduction is associated with the dark triad, although these attributes are only observed in short-term seduction, as long-term would require more commitment.

TECHNIQUES OF SEDUCTION

There are a variety of ways but which a seducer may go about enticing anyone and getting them to act outside their will. The listed seduction techniques cut across both the sexual and nonsexual kind. They also include some popular methods of seduction and those that are more subtle.

Flattery: most people would detect this quickly and point it out to the seducer. But, if it is done subtly and the insecurities of the victim are taken into account, it just might go unnoticed. No one is without these insecurities. We all have, at least, one area in our lives where we feel inadequate and seek someone or something to validate us. Seducers who use flattery to get their way are quite observant and would prey on such weaknesses. They are often skilled at not being obvious, either with their choice of words or mannerisms. The reassurance they give to their victims is often very effective at gaining their trust. Sale marketers do not shy away from using flattery to convince their audience that a particular product is the best fit for them.

Mirror: in this case, the seducer tries to show to his or her victim they are similar, whether it is in their experiences, beliefs, abilities, etc. This works because of the notion of compatibility. We are often moved to choose those people, as relationship partners, business partners, friends, and so on, who share some things in common with us. When you see something of yourself in someone else, you would likely be drawn to that individual. The seducer may lie to their victim about their interest in a particular genre of music, simply to get them to feel safe and relaxed. It is even more effective when the shared experience is a negative one. The seducer might talk about how they have also been heartbroken by a cheating partner, just to get their victim to feel a false connection or bond. Where else do we see such in play? If you guessed advertisements, then you are correct. We are told that a brand is as family-minded or as fun-seeking as we are. As such, we make that product brand our personal choice.

Fantasy: we all have imaginations of what the perfect romantic partner would be. How they would behave towards us, the words they will say to us their sense of style, their goals, etc. The seducer, to execute their desire, may go out of their way to bring their victim's dreams and fantasies to life. They would get the needed information from studying their target or asking the person's close friends and family members. Then the seducer proceeds to become the victim's person of fantasy. They do the roses on the staircase, lights, music, and show interest in the victim's children if they have any, offer to fix certain things in the house, and so on. If done right, the victim, for that moment in time, feels like they have hit the jackpot. They are forthcoming with whatever is asked of them by the seducer. Some, especially dark individuals, may take this a bit further and derive some enjoyment from shattering the fantasy they had created. After all, it is all a game to them, and there were no actual emotions involved on their part.

Shaming: should the seducer not get their way; they might resort to guilt-tripping and shaming techniques. Unlike the method of flattery, where the seducer enforces the ego of their victims and makes them feel good, shaming does the opposite. The inadequacies and faults of the victim are brought to light, and they are made to believe that their choices or decisions would only lead to unfortunate results, whether in the near or far future. This works quite effectively on people with low self-esteem. At that point, they may be willing to do anything just to please their seducer and feel worthy again.

Logical fallacy: these are errors committed during arguments whereby the reasoning of a person arguing is faulty. It may be done deliberately or unintentionally to misdirect, confuse, or make an argument seem more solid and whole than it is. It is done quite often by seducers, especially when they are being resisted. For example, a seducer might pose that their victims would yield to their advances if they, indeed, loved them. This is not exactly accurate, as many unrelated factors could account for why a person may refuse to give in to any request, sexual or not. The seducer could also argue that denying their desires at that particular point in time may result in a domino effect, which would ultimately cause the end of the relationship. This is called the slippery slope fallacy and is one of the most common types. These fallacious arguments are often delivered with such conviction of tone and mannerisms that it appears true and factual.

False control of decision: have you been accosted by a salesperson who, after some minutes of telling you all you stand to gain and lose depending on your decision, still says, in the end, that it is still your choice to make? In truth, it is your choice to make. This false sense of control makes the person being seduced feel like they are in charge, even as they give in to the request of their seducer.

Minimizing: this is another common tactic used by seducers in the convincing of their targets. They try to make a situation that holds great importance seem trivial. They would say things like, "this is not such a big deal" (this involves a fallacy called hasty generalization), and "everyone does this" in an attempt to make their victims believe there is nothing to be wary of. They might also go further to minimize the fears of the individual being seduced, by telling them to worry and that it does not betray the seriousness of the situation whatsoever.

Vilification: usually, when someone is trying to manipulate another into doing something against their personal choices, it is the seducer who seems like the bad guy. But, to get their way, the seducer might turn this around on their victim and make them feel like the villain for saying no. If the victim is a neurotic or one who is a people-pleaser, this tactic would work quite well in getting them to give in to their seducers. The seducer would pretend to be hurt and act the victim. This would place the actual victim in the position of the villain. A role I'm which neurotics and people-pleasers are uncomfortable in.

Pretending to be innocent: this seduction technique bears some similarities to playing the victim, but it differs in that the actual victim is not vilified, and the seducer does not pretend to be hurt. Instead, the pretense is one of naivete, near cluelessness, and innocence. When it has to do with sex, they might tell their victims that they are virgins, and have only been keeping themselves for the right person. They make them appear unlike 'every other guy or girl' who only wants the victim for sex or some other type of material gain. The victim may also feel closer to their seducer if they are novices on the subject.

Seduction is a game that has been played throughout the ages, and one that continues to be a weapon in the arsenal of so many. The methods listed here

are nothing new, but they expose the dark psychology at play during such manipulative activities.

Chapter 14 Case Studies

The mystery of dark psychology has baffled many and continues to be an element of shock and wonder. It is without a doubt this kind of depraved, twisted psychology that is the driving force behind serial killers and many baffling cases that defy the human conscience. That leaves us with a question - is the dark psychology a rare occurrence in some people, or we all susceptible to its depraved logic? That's a question for another day, though.

Below we look at some baffling cases that have prominently put to the fore the mystery of dark psychology. What we notice is that the worst of human traits, the darkness that lives in all of us, come out during experiments. And not just in the subjects. Even the ones experimenting showed great inhumanity.

Scientific Experiments

The scientist has conducted experiments on people for as long as science and experiments and hypotheses have existed. Yet, there was a strange twist. It was a twist, perhaps more twisted than the entire subversives of dark psychology. Scientists have also been in the fore in proving the dark psychology as they attempted to find out about something else. So traumatizing were these experiments that some of the participants' permanent psychological issues. Most of them involved manipulating test subjects to get them to perform, which you will realize as one of the dark personality traits - Machiavellian.

In the 1960s, a doctor came to light after it emerged that she used electroshock therapy on children. The horror didn't start there, as, during the interview process, she would select her patients by having a parent bring their child, where she would press their heads. Any slight movement and she would declare the child had schizophrenia. And during the shock, she never showed sympathy on the children, with her youngest being just three years.

Then, from 53-73, the government of the US embarked on experiments that would help them find out how to manipulate people. The project was called MKUltra. These experiments involved subjecting people without their knowledge, to drugs that altered their brains, hypnosis, sexual abuse, and many other forms of torture. This experiment just gave a glimpse of the murk that was human psychology. Subjecting innocent people to such cruelty in the name of the research was itself peak dark psychology.

The most famous experiment in psychology was the Stanford Experiment, which aimed to find out the cause of conflict between the prisoners and their guards. The scientist selected twenty-four prisoners and assigned them roles of either guards or prisoners. Then they were awarded a model prison

within the premises. What emerged was that the prisoners playing guards were so strict and so extreme in their torture of the prisoners that the scientists stopped the experiment after just six days! Sick.

The Milgram experiment was also another that put to the fore the repressed terrible recesses of human psychology. In 1961, Stanley Milgram, a Yale University Psychologist, set out to find just why Eichmann and other millions of soldiers in the Holocaust just followed orders. This was a quarter a year after Eichmann had gone to trial. Two people were placed in separate rooms but could hear each other. The experiment was to see the willingness of someone to follow authority orders. Between these two participants, one was an actor. The test subject would then read the question to the actor, and if the actor answered any of them wrongly, the test subject would administer an electric shock to the actor. Nearly every single test subject continued pressing the electric shock button when the experimenter told them that they would not be held personally responsible for their actions. Another case was of David Peter Reimer, who was born biologically male. When he was just seven months, he suffered a damaging injury to his manhood as someone circumcised him. John Money, a psychologist and a great believer in gender as something that one learns, convinced David's parents that their son would more likely be more functional as a girl. He must have been a Machiavellian. But while Money put his money on his idea as a success, David's account much contradicted Money's. David never identified as female, so that is where it all falls apart. David spent his childhood traumatized due to being teased and ostracized, leaving him depressed. Then, at just 38 years old, David couldn't take it anymore and committed suicide with a gunshot to the head.

Another example of the scientists being total monsters was in the Washington and Oregon prison testicle radiation experiment. Between 1963

and 1973, several inmates from these two prisons volunteered as test subjects in a trial that aimed to find the effects of radiation on testicles. One hundred thirty inmates were bribed with cash and promise of parole to take part in the experiment. Here, we see the dark part of the scientist come out. Manipulating prisoners into taking part in a dangerous operation is inhumane. The inmates agreed to take part in the experiment. The study was the brainchild of the government.

The scientists exposed some of the test subjects to massive doses of radiation. Now, exposure to radiation is dangerous, even when it is in small doses. Radiation rays have a permanent effect on the human cells, mutating the DNA and other cells in the body, leading to deformities. This affects not just the test subject, but the children will have as well. It was only much later that the prisoners found out that they had not been told about the whole truth regarding the dangers of the experiment. They settled a \$2.4 million agreement at the turn of the century.

Psychopaths - Serial Killers

Serial killers have, for a long time, held the fascination of many people. Their wanton disregard for necessary human conscience has forever baffled and intrigued not just the ordinary people, but the figures of authority, scientists, and psychologists.

One of the many questions that one finds themselves asking when watching a serial killer documentary is - are we responsible beings, or would we become them if we felt like we would not be held to book? If we had nothing to lose, would we be just as lethal? If the Milgram experiment above was anything to go by, perhaps we could be just as prone to violence as serial killers. But still, the lack of inhibition shown by these killers is legendary, a revelation of the darkness rolling just beneath our human conscience.

Ed Gein was a farmer in Plainfield, Wisconsin, notorious for robbing women's bodies from graves. He also was a murderer and often used parts of the women's remains to decorate his isolated farm in Wisconsin and make items on clothing. Gein was active between 1945-1957 and died in 1984 at a mental institution. He had so much impact that he was loosely used to create fictional killers.

Night Stalker

Richard Ramirez was a deranged murderer that came to be dubbed by the media as 'The Night Stalker.' In 14 months, Ramirez embraced the night as his accomplice, gravitating towards the embrace of the dark as he made a way through homes in a prowling that saw him leave behind 13 dead across California.

Before he made his first kill, the authority had arrested Ramirez for attempted rape, but the woman did not pursue the case, choosing not to testify against him. Let, free, Ramirez began a long murder spree that was violent, brutal, and callous. He often showed no remorse, and his first murder victim, 76-year old Jennie Vincow, on June 28th, 1984. Ramirez brutally raped then murdered the woman by slitting the throat so deep that she was almost decapitated.

During his trial, he gave little away in terms of remorse, and as he was led to prison to serve his life sentence. On his way to prison, he couldn't help but taunt the people gathered outside the court to witness his trial.

Ramirez had a difficult childhood, suffering two severe head injuries that left him suffering from frequent epileptic attacks. His father was abusive to him, leading to Ramirez running away from home. He found comfort in his cousin Miguel, a war veteran, who had developed a taste for torturing women in Vietnam. He showed Ramirez the photos of the torture and killed his wife as Ramirez watched. Miguel may have influenced Ramirez to develop a taste for blood.

Grim Sleeper

When women began disappearing at a neighborhood in Los Angeles, no one would have suspected the personable Loonie Frankline Jr. Neighbors and friends described him as someone willing to help and didn't display the usual traits of psychopathy, like being a loner.

Franklin earned his nickname due to the 14-year break he seemed to have taken between murdering his first eight victims between 1985-1988. He began again in 2002, though authorities believe that he may be responsible for more deaths than the eleven the court found him guilty of.

Franklin targeted women and with hundreds of polaroid photos of women, some of whom were his victims, others who were still alive. Others were never identified, which led authorities to suspect him of more deaths than what he was charged with.

Franklin shot his victims at close range and dumped them near trash cans and on alleyways. Often, he would target vulnerable women off the streets. He was sentenced to death in August 2016, although authorities are still trying to connect him to 15 other killings.

Edmund Kemper

Kemper was a bright child who suffered a lot of abuse, physical and emotional, under his mother. He had also been displaying psychopathic tendencies as a child, often torturing and killing animals, which is observed in a big number of people who end up being psychotic killers.

He often decapitated his sister's dolls as a child and had once stalked his teacher in second grade outside her home with his father's bayonet. When he was ten, Kemper killed the family's cat. Then, he killed another when he was 13. This second time, he took up some parts of the animal and kept them in the cloth closet, where his mother came across them, much to her horror probably.

When he was 14, he left home to find his father in California. His determination to see his old man paid off, but rather than find comfort and the man rejected him. He had been belittled continuously by Kemper's mother, and this may have led him to hate the boy. Depressed and angry, he went to live with his grandparents, both of whom he shot dead in 1964, at just 15. He was then committed to Atascadero State Hospital for the criminally insane but was released back to his mother five years later, much to his chagrin.

He began fantasizing about killing his mother but decided first to perfect his murder skills.

Between 1972 and 1973, Kemper began his killing spree. Targeting female students, he would pick up those hitchhiking a ride on the road. But then, rather than take them to their destination, he took them out in the wild, where he killed them. Then, to further add to his derangement, he would have sex with the dead women, decapitate them and take their heads back to his apartment, where he would have sex with them too. Scary stuff this one.

Then, in 1973, on Good Friday, Kemper achieved what may have been his biggest goal—he murdered his mother. Taking a hammer, he bludgeoned her to death, then proceeded to strangle her friend. Afterward, he also defiled his mother's head.

After he was done, he made a phone call to the local police, where he confessed to them. They were initially reluctant to arrest him, as he was known to them, but they were down on him soon after he began revealing details of the murders that only the murderer would know. At this point, when they came to take him, he did not resist. He was just twenty-four at the time.

Alton Coleman And Debra Brown

The Bonnie and Clyde of the serial killer's horrific world, the two traversed across six states, leaving eight people dead in their wake.

At age 19, Coleman had already had six counts of rape charged against him. It was reported that Coleman had unusually strong sexual urges that he then took to satisfying with all people, including children.

In May 1984, he befriended Juanita White, a single mother of two children, 14-year old Vernita White, and her younger brother. After befriending Juanita over a few weeks, he then asked for permission from Juanita to have Vernita accompany him to his house to pick up a stereo system on May 29th. Both never came back, and Vernita was found brutally murdered, raped, and bound with a TV cord.

Then, in the company of Debra, his girlfriend, they abducted two children, Tamika, and Annie as they walked and left school for home. The two were very young, seven and nine, respectively. The two depraved beings then tied up the children, and when Tamika couldn't stop crying, Debra covered her mouth while Coleman, without remorse, stepped on her chest. But they were not done. They killed her by strangulation, then both defiled Annie beat her and choked her, but Annie lived through the ordeal.

Then, on the same day, they abducted Donna Williams, from Indiana, who had known Coleman for a few weeks. She was found on July 11th, 1984. She had been strangled, and her car was close by. What this even scarier was that the incident took place just a short distance from Coleman's grandma's house.

Then, they were in Ohio four days later, where they gained the trust of another African American family, headed by Virginia Temple. Temple had three children, with Rachelle, 9, being the oldest. The pair strangled Virginia and Rachelle and then put their bodies in the crawlspace in the

home's basement. The other two children were not harmed, and Virginia's mother found them when she came to visit.

Theirs was also merely a murder seemingly for the thrill of it, an indictment into the twist of human psychology when you dig deep.

According to Del Paulhus, a personality psychologist, the four dark personalities - Machiavellian, Narcissism, Psychopathy and Sadism, these personalities are fascinating than the typical personality types, which could explain our obsession with serial killers and their actions of extreme, often without any apparent motive.

Del Paulhus called for more linking between these dark personalities typed, despite their distinct concepts.

Looking at it, you get the sense that, indeed, they are part of the same basic structure. All four personality types often will be reflective of the doers' view of the world. To kill, you will need a set of distinguishing traits, after all, to begin to murder, then keep murdering, and with increasing violence and seeming glee.

On their own, these cases of call for us to give more attention to what precisely the dark psychology is and how we can look into it further.

Beneath our human conscience, lies a dark underworld, waiting for just the right trigger to come to the fore.

Chapter 15 Our Dark Side

Have you ever thought of creating a negative impact on this life?

Sometimes people are engrossed with the right things or morals they have and forget their dark sides. Other scenarios are where one is prized highly even by parents that you value yourself of a higher standard than your counterparts. That feeling is sometimes unfortunate because you may think you are right in anything, whereas other individuals see our weakness. That is why it is good to accept all corrections as one cannot identify their ills or wrongs unless you are told.

What about the dark side you have? You may be surprised to know that the dark side in you can be used as an advantage. Sometimes one is too proud to recognize the vices one has. Other people know their vices, and they feel pressured to control them, therefore generating a personality disorder. You may be that guy who is always viewed to be wicked; thus, everybody fears that character in you. You, therefore, feel isolated and think you cannot do anything to change their perception of you.

Another instance is that you may have been involved in a sorrowful ordeal. Your past tends to determine the life course one chooses. You feel that you cannot try a particular task because you failed once, and you believe you are a complete failure. Maybe at one time, you were short-tempered to the extent of injuring your friend or sibling with a machete. Therefore, you will grow with the attitude that there is a hidden darkness in you.

In some cases, this is the demonic part of you, and you should try to control it in every way. Many relationships have broken because the partners did not take time to know the evil of the other. All they shared is their bright linen, and they did not take time to understand the dirty linen of the other spouse. It would be hurting to know the prince charming or the queen you once believed can hurt you in a way you never expected.

Therefore, it is suitable for everybody to recognize the demonic part of you and try to share it with anyone who can understand. Moreover, before getting into a relationship, dig in the background to identify the weakness of your beloved. Everybody has the evil spirit inside, which you may know or do not. Do you ever think your enemies can ever tell you something positive? But consider asking them what they hate you for, you may realize they do not hate you but dislikes the vice in you. You may further be surprised that they want you to change for the better. It is essential to know who your real friends are because some are fake friends. They will relate with you to discover your weakness, of which they will exploit you negatively.

Having that evil side is sometimes a positive thing because you will know your true nature. Sometimes you are afraid that your close friend will discover your dark side and laugh at you. At other times you like living alone because you feel the demon in you will harm the people you care. Such people experience low self-esteem and do not see any value in themselves. However, there is good news. do you know even the best of you may be the dark side to other people? You may be that bright guy in school or that star player, but do you know too much of anything is poisonous. You are used to being praised or celebrated by your colleagues; therefore, you developed that arrogance attitude. Hence that is an evil nature in you.

How Can One Use the Evil Nature in You for Your Advantage?

You use that character one has to know who your real friends are. The worst betrayal is that which comes from close friends. That pal of yours may not even love you but as waiting at that moment you. Sometimes these friends are interested in the possessions or the richness you have, but when poverty strikes you, they will eclipse. Kings or queens are followed because of the

influence, wealth, and authority they commission to that kingdom, but not out of the love the subjects have for them. Your dark nature in you will disconnect you from fake friends and connect you to real allies.

This feeling helps one to have an attitude of self-acceptance. Maybe you have done everything to stop these evils. However, your hustles are fruitless. You eventually feel that it is an epidemic that you cannot fight. However, by realizing your true nature, you will consequently learn that attitude to accept yourself. Therefore, you can face people confidentially as you feel you have the power to control that evilness you have.

Being weak and feeling disoriented in society is another negative impact of the dark side of you. However, if you learn to manage those feelings, you will have no more fear to face society. You will undoubtedly identify those people who are ready to support you and finish that distrust you possess. Sometimes you may have done wrong that you fear to repeat such actions. Consequently, you even fear yourself, but if you do self-evaluation, you will stop that attitude.

Sometimes the evilness in you can help you to attain you want. You can be dictatorial in any way, but that attitude will command respect and obedience from your subordinates. They will fear you and will try to do everything right to please you. You always have a negative attitude in everything, but you will be a winner if your optimistic friend loses in an area, he thought was achievable. If people fear that you will hurt them, they will allow you to do everything that pleases you.

Some scholars say that you can only 'solve evil with evil.' This ideology works when one wants to reduce the vices found in society. You are that saint whom everybody respects, but how can you fight those criminals who fight you if you do not know how they think. Therefore, if you have a Dark side, you will learn about it and recognize how to deal with it. Therefore, if

your counterpart has the same element, you will be in a position to manage him. That is why most people use reformed addicts or criminals to advise other individuals suffering under the same umbrella.

How Can One Use the Dark Side To Manipulate People?

Many are the cases people are conned, and they often say that the culprit manipulated them. This move can go to an extent where a person is coerced or brainwashed to do something of, not their wish. Manipulation in some people can be viewed as a vice that is not acceptable. It is usually a way of influencing, coercing, or persuading a person to agree with what you want. In this case, you are the dominant force, and your counterpart is the less dominant person. Many of the manipulators use different approaches in eliciting you to do what they want. Some may be sweet-talking to influence you to do something that even you did not wish to. Others will forcefully blackmail you or corer you to do a favor,

Manipulation is an example of the dark side that you may possess. Being manipulated sometimes shows that you are gullible, and you can easily be fooled to do something that you never wished. Those particular people who influence others are mostly emotionally intelligent guys. Such personnel play around with your feelings, and you sense danger you do not follow their instructions. One may ask how the dark nature in you is connected to manipulation. Remember that manipulation may be positive or negative, but in this case, consider manipulation on positive grounds. If you are a parent, you must show you the wrong side so that the children can obey you.

Imagine how you feared to do wrong when you were a kid because you were afraid of caning from parents. Therefore, the parents will manipulate you in doing something right by using such painful measures. Isn't that the right side of manipulation prompted by the dark side?

What are Yin and Yang

It is a Chinese philosophy that shows how contrary parties or opposite ones may intermingle, connect, and interdepend on each other. You will always feel oriented to mingle with another even if you do not share the same class. This principality is associated with the dark nature one has. Yin is expressed and marked as evil, wicked, feminist, and shadows. While Yang is marked as bright, masculinity, heaven, and eminence, these two groups of people usually relate to energize their colleague. Recognize that Yang is mostly associated with males, and Yin is associated with females.

It has been found that both of these qualities very different and are used in manipulation. A Yin person is characterized by being a listener, softy, coolness, surrender, and respectful. In Yang people, they are portrayed in being brave, authoritative, and strict. Therefore, in most cases, the Yang People Influences the Yin individuals

Ten Ways Manipulators Use Their Dark Sides

Manipulators mostly cheat to gain an advantage over you. The specific issues that they mainly cheat is to generate pity from you. They will lie about a particular episode that happened to them, and they will try to connect that story on what they aim you to perform. Therefore, you will feel motivated by what they want to do to prevent such a terrible episode from happening to you. Think of a person who tells you not to walk on a particular street because burglars attacked him. You will surely not walk on that path. Therefore, without knowing the person will influence you to walk on the road, he or she wants.

They mostly instill your fear. These individuals like warning their victims, which is a way of instilling phobia on doing something you are meant to do. For the case of that street, they scare you like 'burglars will attack you if you follow the same path I followed.' It is the nature of a being to fear the danger or horrifying scenes. Therefore, they use such a weakness of people

to their advantage. They may even fake a story or use an illustration of the sad story of a person who followed the path they do not want you to take. You will undoubtedly try to avoid such episodes, and hence you will fall in their trap.

These people can identify when you're happy and take advantage of that situation. Happiness is a good thing for every human, which one aims to have. Every activity that one does or practices the most significant priority is to achieve maximum happiness. They can do soothing that will make you jovial as a way of capturing your attention. Whenever you are in discussion with them, they will jump to that topic, which they perceive is interesting to you. You will undoubtedly hear them out after you realize they focus on things that entice you. Without knowing they will use that chance to influence to fulfill their wishes. Imagine hearing a person singing the song you like; you will undoubtedly stop what you are doing to hear them out. Manipulators always like blackmailing their victims. That is where they use the reciprocity rule when engaging you. This rule states that do unto others as they have done for you. If maybe you are in a job interviewing panel, and you realize someone buys you some presents before the interview. Know that the particular person wants to manipulate you to favor him in job recruitment. What if you take their valuable gifts which you cannot afford to compensate them, you will only be left with one choice, which is that you will have to favor them. Therefore, if you realize such people, please do not accept their presents or gifts.

These folks always want to be the center of the conversation. They like painting a picture that they know much from you. Even when you are conversing with them, they will try to put much vocabulary and jargon to make you look inferior. By doing this, you will develop the fear of criticizing them and correcting them. They always seek influence and

dominates amid the conversation you have. You can even create an attitude that they know better than you, hence everything they say you will find it right and intelligent. The route they want you to follow, you will undoubtedly observe that path. To manage such people, it is essential to have a neutral talk where all of you have the same say. Whenever you feel that they are trying to gain dominance, cut the story off, and remind them that you share the same grounds.

These persons always ask lots of questions. They ask such questions when they give you less space to answer. You will realize that they still talk too fast that you cannot easily comprehend what they are saying. Hey, that is a scheme they develop to hide their real intention. The questions will be based on your failures, where they want to discover such weaknesses to blackmail you. They want to talk fast so that they can blame you that you are the one not listening well. Allowing you to criticize them or correct them will expose evil schemes, which is something they would not love. These people always want you to look like the villain in any terrible story. They want you to feel like you are the guilty one in any situation. They will cite an episode you were involved in and try to show you that you are the one who made a mistake. They use such a weapon because they know that it is human nature to try to justify themselves. Therefore, they give you a platform to excuse yourself from an ordeal where they place their demands as a means of that justification. Therefore, you will surely do what they want to remove your dirty linen out of the public sight.

Showing their negative emotions is one way to trick you into doing what they require. They may even fake a sentiment that will touch you. They can feign anger, sorrowfulness, remorse, and other emotions. Remember, they want to gain control of your feelings. Imagine how what would you do if your beloved kid threatens to kill himself if you do not buy him the

promise. You will surely be manipulated to buy him that toy, where the kid was faking that emotion as it is impossible for the child to kill himself. Sometimes these individuals want to show you that they are favoring you more than others. Whenever they award you with something, they will whisper how they preferred you in that situation. They will tell you that you have impressed them in a certain way, and they feel obliged to return the favor. They want you to look superior over others, as is the nature of a person to feel praised above others. Therefore, you will be enticed to do what they want so that they can keep on complementing you often.

Conclusion

Thank you for making it through to the end!

The next step is to make the best use of your new-found wisdom of Dark Psychology and protect yourself and your loved ones from being a victim at the hands of predators using their Dark Psychology to their advantage. Take a step back and reassess the negative influences in your life. You have now armed yourself to fight them back with your knowledge and understanding of the Dark Psychology and its various modes of manifestation. You have also learned how NLP can help you transform your weaknesses and insecurities into positive affirmations and increasing confidence. Mastering the art of persuasion will allow you to improve your loved ones into making better life decisions. With your renewed understanding of the difference between belief and dark manipulation, you can quickly identify your friends from your enemies. Remember, with high power, comes great responsibility. So, exercise caution while using your new psychological powers.

**How to Analyze People:
Speed Read People, Identify
Personality Types, Understand Body
Language and Analyze Human
Behavior Psychology to Defend
Yourself from Manipulation, Mind
Control and Deception**

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Introduction

Do you always find it difficult to turn down people, even if you don't want to do what they ask of you? It's a key skill for a person to learn how to turn people down. There are many men, however, who are suffering from this problem — persons who start to say yes to every request they receive, and so; as a result, they end up caught up in doing things they don't want to do. Well, don't worry, there are real ways of telling people "no" without looking like a complete jerk. Here are tips on how you can turn people down while maintaining your manhood.

Resumes could be seen as the painting of a human to demonstrate themselves by demonstrating their expertise, career goals, and work experiences. When writing their resumes, very few people take this opportunity to use it. While this is essentially what a curriculum is for, you should be careful when making your curriculum vitae. From an objective perspective, you must look at your resume. In other words, your curriculum should not be biased but should reflect the truth about you.

Manipulation is not ethical, but we need to know how to subtly manipulate people and influence their decisions in this dog eat dog world. Now, I'm not saying you're going out on the street and manipulating everybody you meet. Use these strategies for your benefit. You can also sometimes use these techniques to achieve positive results.

The power of influence, manipulation, and seduction is now a topic that you can make sense of, and with which you no longer need to feel alienated or broken. You understand what positive influence really means, and how to use it in conjunction with other deliberate practices for maximum results. You've also learned what to watch out for in terms of negative manipulation going on around you and focused toward you.

What's more, you've completed the initial, crucial steps to read others, and influence interactions of a social, business, or romantic flavor. As you've worked through these chapters, you've expanded your knowledge on the history of manipulation and how it also plays a part in today's media. You're now more aware of professionals who continuously rely on these applications for their success. Hopefully, you've gained insight, confidence, and practical application from the information in this book. Not only have you become familiar with the practices it takes to become an excellent reader of others' body language and vocal communications, but you've also learned that positive and deliberate persuasion can help you to repair existing relationships that may be experiencing strain. When your life feels out of your control, you can change the direction with deliberate influence. When you slip up or forget what to do, the exercises in this book will set you back on point and help you to get down to the nitty-gritty actual work once again. You're encouraged to continue regularly practicing with the wealth of knowledge you now have, and to expand your knowledge and evolve yet again.

Practical and ethical influence and manipulation will take you a long way. With this information in this book, you're ready to stop bending to the wills of others and start implementing the life and future you want with persuasion tactics.

Chapter 1 Introduction To Human Behavior

Psychology

Human behavior, though we are all unique, follows relatively predictable trends. People tend to behave in the same way in similar situations. Because of that, it becomes easy to analyze those behaviors and understand what is going on inside the minds of someone else. This is exactly what human behavior-analysis endeavors to do: it wants to understand what is happening in another's mind and take control of the behaviors to influence it.

Defining Behavior-Analysis

At its simplest, behavior-analysis refers to a science that understands the behaviors of other people. It studies how biology impacts behaviors and how behaviors can change based on context. If you take the time to learn the patterns and common behaviors of another person, you are able to notice patterns and figure out the causes of each behavior, which allows for you to then focus on changing the behaviors through interrupting or redirecting them somehow.

Controlling Behaviors

There are several different ways to control the behaviors of other people, ranging from appealing to authority to how you word things. No matter the way you chose how to control another person, it can be used in ways that influence the other person to act in certain ways simply because you are able to read and redirect their behaviors in just the right way. Here are some of the ways in which you can control the behaviors of an individual.

Identifying strengths

When you identify the strengths of someone else, you set things up, so you can recognize what they do well, and you can play upon that later. For example, if you understand that someone is quite skilled at art, you may be able to redirect them to do something that you want them to do because you know they are good at it.

Consciousness

Consciousness is seen as a behavioral state in which you are aware of yourself at that moment. You can control someone's behaviors by making them suddenly acutely aware of what they are doing at that moment — for example, and you can tell a child that they are actively doing something, which you can then cause them to stop. When you trigger consciousness on one thing, you may be able to influence another, such as drawing attention to fiddling with hands, which may distract from another attempt to persuade or influence an individual.

Cold reading

Cold reading refers to the idea of people putting out information that is vague enough that nearly anyone could relate to it, and drawing inferences through watching the behavior of the other person. Think of a psychic pretending to read a crystal ball — she may say something vague about someone wanting to contact you from the other side, and you may wail out

that it must be your recently departed dear Aunt Ellie. That gave her the information she needed to keep going and convince you that she is right. Cold reading in behavior analysis is similar — the individual says something and watches your reactions, essentially going on a fishing expedition.

Priming

Priming refers to the idea that one stimulus can create an influence on what will happen with the second stimulus. Think of subliminal messages here — you are being shown one thing that you may have a good or bad thought toward, and then shown a second thing. You can prime people to associate a relatively neutral word, such as banana, with a completely unrelated concept, such as friendly just by presenting friendly before or after banana repeatedly.

Linguistics

The way you use words matters a lot — you can use certain words and phrases in certain ways to encourage certain kinds of behaviors. Using words with positive connotations are far more likely to trigger good behaviors than words that are negative. Think of NLP with this concept — you can appeal to a person through using words that are meaningful or relevant to that individual.

Confusion as a weapon

When confusion is used against you, you are far more likely to go along with what you are being asked to do. Because you are confused, your mind is preoccupied, attempting to compute what had just happened, and it becomes vulnerable to whatever it is that the other person is trying to suggest. This is useful in manipulation as if you can keep the other person confused and off-balance, so to speak, they are not able to protect themselves from the confusion tactics.

Interruptions

You can interrupt and redirect behaviors — the surprise that is likely to happen when you suddenly interrupt someone is usually enough of an opening for you to suggest they do something else, which they will likely do.

Scarcity and regret

One of the easiest ways to make something more valuable is to limit it — once it is no longer unlimited, everyone wants it, and everyone will fight to get a piece. This means that you can make people want something or do something only by restricting their choices. You can tell someone not to do something, which makes them more likely to do so out of spite, or you can limit choices, making them feel as though they have to act or regret not doing so in the first place.

Advanced behavioral anchoring

This refers to the idea that you can create biases that sway a person on how he or she behaves through an anchor. For example, when you are going to be making decisions, you typically rely on an anchor of information. This anchor is used as your bias for whatever it is you will be deciding upon. For example, if you need to decide what kinds of crops your farm will grow, you would anchor yourself on specific information about what grows well in your area. This can then be hijacked, however, if someone instills a false anchor. If someone convinces you that bananas grow well in your climate rather than the usual cotton you grow, you may make decisions based on that flawed anchor that told you to grow bananas. This means that if you can instill false anchors in someone else, you can ensure that they behave in ways that are relevant to you and benefit you.

Using the voice

Your voice is perhaps your most influential and convincing tool of all — your tone can convince people to do a wide range of things. Think about it this way — you are far more likely to go along with something if someone asks you nicely than if they shouted it at you, or if they sang it at you. If you are trying to get someone else's attention, for example, you can drop your voice to a whisper to get their attention. They will suddenly have to listen closely and focus on you and what you are saying to hear from you, and they will do this. You can lead people based on your tone, and how loud or soft, forceful or gentle you make it.

Chapter 2 Body Language Basic

Body language refers to non-verbal communication that can be inferred from the behavior or conduct of a person. Body language, therefore, negates the element of oral communication whereby a person does not have to say what is on their mind. Still, the same can be inferred from their observable conduct. One of the reasons why it is indeed essential to understand body language is the fact that people rarely say what is on their mind during the ordinary conversation, and as such, understanding body language will make it possible for you to know exactly how another person feels about an issue. Sometimes, you might be faced with a situation where you need to formulate an appropriate response to an issue that is affecting someone else. However, you cannot respond appropriately if you are not in a position to understand precisely their point of view. Understanding body language makes it possible for you to come up with an appropriate response to various situations affecting our friends and colleagues. You will, therefore, end up formulating good relationships with the people around you, as they will be made to feel that you understand their situation.

One of the most important things that you ought to remember when it comes to body language and communication, in general, is that non-verbal communication constitutes more than 60 percent of all communication. This implies that if you are in a position to understand body language, then you will be able to access more information about other people, their concerns, fears, and motivators. This makes you a better communicator, as well as enhancing your overall leadership skills.

How to Read Body Language

Knowing how to read other people and responding to them is the ultimate skill when it comes to understanding body language. There are many ways through which people communicate, and it might not necessarily entail

teaching using words. This, therefore, implies that other parts of the body, such as the eyes, the arms, feet, and facial expression, also play a key role as far as overall body language is concerned.

Focus on the Eyes

Focusing on the eyes can be very instrumental when it comes to your capacity to understand body language. The behavior of another person with respect to the position of their feet, the nature of their handshake, the position of their hands and arms, and their eye movements, including the size of the pupil, can tell you exactly how they feel with respect to the issue in question.

Eye Contact

Direct eye contact is an indicator that the person you are communicating with is interested in whatever it is that you want to say. On the other hand, failure to establish direct eye contact implies that the person is probably not interested in the topic of conversation. Furthermore, the lack of direct eye contact can also imply that the person is dishonest or uncomfortable with the conversation that you are having with them. For instance, they might regard the subject of conversation to be a taboo issue and one that they might not be willing to discuss openly.

Blinking Rate

When it comes to the eyes, another key aspect of body language is the blinking rate of the eyes. The blinking rate that stays within the normal range is a probable indicator that someone is relaxed and has nothing to hide. However, a higher than normal blinking rate reveals that the person you are communicating with could be extremely stressed and uncomfortable with the situation. You should always ensure that you are able to focus on the blinking rate so as to know exactly the position, concerns, or fears that the other person might be experiencing.

Dilation of the Pupils

The dilation of the eye pupil is also something that can let you know whether or not the other person is genuinely interested in you. Dilation of the pupil is an indicator that the person is taking interest in what you are saying. If the person is not interested in the topic of conversation, then the size of the pupil is likely to remain unchanged.

Ultimately, the eyes play a crucial role when it comes to body language and non-verbal communication. Sometimes, someone might say something to you, but their eyes seem to say something totally different. Focusing on the behaviors of the eyes, including the dilation of the pupils, the blinking rate among things will let you have a more accurate picture of the true position that is held by the person you are in communication with.

Head Movement and Body Language

Head movement is also another element of body language that can offer highly reliable information regarding the exact position and feel that the other person has towards you or the topic under discussion. The rate at which a person nods during a conversation can let you know whether or not the person is interested in the conversation or is disinterested in the same.

Nodding

Fast nodding during a conversation is a probable indicator that the person you are communicating with is not really interested in the conversation.

Fast nodding is most often than not a sign of impatience on the part of the other person, whereby they would rather that you speed up the conversation and get to the end of the main point. On the other hand, slow nodding of the head is a sign of genuine interest. Slow nodding could indicate that the person has taken a deep interest in what you are saying, and they want to know more.

Tilting of the Head

During a conversation, you might notice that the person you are communicating with is tilting their heads either towards you or away from you. Tilting of the head towards you is an indicator that the other person trusts you and believes in what you are saying. However, if they tend to tilt their head away from you, then this is an indicator that the person you are communicating with does not trust what you are saying since they could be having some doubts regarding the same.

Furthermore, you can always tell the perception that another person has of you simply by focusing on his or her body language and, in particular, the head. This is especially applicable during a group conversation. If someone seems to tilt towards you or look to your direction during a group conversation, then it is a sign that they seem to take you seriously in terms of what you are saying. Alternatively, if they do not look towards your direction or seem to do so for an extremely brief period of time, then this is an indicator that they are probably not taking you seriously.

Focus on the Hand and Arm Movement

Concealing of the Hands and Use of Gestures

The behavior of the hands and arms are key components of body language during an ordinary conversation. Starting with the hands, concealing the hands by placing them inside the pocket is a sign that the other person is being dishonest or that they are nervous. An ordinary conversation should, therefore, entail exposing the hands since this is an indicator that indeed someone has nothing to hide. For instance, if you happen to have a conversation with another person and they place both their hands on top of the table during the conversation, then this is an indicator that they have nothing to hide.

The use of hand gestures is also something that you should look out for when it comes to body language communication. For instance, the pointing

of the hands towards a specific individual during a group conversation is a likely indicator that the speaker has a high affinity for the individual in question.

Hands-on the Mouth

Sometimes, you might notice someone trying to cover their mouth during a conversation. This form of body language is mostly used when someone is trying to be discreet about something. However, covering the mouth during a conversation can also indicate that the person might not necessarily be telling the truth.

The crossing of the Arms

In addition to the hands, the arms similarly play a key role in body language and non-verbal communication. The crossing of the arms is considered one of the most notable aspects of body language. When someone crosses their arms across the chest, they are more likely to be defensive and least likely to tolerate the idea of opening up about their personal lives. Crossed arms, therefore, are considered to be some sort of a road block whereby the other person is subtly letting you know that they are not willing to let you in.

However, in certain situations, crossed arms can be a sign of self-confidence on the part of the other person. This is particularly if the person crosses their arms across their chest, but at the same time, they are seemingly overly relaxed and willing to share with you as much information as possible. You should, therefore, be in a position to interpret the meaning of crossed arms depending on the exact situation that you are experiencing with the other person.

Arms on the Hips

When it comes to the arms, placement of the arms on the hip area is a vital aspect of body language. Most often than not, placement of the arms on the hip area is considered an attempt at establishing dominance by the other

person. This behavior is mostly observed on the part of people with authority either with the social or professional spheres.

Body Proximity

You can tell a lot about how another person is feeling about you or the subject you are discussing based on how close they are to you during your interaction. Body proximity refers to the physical closeness that a person is willing to have with you during a conversation. Proximity can relate to both the sitting and standing position of the other person in the course of your interaction with them.

Generally, when someone is willing to stand or sit close to you as you interact with them, then they probably see you as someone that they can establish a substantial relationship with. This can be a business relationship, cordial friendship, or even a romantic relationship. On the other hand, if the person prefers to maintain their distance while interacting with you, then this can be an indicator that they are not really into you. However, it is important to point out that body proximity is something that might differ from one culture to another. For instance, in some cultures, men are not allowed to stand or sit close to women in public, even if they happen to be husband and wife. In such societies, proximity might not offer the most accurate interpretation of body language.

Facial Expression

The facial expression that someone has while you are interacting with them can let you know whether or not they fancy you. A smile is perhaps the best indicator when it comes to facial expression and its overall implication as a body language. When smiles at you during a conversation, then they are most likely telling you that they are having a good time and seem to be enjoying your company. However, if someone insists on maintaining a

serious look during a conversation, then they probably are not enjoying your company, and they might prefer to be left alone.

When it comes to facial expression, and in particular smiling, it is important to know how to go about differentiating between a genuine smile and a fake smile. A genuine smile usually some form of dilation of the eyes and the entire face as well. On the other hand, a fake smile might not be visible in the eyes since it is only centered in the mouth area. This, therefore, implies that it is very difficult for someone to hide their true feelings with their smile if you know what exactly to look for.

The positioning of the Feet

Most often than not, people would focus on controlling their facial expressions but forget about the feet. For this reason, focusing on the movement of the feet might be very reliable if you are trying to study the body language of the person next to you. Movement of the feet can have various interpretations depending on the exact situation that you are engaged in. In a one-on-one conversation, movement of the feet can let you know if a person looks at you favorably or not. If the person seems to point their feet towards you, then this is an indicator that they probably fancy you and are likely to pay more attention to what you have to say.

In the case of a group conversation, focusing on the feet of others could offer insightful information regarding where their loyalty or true feelings really lie. For instance, someone might look at you as they interact with you during a group chat. However, you realize that as they are talking to you, their legs seem to be pointing towards someone else. As much as they seem to be focusing on you, their true focus lies with the person that their feet are facing this probable indicator. A good example would be in an office setting where one of the junior employees is talking to one senior employee with their feet facing the direction of another senior employee. The overall

implication is that ultimately, their loyalty lies with the senior employee who they have positioned their feet towards.

Nature of the Handshake

Handshakes are considered the most common way of greeting and acknowledging other people. However, handshakes are also important when it comes to body language. A firm handshake usually means that you are interacting with someone who has high self-esteem, and one who is likely to be a reliable ally. On the other hand, a feeble handshake could indicate that the person has low self-esteem and might be unreliable.

When it comes to the handshake, some people usually insist on tilting the other person's hand so that their hand ends up being on top. Such people are likely to be control freaks who would insist on having their way during a negotiation.

Importance of Body Language

Very few people have embraced the habit of saying exactly what is on their minds. Some people actually say one thing while, in essence, they mean the exact opposite. Enhanced understanding of body language is very important in enabling you to know exactly what another person thinks of you or of the topic under discussion. When you fully understand body language, then you can come up with an appropriate response. Many times, instances of miscommunication usually arise when people do not know how to read and respond to body language. For example, you may be presenting a business idea to a potential client, and they tell you that they like the idea. However, you realize later on that they are unwilling or are hesitant to assist you. In such a scenario, you could have possibly failed to interpret their body language and opted to go with the oral confirmation.

In the above scenario, if you happen to have a good grasp of the concept of body language, you could have noted elements of non-verbal conversation

that would have indicated how they truly felt about your proposal. For instance, they could have indicated that they like the proposal, but during the conversation, you notice that they are leaning away from you. Similarly, the client or potential business partner might have acted surprised and even smiled at the idea, but you notice that there is zero dilation of the pupil. All these are crucial elements of body language that could have enabled you to know the exact position of the person you are interacting concerning your proposal and therefore come up with an appropriate response such as looking for creative ways to convince them further.

Having an understanding of body language can also help you avert awkward situations. For instance, you might be meeting someone for the first time, and they smile at you as they favor you. You decide to go ahead and ask them out on a date only to realize that they are not interested in you. A good understanding of body language would have enabled you to notice subtle signs such as their tendency to maintain some distance from you during conversations. With this knowledge, you can avert awkward situations that might arise as a result of failure to accurately interpret body language.

A good understanding of body language can also help you to avoid inadvertently sending the wrong message to someone. This is especially the case where you are interacting with someone from a different socio-cultural background. You could be coming from a society where physical proximity, especially between members of the opposite sex, is not encouraged.

However, you come across someone you fancy, and you insist on maintaining a significant amount of distance from them while interacting. The other person is likely to misinterpret your body language and conclude that you do not like them when, in reality you happen to like them.

Chapter 3 How To Discover If You Are Manipulated

Have you ever felt a sudden lack of self-confidence or, worse, this curious and agonizing impression of not knowing how to communicate? Have you ever been deafened by doubt about your skills or qualities? Have you ever been inhabited by that feeling of inferiority that paralyzes you, chills your blood, and prevents you from reacting normally? If you have ever experienced this kind of situation, it is because you have been the victim of type III manipulation and placed in the line of sight of a manipulator.

We remember that the second type of manipulator is a selfish or egocentric person who thinks only of his interests, without worrying about the consequences. But the type III manipulator, which is also called the manipulator, has a very different characteristic intention. His only goal is to destroy. Everything he undertakes is meant to kill you, to ruin what you do, or to destroy an aspect of your personality that does not suit him.

The manipulator is characterized both by his will to harm and by a formidable ability to conceal. This is why many people do not trust him or take him for another.

The manipulator does not display distinctive signs, and his perversity does not necessarily read on his face. He is a true chameleon that hides behind deceptive appearances to better destroy. He can take the appearance of a parent who is "overprotective" and who, out of selfishness, prevents his child from becoming independent. The manipulator could be a nice grandmother who, secretly, gives money to her little girl who is in rehab to, supposedly, "help her hold on". It can also be a mistress, a lover, a boss, a neighbor, a teacher, or a long-time friend. In the cozy atmosphere of the

offices, it is the collaborator willing to do anything to take your place or that colleague who seeks to devalue you because your expertise is shady. He intends to destroy. Sometimes it may bring him something, but in this case, it's a secondary benefit because what he's essentially aiming for is the destruction of who you are, what you do, or the other of your behaviors.

1. Manipulators play on fear.

The majority of manipulators will overemphasize specific points and exaggerate facts to make you scared and have you acting as they want. The way to identify this play is by looking out for statements that imply you are not strong or courageous enough or that if you miss out on a particular thing, you are a loser.

2. Manipulators deceive

Everybody values honesty and transparency, thus will avoid deceivers. Manipulators understand this concept and are very cunning when lying. They twist the facts or try to show you only the side of the story that benefits them. For instance, a work colleague can spread some unconfirmed rumor to gain the upper hand. To avoid being deceived, do not believe everything you hear. Instead, base your choices on credible sources and ask questions if the details are not clear.

3. Manipulators take advantage of your happiness

Have you noticed that you are more likely to say yes to anything when you are happy or in a good mood? When we are happy, we tend to jump on opportunities that look good even before we think things through. Master manipulators have this knowledge thus will take advantage of the moods. To manage this emotional opportunity and avoid manipulation, work to improve awareness of your emotions, both positive and negative. Strive to strike a balance between logic and emotions when making decisions.

4. Manipulators take advantage of reciprocity.

Do you know that feeling you get when you owe someone a favor, especially if they helped you at one point? That feeling of debt makes one vulnerable. It is hard to say no to a manipulator if you owe them something. Most of the manipulators will attempt to butter and flatter you with small favors then ask for a big one in return. As much as giving brings more joy than receiving, it is more important to know your limits. Do not be afraid to say no when you have to even if you owe someone a favor.

5. Manipulators push for a home-court advantage

It is very easy to convince a person when you are in a familiar place. As such, a manipulator will push you towards meeting you in a place he/she is familiar with while you are not. Ownership gives power and comfort, thus a place like home or the office will provide the manipulator some authority. You will have to make requests for meeting in a neutral place where familiarity and ownership are diluted to disarm the manipulator.

6. The manipulator will ask a lot of questions.

Naturally, it is easy to talk about oneself. Master manipulators know this; thus, they take advantage to ask some probing questions. Their agendas are hidden, but basically, they seek to discover your weaknesses or other information they can hold against you. Of course, it would be unfair for you to assume that everyone has wrong motives because there are a few people who genuinely seek to know you better. However, it is okay to question people, especially those who reveal nothing about themselves.

7. The manipulator will speak quickly

To manipulate you through your emotions, the manipulator will talk quickly and sometimes use jargon and special vocabulary. This will give them an advantage because you will not have enough time to think. For you to counter this form of manipulation, do not feel afraid to ask for some time to process what the person said. Also, make a point of asking the person to

repeat any unclear statements. To gain some control of a conversation, repeat the points the other person makes in your own words, and let them sink.

8. The display of negative emotions

Some manipulators will use voice tones to control your emotions. The most commonly used tone and body language by manipulators are negative. For instance, basketball coaches (they use manipulation for positive purposes) are masters at raising their voices and using strong body language to manipulate the emotions of the players. To avoid such manipulation, you should practice pausing. It involves taking a break from the conversation or situation and having some time to think before reacting. You may walk away for some minutes to get a grip on your own emotions.

9. Manipulators limit your time to act

Every manipulator wants to win. They may do this by ensuring that you do not have enough time to think. For instance, an individual may force you to make a serious decision in an unreasonably limited amount of time. He/she will try to steer your thoughts to their advantage. You will not have enough time to weigh the consequences. To avoid a situation where you give in without thought, do not be in a rush to submit. Ensure that the demand is reasonable. Take the pause, ask for some time, and if the person does not allow you to think, walk away. You will be happier looking for whatever you need elsewhere.

10. The silent treatment.

According to Preston Ni, a manipulator will presume power in a relationship by making you wait. For instance, when a person deliberately fails to respond to your reasonable messages, calls, emails, or other inquiries, he/she makes you wait and, at the same time, places uncertainty and doubt in your mind. Some manipulators use silence as leverage. To

avoid being a victim of manipulation through silent treatment, give people deadlines, and do not allow them to intimidate you. For instance, after attempting to communicate to a reasonable degree, let go of the matter and let the other person reach out.

Manipulators will work to increase their emotional awareness to have the upper hand on others. A large number of people are learning how to be emotionally intelligent. You, too should seek to sharpen your emotional intelligence levels for your protection.

Chapter 4 Clues To Revealing True Intentions

We assess others based on our encounters with them. He's easy to talk to. She's got a great personality. He's trustworthy. She's cheerful. These are among the many descriptors we use when we talk about someone's personality. We throw the word "personality" around a lot, but how much do we genuinely know about what "personality" entails?

A Basic Understanding of Personality

Your personality will remain predominantly stable over time. The traits you display as a child may change a little as you grow older, but it generally predicts the kind of behavior you're likely to demonstrate as an adult.

Humans are an adaptable species, and we can alter and change our personality based on need and necessity.

Examples of positive personality traits include responsibility, adaptability, honesty, compatibility, determination, compassion, loyalty, courage, and understanding. Negative personality traits, on the other hand, include selfish, rigid, unyielding, lazy, disloyal, backstabbing, and lying. The latter is the one you want to learn to analyze and watch out for.

Interpreting Personality Types

The assessments that we make about someone's personality are informal, often based on the way they behave and why they behave the way that they do. Psychologists, on the other hand, have a more theoretical approach to describing personality types. The study of personality has brought to the development of various theories that explain how and why certain personality traits develop.

The word personality has Latin origins to it, derived from the root word *persona*, which refers to the theatrical mask that performers usually wear to disguise their identities or play or project different roles. To put in more succinct terms, personality involves the characteristic patterns of feelings, thoughts, and behaviors, making each person unique. These traits form within, and will remain fairly consistent throughout their lives unless there is a deliberate attempt to change it.

Our personalities are what make us the unique individuals we are. It is a pattern that involves an individual's permanent traits, in addition to their distinctive characteristics. These traits give consistency and individuality, which contribute to our unique thoughts and behavior. Personality theorists have a myriad of ways to describe what the term "personality" encompasses. In their study of personality traits and types, on the patterns of behaviors and characteristics that can help explain and predict the way someone behaves. There are several factors which could influence the expression and development of our personalities, among them:

- Genetics.
- Culture.
- External environment that shifts and changes through the different stages of life.
- Parenting.

- Societal expectations.
- Cultural norms.
- Consistency, when there is a recognizable regularity and order to the behavior seen. People generally act or behave in the same ways, no matter what the situation.

Personality also has an immense effect on what causes us to act, behave, move, and respond in specific ways. The way human personality develops and changes over a person's lifetime is a fascinating element of life that one can study. This study and the results gained serves as an essential insight into understanding the practical applications of the real- world, why people act and behave a certain way, and what motivates the behaviors and thoughts.

Tests are conducted to assess the different personality types. A quick search on Google will reveal plenty of online personality tests you can do on your own to help you understand and learn more about your strengths, weaknesses, and even character. However, not all these tests may be entirely reliable to accurate. Psychologists carry out their tests in their profession to interpret and understand the different personality types, which are more definitive than the generic tests you do online.

Personality assessments can be conducted in a range of areas. Some assessments may focus on how some people rank in terms of conscientiousness, extroversion as well as openness. Some assessments focus on specific aspects of changes in personality over the course of time. In contrast, other assessments are used to help people determine the kinds of careers that go well with their existing personality and how they can perform certain job tasks.

Competing Personality Views

Two competing views exist on personality, which is the idiographic view and the nomothetic view.

The idiographic view sees personalities as being unique to an individual. No two people can be compared with one another because their psychological components are integrated as an entirety and not as a sequence of comparable characteristics. Originating from the Greek word “idios”, which means “private” or “own,” psychologists pursuing this approach focus on experiences to discover what makes each unique. The idiographic view is all about free will and what it means to be uniquely human.

Studying this view involves data based on qualitative research and investigation into an individual’s personality in a detailed manner. Methods of study could include unstructured interviews, case studies, personal documents, self-reports, and even autobiographies. One strength of this approach is that it focuses entirely on the individual.

Gordon Allport, who founded more than 18,000 terms to describe personality characteristics argued that only when you get to know a person as a person, will you be able to predict what they might do in any given situation. Another strength of this approach is that the findings gathered from the data can be used later as a source of hypotheses or ideas for later studies. A drawback, however, is that idiographic study is time-consuming and often too costly to study individuals in great depth.

The nomothetic view is that personality traits can be compared among individuals, and each person has a scale of that trait. This unique personality is seen by mapping their position along with these traits. Stemming from the Greek word “nomos,” which means law, psychologists who follow the nomothetic school of thought focus on studying the

personality similarities between individuals. Therefore, this approach centralizes around establishing generalizations or rules which can be applied to everyone.

The strengths of the nomothetic approach lie in its scientific and precise measurements. This approach has helped the scientific method to psychology through the development of theories and laws, all of which can be empirically tested. The limitation to this approach, though, is that predictions can be made about the various groups of individuals, but these predictions may not apply to all the individuals concerned.

Two examples of this approach are Raymond Cattell's 16PF (Personality Factors) theories of personality traits and Hans Eysenck's personality type. Cattell narrowed down the major personality traits into 16 different terms, which are:

- Abstractedness
- Apprehension
- Dominance

Emotional stability

- Liveliness

Openness to change

- Perfectionism
- Privacy
- Reasoning

Rule conscious

- Self-reliance
- Sensitive

Social confidence

- Tension

Vigilance

Warmth

Eysenck believed that personalities were divided into two dimensions. The first was introversion-extroversion, and the second was emotional stability-emotional instability (neurotic).

When combined, these dimensions form a myriad of other personality characteristics, much like the one you see represented in the graph below.

Image Source: Edraw.com

Understanding Personality Types

Personality types are described as psychological classifications that are given to individuals with specific behavioral patterns and tendencies.

Businesses and organizations have started incorporating personality tests to designate individuals to specific job functions or roles within the organization based on the outcome of their test results.

Myers-Briggs Personality Type Indicator is one of the most commonly used tests to figure out what everyone's personality is.

Per the Myers-Briggs indicator, there are 16 various types of personalities.

The very fact that there are 16 types in the Myers-Briggs Indicator goes to show how complex people are and how their emotions and behaviors are all different at varying degrees. To analyze body language and learn how to recognize the warning signs of lies and deception through nonverbal communication, there are four main personality categories you need to focus on:

Peaceful Personalities - They are patient, diplomatic, easy-going, and prefer to avoid confrontations with people. This group prefers having order and peace, and thrive best in this sort of environment. They are known to be very down to earth people and are quite stable emotionally. They bring balance to companies that are fast-paced and have strengths to build a working team. Because of their nature, it's generally easier to spot the telltale signs of a lie when it's happening, since peaceful personalities are often uncomfortable being deceitful. They encourage respect, value, and harmony between people in the workplace.

Playful Personalities - These individuals are easy enough to recognize. They're funny, energetic, enthusiastic, loud, and are generally considered extroverts, and they love socializing with people. They've got plenty of ideas, are innovative, creative, and work fast, but the downside is that

sometimes these creative types tend to be disorganized. Not all playful personalities will be your friend, though, and if someone is too friendly in certain situations like work (especially if you've only just met them), be on your guard, they might not be trustworthy. Playful personalities prefer fondness, approval, and attention.

Influential Personalities - These confident, in-control individuals are generally both authoritative and productive. Most people classified under this personality are known not to give up easily. They like to take control and face any situation head-on. They have high inner strength, and they usually stop at nothing until their goals have been accomplished. This competitive streak, though, tends to bring out some less than pleasant qualities, depending on the individual in question. Some may have no qualms about having to resort to lies and deception if it means they can get one step ahead. These personality types are attracted to credit, loyalty, and appreciation.

Precise Personalities - Precise personalities are perfectionists. They value order, as well as structure and compliance. They're organized, put their work before play or social life, and only stop working until they are done with their tasks. Typically, these personality types prefer space for them to work solo, choosing quiet and sensitivity over chaos and disorganization. Before you can begin analyzing someone else's personality type based on their body language, you need to understand your personality first. From the friends you choose to the work you do, the passions that you have, and even the candidates you vote for, all of these boils down to your personality. Your personality affects almost all major areas of your life and the decisions that you make. By understanding your personality, you gain better insight into what your strengths and weaknesses are. It helps you develop insight into how the people around you perceive you. The way that you interact

with others is inevitably going to affect their body language to a certain degree too.

Psychologists have classified personality types into five major categories, known as The Five-Factor Model. They believe that each of us has some degree of these characteristics within our own personalities.

Openness - Having a broad range of interests as well as a vivid imagination could mean you've got high levels of openness in your personality. People with this personality trait are creative and curious, preferring variety over rigidity. Open individuals pursue self-actualization through euphoric and intense experiences, like living abroad, for example, or going on self-discovery missions. Sometimes, they can be seen as unpredictable and unfocused.

Conscientiousness - Usually known to be dependable, efficient, well-organized, as well as self-sufficient, these personality types prefer to plan their day and their tasks, and are always aiming to achieve better. That is if you have a high level of conscientiousness in your personality. On the other end of the spectrum, those with low levels of conscientiousness are usually seen as obsessive and stubborn.

Extraversion - Those with high levels of extraversion in their personality thrive in social activity. You might even say they're social butterflies. They are outgoing, talkative, and have no trouble being in the spotlight.

Sometimes, this can be seen as attention-seeking and domineering.

Agreeableness - Being agreeable makes you kind, trustworthy, and affectionate towards people. Those with agreeable personalities are known for their prosocial behavior, and they are committed to altruistic activities and volunteer work. Some people might perceive this personality trait as being naive and overly passive.

Neuroticism - High levels of neuroticism in your personality could mean you're regarded as being "emotionally unstable." Tendencies of this personality trait include being reactive and excitable, but that also means they have a higher capacity for unpleasant emotions like irritability, insecurity, and anxiety.

The Importance of Body Language

We pay far too much attention to the words that we hear, and not enough attention to what we should be observing. While we can't deny verbal communication is an important skill set to have, becoming a truly effective communicator means you need to take your skills a step further by learning to understand the unspoken language. Your main goal with learning to read body language is to determine how honest and genuine people are with you. It is the only way you're going to be able to decipher someone's innermost thoughts and get to the truth.

There are several contexts in which being able to analyze body language is going to prove to be a useful skill. Job interviews, conflict resolution, maybe even when you need to solve a crime. People can lie, and they can do it well. They can tell you everything that you want to hear. But while we may have been able to trick our mind into saying words we don't mean, we still can't trick our body into executing the perfect lie, and that is your window of opportunity to seek out the truth by looking beneath, the surface to see the truth.

Body language is communication in its most honest, genuine form.

Research conducted in this area reveals that the things that we feel tend to show up in the body first, and only seconds later in the conscious mind.

This means by the time these thoughts have reached your mind, it is often too late because your body may have already given you away. Successful analysis of body language must consider all present factors, including the context under which the interaction is taking place.

Common Body Language Cues

As we grow older, we (unfortunately) become more adept at lying and masking our true emotions or intentions. Only verbally, though, because our bodies are not on board just yet. The brain is hard-wired to want to read the emotions of others. That is one reason why empathy is deemed an emotional intelligence skill because we inherently want to empathize and share in what we think someone else might be going through. This is part of our evolution, and we have developed this need out of necessity for our survival. When we see someone displaying fear, we instinctively and immediately know how to react. We know what action needs to be taken, and that approach can be applied towards other aspects of body language analysis too.

There are several categories of body language cues that we can learn to analyze:

Aggression - Glaring, scowling, visible anger across the face, approaching menacingly, fists clenched, jaw clenched and attempting to tower over you are signs that someone is displaying aggressive body language tendencies.

Dominance - When an individual wants to be in charge or control of the situation, they will demonstrate dominant body language cues to signal this inner desire. An example of what dominant body language looks can be found within confident individuals who often stand tall with their chest puffed outwards as a way of expressing this dominance.

Bored - These indicators are easy enough to spot, but again, the context under which this is taking place must be kept in mind. Poor eye contact and repetitive yawning are indicators of boredom, but it could also be a sign that this person might be tired and not in the best frame of mind to be having a conversation.

Emotional - These cues happen when an individual is so overcome with emotions; they're unable to hide it any longer. Crying, weeping, looking miserable, unhappy, sad, visible shaking are some common indicators of emotional body language happening. It works both ways with positive emotional body language too, and when you're so happy, you can't contain the smile on your face or the skip in your step.

Attentive - These signals become evident when an individual is actively engaged or interested in their surroundings or people. They're focused, paying attention and maintain good eye contact when they're speaking.

Defensive - Anyone with a strong desire to "protect" themselves will resort to defensive body language. It will be obvious they are trying to shut you out.

Not all body language gestures have a specific or definitive meaning attached to it. Body language is ambiguous. Depending on the context, it could have several meanings attached to it. The most straightforward example to illustrate this point is the arms crossed in front of the chest gesture, a move that most people make at least once, if not several times a day. It doesn't mean with absolute certainty that you're defensive. Not at all. It could mean that you're feeling cold, tired, or it could simply mean that you find this position to be the most comfortable for you, and that's why you're subconsciously doing it without even giving it a second thought. But if you were to do this in front of someone who believes that gestures and body language movements mean very specific things, they could misread the situation completely and assume you're cold and defensive.

Looking for Clues on The Face

The face is the most moving part of your body, and it's a good place to begin looking for clues to see what hidden messages may be masked or concealed through the not-so-subtle indicators. Our faces display the strongest emotions, even when you do your best to hide it. Practice your poker face as hard as you might, when you're feeling strong emotions, the briefest flash of what's happening beneath the surface is going to show up on your face. The naked eye might miss these tiny, minute gestures, but do this in front of a high-speed camera and even a split-second slip in your poker face is going to be detected.

This phenomenon of suddenly "leaking" your true emotions, which escape the poker face mask you've put on for the rest of the world, is known as micro-expressions. They're usually very brief and fleeting, sometimes lasting for only a split second. But for those who are focused on analyzing body language, a split second is all they need. FACS is used to conduct several functions, which include describing, measuring, and interpreting an individual's facial mannerisms and behaviors. In 1970, Paul Ekman and W.V Friesen developed what is known as the Facial Action Coding System, or FACS for short. FACS was designed to pick up on even the slightest, tiniest facial muscle contractions and movements. It then takes the data and determines which category the facial action that it detected best fits into. FACS, of course, can pick up the micro-expressions that appear for the briefest moment on your face, and that makes it a useful device to anyone who is researching human behavior. Law enforcers rely on FACS to get the truth.

The first clue to look for when analyzing body language is the smile. In general, there are five types of common smile variations that you should be observing:

The Tight-Lipped Smile - Lips that are stretched tightly across a person's face to the point where it becomes a straight line while keeping the teeth concealed is known as a tight-lipped smile. A good guess as to what's going on when you see this smile is that the person is trying to hide their annoyance, perhaps. But it could hold other meanings too. It could imply that the person is attempting to withhold something. Withholding a secret, or fighting the urge to speak their mind, perhaps because they know it may not be appropriate. This smile can also frequently be spotted on women who are too polite to let someone know they may not be interested. You may also spot this smile among successful, powerful women who may not want to reveal all the secrets to their success.

Smiling Sideways While Looking Upwards - The person would have their head turned down and facing away while they simultaneously look up at the same time with a smile that is tight-lipped. It is a signal that the person could be either secretive, coy, or playful. You might recognize this smile as a favorite of the late Princess Diana, who was often photographed with the sideways smile as she looked upwards. Men are taken when women perform this smile because it evokes their feelings of wanting to protect and care for the women.

The Bush Grin - As in George Bush, and there's a reason this smile category is named after the former president. Because he seemed to have a smirk on his face that was almost permanent. A permanent smirk gives the impression that you're either smug, arrogant, feeling superior, or believe that you are better than everyone else.

Twisted Grin - Did you know that you could show two opposing emotions on either side of your face? At the same time? The crooked smile or grin is something you might have come across before. This smile type often makes

an appearance when an individual is sarcastic during an argument or debate. This smile can often be perceived as obnoxious.

What it looks like is the right side of your brain, which is responsible for raising your left brows, your left cheek, and the left zygomatic muscles. This results in the right side of your face being pulled upward in a half-smile. Now, while the right brain is doing this, the left brain is working to do the opposite. The left side of your brain does all the same things the right side does but pulls it in a downward position instead. Depending on the context, this smile most often represents sarcasm, because this smile is done more deliberately, and it is a reaction that occurs naturally.

Drop-Jaw Smile - This smile often reflects that the person is playful or coy. In this instance, a person simply lowers their jaw (like the name implies) to give off the playful impression. Like the twisted grin, this is practiced and deliberate.

The Clues Within the Windows to The Soul

If someone is avoiding eye contact, there's a strong possibility they're either uncomfortable, disinterested, nervous, or bored. Looking someone right in the eye is almost like peering deep into their soul. Who knew the eyes could hold so much meaning and clues to their body language-wise? For example: If their pupils are dilated, it's safe to say that they are comfortable, perhaps even like you.

If they're blinking far too much in an unnatural way, there's a strong possibility they may not be entirely honest with you.

If they look to the left, they could be recalling a genuine memory.

If they look to the right, it could be a sign that they're trying to make something up.

Clueing in On the Jaw

Still staying within the facial area zone, the next area to focus on in your overall body language analysis is the jaw. The next time you're talking to someone, take a quick look at their jaw. Is it clenched? Or relaxed? If you notice their neck muscles may be a little tense, they're giving off signs that they are experiencing a considerable amount of discomfort. They could subconsciously be signaling that they don't want to be a part of this conversation. Or that they may be feeling tense and stressed about something on their minds.

Tilted Head

If you observe that the person you're in a conversation with tilts their head slightly when you're speaking, it is their body's way of letting you know that they are interested, trust and approve of you. It means that there is a rapport going on there. Former President Barack Obama, during some of his political debates, often tilted his head to the side, indicating that he understood where his political opponents were coming from.

Folded Arms

As we've already established, having the arms folded across the chest could mean several different things. Folding either one or both arms across our bodies is our subconscious way of forming a "protective barrier" to shield ourselves from perceived threats or undesirable situations. It could be a signal that someone is feeling nervous, anxious, defensive, angry, impatient, or perhaps none of the above, and they could simply find this position natural and comfortable.

Despite being a common gesture, it is also an off-putting gesture because of the apparent signal that you either do not want to be involved or do not want to participate. It makes those who adopt this stance seem unapproachable that it gives. Some people do it because they feel comfortable, while others do it because on the inside, they feel negatively towards the person or situation. Both arms directly folded across the chest is often perceived to be less than welcoming, and it could put others off because they assume that you're either angry or closed-off to them or your situation.

Clueing in On the Hand Gestures

Hand gestures offer an intriguing insight into a person's innermost thoughts and emotions. Hand gestures are just as much a part of our communication process as our words. When used correctly, gesturing makes people take notice of what you're trying to say, especially when you accompany those gestures correctly with the words that you're trying to emphasize. Hand gestures are aplenty, and some of the common meanings associated with familiar gestures include the following:

Eye Rub - Tiredness or fatigue.

Brow Rub - Worried or doubtful.

Ear Rub- Rubbing behind the ears is an indication the person fears being misunderstood, or that they don't understand.

Earlobe Touch - Possibly seeking comfort.

Running Fingers Through the Hair - Uncertain, unsure, or trying to think.

Head Scratch - Deep in thought or confusion (depending on the context).

I am stroking the Chin - Thinking about something.

Index Finger on Temple - Also, an indication that the person is thinking about something or deep in thought.

Nose Touch - Lying, or feeling under pressure.

Arms Outstretched, Palms Open - An indication of the person's openness.

Finger Pointing - An indication that a person is feeling authoritative.

Sometimes, this could be an indication of aggressive or angry emotions.

Open Palms - An indication of honesty, and a way of subconsciously saying that they're not a threat.

Pointed Feet

If someone likes you and is comfortable being around you, you'll notice that their toes are pointed inwards and facing your direction. But of course, there's more to our feet than meets the eye. Some of the most common leg movement gestures include:

Legs Crossed While Standing: An indication that a person could be feeling shy. It can be seen as a submissive stance or a sign that a person does not feel entirely comfortable with their surroundings or the person they're talking to.

Sitting Down, Legs Slightly Apart: An indication that the person is feeling both relaxed and comfortable.

Legs Crossed While Sitting, Relaxed: If this gesture is accompanied by the person crossing their arms over their chest, it can be an indication that they are emotionally withdrawn or closed off.

Sitting Down, Ankles Crossed: Signals that the person is feeling relaxed. If accompanied by clenched hands, this could be an indication that the person is feeling rigid or tense, or a signal of self- restraint.

Can You Fake It Until You Make It?

To a certain extent, we do have control over the gestures we choose to exhibit when we consciously choose to do so. During a speech, for example, or when you're commandeering a meeting. You get to choose the way you project yourself, the hand gestures you want to make, the stance you want to take while you're speaking. There may be times when you may want to conceal how you genuinely feel. Or even what you may be thinking about. We don't want everyone else to know what's happening on the inside. In that sense, yes, we can fake it to a certain extent. But at the end of the day, our bodies have a mind of their own. No matter how hard we may try to conceal or consciously control it, your body will still give away tiny little signs and signals that the message you're conveying may not be entirely accurate. To the untrained eye, you may be able to pass off that everything is okay. To those who know what to look out for, they can spot signals that everything may not be as it seems. As long as body language exists, the lies and inconsistencies in the story that gets told will eventually be revealed. Always.

Chapter 5 Common Part To Interpreting Behavior

Whereas the key to success when it comes to both professional and personal relationships lies in the ability to communicate correctly, it is not necessarily the words that one uses but the body language and nonverbal cues that speak volumes.

Hiding behind a barrier is one of the typical responses that we learn at a tender age. We usually do this as a way of offering protection to ourselves. As kids, it was reasonable to hide behind particular solid objects like furniture whenever we realized that we had gotten into hot soup or threatening situations.

As we continue to advance in age, this behavior of hiding becomes sophisticated, as just another behavior pops in. Since hiding behind an object was one of the prohibited behaviors, folding the arms tightly across the chest is also another behavior that came in during threatening situations. As teenage checks in, kids will learn how to make the gesture of crossed arms more evident by relaxing the hands and arms just a little bit. They would also accompany the signals with legs that are crossed.

Defensive Arms Display

The gesture of folding the arm has been upgraded to the extent where now people try to make it even less evident to others who are seeing them. When a single or both the arms are folded, maybe across the chest, a barrier is then created. This is one of the ways of blocking all that might be perceived as threats or situations that are undesirable. When arms are neatly folded across the regions of the lungs and heart, it is a sign of protecting these very vital organs. That shows that the behavior of crossing the arms could be inborn.

One thing that is for sure is that when a person has a defensive, or nervous attitude, there are possible chances that he will have his hands tightly on the chest as a sign of feeling threatened.

Self-Hug

Hugging is one habit that has evolved with time. As kids grow up, their parents or caregivers will hug them when they are in tensed or distressed situations. As adults, there is usually an attempt to recreate these very comforting gestures each time we get to stressful circumstances.

Apart from taking a whole arm-cross sign that could reveal to all that we are in a fearful circumstance, there is a subtler version that women usually substitute. A Partial Arm-Cross is a situation where a person's single arm is made to swing across the body to or even make contact to the remaining arm that forms a boundary and appears like she's hugging herself. In places or events where a person might appear strange to the group or does not have the self-confidence, the use of partial arm barriers is always very rampant. Any female taking her full place in a stressful circumstance will usually make claims that she is just okay, which could be so untrue.

Men, on the other hand, use a partial arm barrier that is known as Holding-Hands-With-Yourself. Men who stand right in front of a crowd to give a speech or receive an award commonly use this. The other name for this kind of self-hug gesture is Broken Zipper Position. The gesture provides the man with a sense of security since he will be able to safeguard his expensive items and can also bar the consequences of getting a very unwelcome frontal blow.

It is the exact place that men take in a line at a food court or to get social security advantages and goes ahead to reveal their vulnerable and depressed feelings. This brings on the feeling of having another person holds your own hands. Adolf Hitler, for instance, used this gesture so frequently as a way of masking the sexual inadequacy that he felt like someone who just had a single testicle. He did this in public.

The man's hands were shortened by evolution to enable them to take up some of these errands and reach some places without straining. This is because when chimpanzees, which are our closest primate cousins, assume a very similar situation, their hands usually cross at their knees.

The Territorial Arm Displays

Status can also influence one to use a given arm folding gesture. A superior kind of person can make his superiority evident by failing to fold his hands, saying that they are not afraid of anything.

For instance, if a general manager of a firm is introduced in a company function, he will usually stand back from them, with his hands in his back or by his side or in a superiority position. At times, he can also put one of his hands in his pockets, which is a sign of non-involvement. In very rare cases will such a person folds his arms across the chest as an indication of the tinniest sign of being nervous.

Once they have shaken hands with the boss, the new employees might also opt to cross their arms either fully or partially because of their main apprehension of being in the company of the highest leader of the company. Both the company's GM and the new workers will feel very comfortable with their respective gesture clusters as each one of them is signaling his status that is relative to the other.

However, things might get a different twist when the GM meets a young and upcoming male individual who might display some superiority and even signal that he is as important as the general manager. What happens is that after the two have given everyone a dominant handshake, the upcoming young officials may be forced to fold their arms as a signal with both the thumbs folding in the upward direction.

The gesture shows two arms that are crossed and all the thumbs facing up, indicating that the individual is in control and feeling just okay. As he continues to speak, he will gesture with his thumbs as a means of displaying to others that he has a self-confident kind of attitude, and the arms that are folded still provided a sense of security.

A person who is not only feeling submissive and also very defensive will sit in symmetrically, implying that the other part of their body is the best mirror to the other side. They will show the tone of a stressed muscle and appear like they are sensing an attack, while someone dominant and defensive will just opt to sit in an asymmetrical way, where one part of the body does not mirror the other.

How To Spot Insecurity In The Rich And Famous?

People who are usually exposed to others, such as movie stars, TV personalities, politicians, and royalties, typically don't intend their audience to realize that they are either nervous or unsure of what they are doing or saying when they are on the limelight. When on display, these people usually prefer to project a controlled, calm, and cool attitude each time they are on display. However, their apprehension or anxiety comes typically out in not so good forms such as the crossing of arms. Like it is the case with all arm-crossing signals, a single-arm swings across the body in the direction of the other arm, but instead of the arms getting to cross each other, one hand touches or hold on to a watch, or a handbag on or close to their other arm. For another time, the boundary is created, and the feeling of security is attained.

Men who wear cufflinks are usually captured, fixing and adjusting them when they cross the dance floor or a room full of people. Changing the cufflinks was one of the trademarks of Prince Charles, who applied it to feel secure each moment he walked across an open place fully aware that other people are watching them.

One would be deceived to believe that after close to a whole century of being confronted by large crowds and scrutinized in public, royals like Prince Charles will try to resist some of the nervous feelings that are revealed by his small arm-crossing.

A self-conscious and anxious man will usually find himself trying to adjust the band on his wristwatch, rubbing his hands together or checking what is contained in their wallets. At times, they can also be seen playing with the buttons on their cuff or even using any gestures that enable his arms to cross in front of their body.

One of the most favorite gestures for an insecure businessman is making in ways to an official event holding a folder or briefcase in front of their bodies. To someone who has some training, these signals are just giveaways since they achieve no definite aim as opposed to a try to hide their nervousness. If there is a better place of observing these body signals, then it has to be at any home where individuals walk past a large group of bystanders. A good example would be a man who moves to the dancing podium to look for a female dancer who can join him on the dance floor or a person who crosses the stage to go and get an award.

The use of hidden arm barriers by women is not easily noticeable as that of men. This is because women will be able to grasp things such as purses or handbags if they are unsure of themselves or become self-conscious.

Princess Anne and other loyalties would usually clutch some flowery items each time they are making inroads in public. The flowers and handbag clutch are the favorites for Queen Elizabeth. There are minimal chances that she would be carrying lipstick, theatre tickets, and credit cards in the purse.

Instead of that, she applies this as a kind of safety blanket when necessary and as a way of sending out a strong message. The royal watchers have recorded a total of twelve signs that she sends to her minders whenever she wants to leave, go, or be taken from a conversation she does not enjoy.

There are a very usual means of creating a strong barrier is to carry up a glass or cup with two hands. Usually, one would only need one hand to hold the cup, but two sides will enable the insecure person to create a nearly invisible boundary. These kinds of signals are applied almost by everyone, and some of us are fully aware that we are applying them.

The Legs Reveal The Mind's Intentions

The more distant from the human brain a body part is placed, the less awareness the human being has of what is happening with the body. Most people, for instance, are much aware of their faces and the kind of signs and expressions that they are showing to the public. There are certain expressions that we can practice, such as putting on a brave face or looking unhappy when disappointed by a close friend or relative. After our face, the body parts that we are much less aware of got to be our hands and arms. Our stomach and chest closely follow them, and we are also not so much aware of our legs and nearly oblivious to our feet.

This implies that the legs and the feet are a very vital information source regarding the attitude of a person since most people are not so much aware of what they are doing with these body parts and do not think of faking gestures with them in the manner they might apply with their face.

Someone who is appearing composed and in full control while the foot is tapping repeatedly or making short jabs in the air shows their frustrations at being unable to escape away from the trap they are.

Chapter 6 How To Spot Insecurity

Insecurity means that a person does not feel safe. Insecure people have constantly nagging feeling of not being safe, accepted, and okay with whom they are. The biggest issue about insecurity is that it does not come off as plainly as we speak of it because no one wants to admit that he or she lives in constant worry and fear. Therefore, people work very hard to mask or cover up their anxiety with habitual behaviors that most often work against them. The things they do get them the results opposite to what they were seeking.

In case you are unsure of whether someone is insecure, or you feel insecure yourself, below are some of the signs of insecurity that you may recognize:

Signs of Insecurity

He or she talks down how other people look

Someone who does not like how he or she seems will often point at someone else in the room, on social media, or even at the gym. He or she will talk about how the other person looks terrible, ugly, has awful clothes, and what the person should have done to look better. This is because the person wants to take off the attention that he assumes that others are giving him from himself to the other person he has pinpointed.

Worries and second-guesses himself in everything

An insecure person will be worried about everything he does. Everything. If he gives a speech, he will be worried that his voice was not loud enough, his laugh was too long or that people did not make notes as he was speaking for which he will wonder whether they got anything from what he said. If the person mops the floor, he will be worried that he did it in a way that did not impress other people. When he wears clothes, he will wonder if he has dressed too light or too heavy for the occasion. While it is normal to ask one person or two what they think about your dressing, the insecure person

will want to know what everyone in the room feels. The higher the numbers, the better it is for his confidence.

Keeps pushing you away and pulling you back in

An insecure person will want to pull you in, and as you get closer, the person will suddenly freak out and push you further away. The individual will do this fearing rejection. He will want to drive you away early enough so that you do not get the chance to do it to him. Surprisingly, once you are far away, the person will start begging you to return.

The person continually seeks to know whether you are mad and whether what they did has angered you.

Insecurity will have a person constantly asking you whether something he or she did has made you angry. He or she lives in constant worry of losing you, and they figure that if they do not do what you want, how you want it done, you will be gone from their life.

Feels like the entire world hates them

One of the most prominent signs of an insecure person, which comes up in many of the insecure people, is thinking that every other person hates them. If you ask them the reason, the person cannot point to anything in particular that people dislike them for and cannot tell you how they know it. All that the person is sure about is that the people on this earth hate him.

Worries that someone could be speaking ill about him or her

Insecure people are always worried that people are speaking about them behind their backs. They are in constant fear of being scorned, and this insecurity leads them on a search for confirmation that the people around them are not badmouthing them. Usually, there is no reason to even speak about them.

Braggs to others

An insecure person longs for others to know about the accomplishments he has made in life or his career. He wants everyone to know the beautiful lady he is dating or that he just bought the latest car model. Do not confuse bragging with confidence or as social media calls it “counting my blessings.” This is straight up pride. People who are happy with who they are, what they have done, what is going on in their lives and the miles they have walked have no reason to brag.

Humiliates the people he once knew

A person who is insecure about how he treated or behaved in regard to another person will seek to bad-mouth or defame that other person publicly. Even worse, the person will only offer the side of the story that portrays him as a good person.

People who did not do wrong or play a role that contributed to the fall of the relationship or friendship have no business spoiling another person’s reputation. In fact, people with emotional intelligence and integrity are not concerned with the scandals that are raised, they just ignore them, or seek to resolve their issues in private.

Has an excuse for walking down on others

A person that is fully aware that he is wasting other people’s time and resources, treating the people as disposables, will always come up with a good reason for doing so. For example, if the person shows up an hour late, does not treat his family and friends with love, or speaks behind another person’s back will find a way to justify his behavior. Listening to their excuses, you will notice that they kind of sound noble, but they are not. If you turn around and question this person, he will turn you to be the jerk.

Belittles other people’s success

A person who is insecure, driven by the spirit of competition, listens to praises of another person’s success, feels that people consider the other

person's success superior to what he has achieved and is intimidated by the success starts trying to belittle and demean the superior accomplishments of the other person the best way he can.

However, a person who celebrates other people's success and uses them as inspiration to push himself to achieve greater things is comfortable in who he is, and cannot be considered insecure. He has no need to toughen it out with the guys to prove that he too is powerful.

Wins horribly

An insecure person preemptively strikes at your wins and works hard to cover up the losses he has made in the past. By doing this, the person will be trying to dispel any kind of doubt others around him have in regard to his abilities. A good winner has nothing to prove to other people. They only enjoy their participation in the activity, and when all is done, they disappear back to their private life without bothering others with conceited talk.

Loses Badly

Just as insecure people are poor winners, they are also poor losers. There is nothing an insecure person hates more than losing. People may call it determination, but it is only a ploy to hide their losses. When the person fails, he gives speeches about how manipulative the system is or how the person who won cheated. They will also complain about how the person who won got an unfair advantage and how the insecure person had been watching the exercise for a long time without speaking.

Mocks poor people

A person who is not secure about his level of financial security will sincerely and constantly ridicule those living in poverty and adverse conditions. People who don't define themselves by the amount they make have no business insulting and mocking those whose salaries are low.

Make idle threats

Majority of the time, when an insecure person realizes that his or her insecurities have been found out, or at least that they are under suspicion, he makes threats. If you go ahead and challenge the person's insecurity and the primitive ways of acting out, the person starts threatening you by your job, reputation, and the relationships you have. A person who is secure in who he is will not have a reason to be angry when people know some things about him or her, even the mistakes he has made, because the person believes that those are learning moments.

Does not see the positivity in others

A person who is intimidated by another's achievement, greatness, and good name starts working to bring that other person down. He or she will frantically search for any negative thing you have done and then point it out to other people. His delight will be in ensuring that those that respect you have come to know any negative information and the weaknesses that you have. Surprisingly, the person will stay clear of any strengths and good thing that you have done or said.

Everything said or done is secretly an attack against him

A person who is so insecure and is unable to hide it will think that everything you do or say is a direct jab meant to attack him or her individually. For example, if you have the insecure person for a husband and you stay out late with your girlfriends, once you are back, he will begin asking you whether you stayed out late trying to prove to others that he does not have friends, but you do. In reality, your staying out late had nothing to do with your partner at the very least.

An insecure person will also think that everything that is said around them has ulterior motives and will constantly shuffle the conversation back to himself in an attempt to unravel the motives of everyone that was involved.

Insists on having the last word

Many insecure people like to engage with others in a battle of words as their way of feeling intelligent, authoritative, validated, and to get the sensation that they have been heard. As a result, the person will not concede in a discussion, even when he sees that the other person's argument makes sense, and his no longer does. However, silly his argument is, the person will ensure that he gets the last word, or else he will feel insignificant and inferior.

Wants to bring up your past mistakes and pin them on you

Some people use their mistakes and failures as a way to define themselves that they will not let you get over yours. They look for an opportunity to speak about a mistake you did or a time when your life was not as it is now, and they will make everyone know this. Their job is to have everyone label you by that mistake so that the people will consider the person better than you, or at least, equal to you. A person with this character is not moved by any good thing you did or accomplished; the negatives of your life matter to him or her most.

"Humblebrag"

A humblebrag is a normal brag disguised in a self-derogatory statement. There are too many of these on social media platforms. For example, someone will complain about what a long flight he or she had to endure, but will be grateful that at least, the person was in first-class. Another will complain about how he has to take his kids to expensive places because they demand that of him and he is too weak to say no. Another will complain about how he had to spend the weekend attending his kid's hockey games, but that he is so grateful because they emerged the best players of the season. Too many people on the internet have taken to the humble brag to gloat about their accomplishments.

Reminds other people about his accomplishments occasionally

You will quickly take note of an insecure person by listening to his or her speech because the person keeps bringing up the things he or she has accomplished. This is an attempt to remind you that under no circumstance should you take him or her lightly. The person will talk about the lifestyle he has managed to get himself, how he has raised intelligent children who are now running large organizations across the world and how long he has sustained a marriage so that you know he is good at relationships. You will also be constantly reminded about how young he was when he made his first million dollars.

Statements like these are the person's way of reminding himself of his worth and making sure that you too will not forget it.

Tries to make you insecure also

The minute you start questioning your self-worth, realize that it is because of the company you have now started keeping. Evaluate the people around your life and see whether any of them keeps broadcasting his achievements to the point that you feel inferior. If you usually do not feel inferior, but you are now starting to, it is likely that the insecure people you have added to your life have begun projecting their insecurities to you.

Complains about how bad things are (or how they are yet to come to a certain level)

People with an inferiority complex will want you to see how high their standards are; you may be tempted to think that they are snobs. However, realize that the person is just putting on an act to charm you and to cause you to see that the person is better than you. It might become tough to shake this feeling. By the high standards they proclaim, insecure people intend to show others that they are better than you are because they hold themselves to higher self-assessment criteria.

The ability to detect the insecurity that people around you project will help you get rid of the self-doubts that being around people like them has implanted in you. If you can avoid engaging with insecure people in your life, do so. Cut the relationship that you have with them. If the people are close to you, take the high road and do not give in to these feelings so that you may cultivate the sense of fulfillment only by what you do, not by comparing your achievements with those of other people.

Chapter 7 How To Spot Lie

Fact is that only 54% of the lies can be spotted in an accurate manner.

Research has also proved that extroverts tell more lies when compared to the introverts and not less than 82% of the lies usually go without being detected.

However, the good news is that people can also improve their abilities for lie detection, maximizing to close to 90% accuracy. The big question here is how to detect that someone is lying. One of the initial steps in this whole process is getting with how someone typically acts, especially when they are speaking.

Basically, this is the process of coming up with known as a baseline. A baseline is essentially how a person acts when they are under non-threatening and just normal conditions. According to the Science of People website, it is basically how a person appears when they are saying the truth. To make it clearer, it might be a bit difficult to tell when a person is not speaking the fact if you are not sure of how they usually act when saying the truth, which, to a wider extent, makes a lot of sense.

However, the techniques that are used to determine if someone is lying can be very confusing. As a matter of fact, these strategies can even be very conflicting. Due to that, it is important to think twice before making an accusation, ensure that you feel more than once about doing it unless it is important to go ahead and find out what happened.

Here are some of the telltale signs that someone is not telling the truth;

The Behavioral Delay Or Pause

It begins when you ask someone a question, and you get no reply initially. The person then begins to respond after some delay. There is one big question that should be asked here; how long should the delay extend before it becomes meaningful before it can be regarded as a deceptive sign? It, however, depends on a few factors. You can try this particular exercise on a friend, and ask a question like this, “What were you doing on a day like this six years ago.

After asking that question, you will notice that the person will take an invariable pause before answering the question. This is because it is not a type of question that naturally evokes a fast and immediate answer. Even as the person takes time to think about the question, he might still not be able to give a meaningful response. The next question to ask would be this,” Did you rob a cloth shop on this day six years ago?” if they make a pause before giving you the answer you need, then it would be very important to pick the kind of friends you have wisely.

In most cases, there will be no pause, and the person is likely to respond by just saying no and letting the story die.

This is a simple test that tends to drive home the point that the delays should usually be considered out of the church of God. in the context of whether; it is appropriate for the question at hand.

The Verbal or non-verbal disconnect

The human brains have been wired in a manner that causes both the nonverbal and the verbal behaviors to match up in a natural manner. So, each time, there is a disconnect, it is usually regarded as a very important deceptive indicator. A very common verbal or nonverbal disconnect that you should look out for will occur when someone nods affirmatively while giving a “No” answer. It might also occur when a person moves his head from one end to the other when giving a “Yes” answer.

If you were to carry out that mismatch, as an example, to offer a response to a question, then you will realize that you will have to force yourself through the motion that you have. But despite all that, someone who is deceptive will still do it without even giving it a second thought.

There are a number of caveats that have been connected to this type of indicator. First of all, this type of indicator is not applicable in a short phrase or one-word response. Instead, it is only suitable in a narrative response. For instance, consider that a human head might make a quick nodding motion when a person says “No.” That is just a simple emphasis and not a disconnect. Second, it is also very important not to forget that a nodding motion does not necessarily mean “Yes’ in certain cultures. In such cultures, a side-to-side head motion also does not imply that the person is saying “No.”

Hiding The Eyes Or The Mouth

Deceptive people will always hide their eyes or mouth when they are not saying the truth. There is a tendency to desire to cover over a given lie, so if the hand of a person moves in front of their mouth while they are making a response to a given question, which becomes significant.

In a similar instance, hiding the eyes can be an inclination to shield a person from the outlast of those they could be lying to. If an individual shield or covers their eyes when they are responding to a question, what they could also be showing, on the level of subconscious, is that they can't bear to see the reaction to the lie they are saying. In most cases, this kind of eye shielding could be done using the hand, or the person could as well decide to close the eyes. Blinking is not in the picture here, but when a person closes their eyes while making a response to a question that doesn't need reflection to answer, which can be considered as a way of hiding the eyes, hence becoming a possible deceptive indicator.

Swallowing or Throat Clearing

If a person loudly swallows saliva or clears the throat before answering a given question, then there is a problem somewhere. However, if any of these actions are performed after they have answered the question, then there is nothing to worry about. But when it happens before answering a question, then there are some things that should be analyzed.

The person could be doing the nonverbal equivalent of the following verbal statements, "I swear to God..." This is one of the ways of dressing the lie in the best attires before presenting it. Looking at it from the physiological point of view, the question might have created a type of anxiety spike, which can as well as cause dryness and discomfort in the throat and mouth.

The Hand-to-Face Actions

The other way of determining if someone is saying a lie is to check what they do with their faces or in the head region each time they are asked a question. Usually, this would take the form of licking or biting the lips or even pulling the ears or lips together. The main reason behind this reflects one of the simple science questions that are usually discussed in high school. When you have someone a question, and you notice that it creates a kind of spike in anxiety, what you should remember is that the right response will be damaging. In return, that will activate the autonomic nervous system to get to business and try to dissipate the anxiety, which might appear to drain a lot of blood from the surface of the extremities, ears, and the face. The effects of this could be a sensation of itchiness or cold. Without the person even realizing it, his hands will be drawn to the mentioned areas, and there could be rubbing or wringing of the hands. And just like that, you might have spotted a deceptive indicator.

The Nose Touch

Women usually carry out this special gesture with smaller strokes compared to those of men, as a way of avoiding smudging of their make-ups. One of the most important things to recall is that this kind of action should be read in context and clusters, as the person could have any hay of cold or fever.

According to a group of scientists at the Smell & Taste Treatment and Research Foundation that is based in Chicago, when someone lies, chemicals that are called catecholamine are released and make the tissue that is inside the nose to swell. The scientists applied a special imaging camera that reveals the blood flow in the body and show that deliberate lying can also lead to an increase in the blood pressure. This technology proves that the human nose tends to expand with blood when someone lies, and that is what is referred to as the Pinocchio Effect.

Maximized blood pressure will also inflate the nose and make the nervous nose tingle, leading to a kind of brisk rubbing with the hand to suppress the itching effect.

The swelling cannot be seen with the naked eyes, but it is usually what causes the nose touch gesture. The same phenomenon will also take place when a person is angry, anxious, and upset. American psychiatrist Charles Wolf and neurologist Alan Hirsch carried out a detailed analysis of the testimony of Bill Clinton to the Grand Jury on the affair he had with Monica Lewinsky. They realized that each time he was being honest, he rarely touched his nose. However, when he lied, he offered he appeared to be wearing a frown before he gave the answer and touched his nose once each 4 minutes for a mega total of 26 nose touches. The scientists also said the former US president didn't touch his nose at all when he offered the answers to the questions in a truthful manner.

A deliberate scratching or rubbing action, as opposed to a nose that could just be itching lightly, usually satisfies the itch of someone's nose. Usually, an itch is a repetitive and isolated signal and is out of context or incongruent with the general conversation of the person.

Eye Rub

When a child does not want to see something, the only thing they will do is to cover their eyes. They usually do this with both of their hands. On the other hand, when an adult does not want to see something distasteful to them, they are likely to rub their eyes. The eye is one of the attempts by the brain to block out a doubt, deceit, or any distasteful thing that it sees. It is also done to avoid looking at the face of the person who the lie is being said to. Usually, men would firmly rub their eyes, and they may look away if the myth is a real whopper.

Women are not so likely to use the eye rub gesture. Instead, they will use gentle and small touching emotions just beneath the eyes since they either want to avoid interfering with the makeups they are wearing, or they have been redesigned as girls to stay away from making several gestures. At times, they might also want to avoid the listener's gaze by trying to look away.

One of the commonly used phrases out there is lying through the teeth. It is used to refer to a cluster of gestures portraying fake smile and clenched teeth, accompanied by the famous eye rub. It is a common gesture that is used by movie actors to show some level of dishonesty and by other traditions such as English, who will prefer not to say what they are exactly thinking.

Chapter 8 How To Spot Romantic Interest?

Finding the right romantic partner, both for the women and the men, requires careful analysis and assessment of your options. Although sometimes it proves difficult to know for sure whether someone has a romantic interest in you, being certain of it will make it easier for you to determine your next move. Whether the person in question is a casual acquaintance or a long-time friend, paying watching out for the telltale signs of a romantic attraction is the first step closer to either you or them making a move and revealing his or her true feelings.

To assess the viability of a romantic interest, take the following steps:

First, evaluate the amount of eye contact the other party gives you. The number of times and the intensity will reveal whether the person has developed romantic feelings for you. Actions too will provide you with a clue. For example, does he or she scan your entire body during your interactions, or does he keep sneaking glances at you during the day? If he does, it means that you have become the object of his romantic thoughts.

The second step is to examine the individual's body in the course of your interactions. Realize that although verbal communication is essential, non-verbal communication is a critical element in indicating an attraction. Some of the confirmatory signs you will see include the person seeking opportunities to touch your skin, or the person leaning in closer when you speak to him in an attempt to take in every word you say. The person might even begin to mirror what you do, which should tell you that he is open to relating with you at a personal level.

The third thing you do is to assess the amount of attention the person gives to you. Look out for how the person reacts when you dish about your personal life. For example, he will get visibly upset when you talk about the good times you had with someone else, or he could seek more information about your interests, hobbies, and goals in life. If the man is equally open to talking to you about himself, his interests, what he intends to do with his life, his goals and ambitions, then you should rest assured that he is interested in you. The man will also enjoy engaging in thought-provoking subjects with you.

The fourth thing you should do is to pay attention to the efforts the individual puts in his desire to please you. Actions like this may range from simple things like pulling out a chair for you to sit, to incredible acts like changing his entire wardrobe to satisfy a lazy comment you made, possibly about how you like your man to dress.

You should also keep track of the compliments the new interest pays you because they will reveal to you how you are in his eyes. For example, he may say that you look like you can make a good mother or wife, which will mean that he sees the potential in you to become a wife and a mother, which he admires greatly.

Signs That a Man Has a Romantic Interest in You

The section above has approached romantic interest from a general perspective but used the “he” pronoun. Based on that reading, you already have an idea about how men express their interest.

This section briefly states some other signs that indicate that a man is interested in a woman:

Getting jealous easily

If his romantic interest has another guy around her or she is flirting with another guy, he quickly gets offended. The girl might not be his yet, but he sure is working on it.

Telling the woman that he wants her

If a man tells a woman that he is interested in her, he is. It is the most obvious way he can communicate his interest. If he has managed to put it in words, it must be true.

Listening to what she has to say

A guy who wants a woman will make every effort to listen to everything she has to say. He will appear interested even in things that he would normally never be caught doing like talking about the latest celebrity couple, discussing recipes and other things that guys don’t care about usually.

Can’t take his eyes off her

The man is mesmerized by the woman, and because of this, he is unable to keep his eyes off of her. By looking at her, he is keeping watch of her every move and behavior, trying to know more about her. On the other hand, he will be on the lookout for any other potential men that would have their eyes on his chosen woman.

Improving his appearance

As a guy studies what his potential woman likes, he will change different aspects about himself to look attractive to her. First on his agenda will be his appearance. He will change his wardrobe, go in for a better haircut and maintain good hygiene to make sure that he catches the lady’s attention. When a man is willing to move to such great lengths, he is definitely interested.

Enlisting help from friends to set-up for a date

When a guy starts introducing a girl to his friends, he is doing that hoping that she will stick around for a while. It is also a way of marking his territory to ensure that his friends will not start pursuing you.

Personal space no longer matters

Guys will choose body language any day over gushing at you with their words. Although a guy like this will tell you what you want to hear, his priority is body language. A guy who likes you will invade your personal space by closing in on the distance between you two to the point of touching you.

He is present

A man will not spend time with a woman unless he is her good friend, or that he wants her. Once he is interested, he will make all sorts of excuses to spend some more time with her. He may even give up some the time he spends with his guy friends to be with her.

Identifying Romantic Interest in a Woman

It is difficult to tell if a female friend you have known for a long time or even just recently would want to take your friendship to the next level.

Traditionally, men are the ones that make the first move, push their date towards giving that first kiss and make an effort towards the initiation of higher levels of intimacy with women. All this responsibility can put pressure on a man making it difficult for him to make the first move. However, research shows that women are the ones who signal whether the man can go ahead and initiate the whole love process or not.

Having realized that, what nonverbal signals do women indicate to let the other person know that they have developed a romantic interest?

Body language

If this is a friend you have known a while, try to see whether she hugs you tightly or whether she hands you the single-hand hug as though you are unwanted. If a woman is interested in you, she will cuddle you and hug you for a longer time. She will spend an unusual amount of time gazing into your eyes, and when you meet her on the road or in the hallways, she will flash you that secret smile.

Suppose she has developed a romantic interest at a stranger at a restaurant, in the classroom or any other place that a love interest would develop, her behavior changes slightly from when dealing with a friend. Her secret weapon will be her gaze.

The woman will maintain an extended gaze at the man she deems attractive, and keep at it until the man takes notice of her. When he does, she will smile, break the gaze, turn back to the gaze, smile again then break the gaze again. (It's a lot, I know).

Another strategy she will use is to pimp herself. She will go two extra miles to look great in preparation for meeting the man she in whom has an interest. She will fix her hair, take up an open body posture (where the arms are kept away from the body) or will orient her body to face the man.

Once the man approaches her, which most men always do, both parties orient their bodies towards each other, and the woman may continue engaging in her seductive behavior like self-touching, palming (opening up her palm and wrist and displaying them) and leaning back to expose her neck.

If you suspect that your female friend, possibly one you have known for a long time, is showing the body language signs discussed, the next time you meet her, grab her suddenly and pull her towards yourself. Bring her so close that you can feel how her body reacts, such as a racing heartbeat or

increased breathing. If she remains right there and does not jerk away, and her pupils dilate in anticipation of the next move, lean over and kiss her.

Her time

A woman interested in you will go out of her way to make time for you no matter how tight her schedule is. Perhaps she has recently started making excuses to meet you every other day. If indeed she has, this confirms that she is interested in pursuing a romantic relationship with you.

A lady will continuously seek to spend more time with a man she likes. For example, if she chooses to spend Friday night with you instead of accompanying her friends, she likes you, certainly.

Joins and likes your company

You should know that a lady likes you if she shows signs that she enjoys your company immensely. She will laugh heartily at your jokes, even the dry ones. When she is feeling down, you are the first person she will call. This is also what she will do when she is excited about something. Whenever she feels like she has been maltreated, she will call you to complain, possibly suggesting that she sees you as a source of security, both emotionally and physically. By the time you end your conversation, she will be jolly again and her spirit lifted.

A lady will ask you to accompany her to public places like social events, because she wants to flaunt you to other people, to introduce you to her family if you haven't met them already, and to take pictures with you. Whenever you spend time with her, time seems to fly, and she keeps asking you to come back another time.

Jealousy

Jealousy is one of the protective gears a lady has towards the man for whom she has struck an interest. Surprisingly, a woman will be attracted to a man who already has a lady in his arms but will not want to share him once she gets him. A woman who wants you to herself will demand that you treat her differently and especially from how you treat other women in your life. If you show interest in another woman or do as much as hold a hand, the girl that is into you will sulk all day, block your calls and not talk to you until you own up to your mistake and apologize.

If you are hanging out with your friends and a lady seated across from you likes you, notice how your eyes will lock every time. If she is sitting next to a guy, she will want to hold him tighter to see how you react, whether you get jealous or not.

Confides in you

Once a lady has liked you, she will tell you all kinds of intimate details about herself, and the troubles surrounding her work and her family. She will also let you in on her fears. She will seek to know your opinion regarding various issues, from how her character comes off, her dressing, politics, her career, to the state of the economy. With time, you two will connect so well that your conversations will feel like heart-to-heart mumblings.

See how her friends treat you

How the girl's close friends treat you should hint to you how she feels about you. If you will be hanging out and then they excuse themselves to allow you two some quiet time, or in between conversations they joke that you two would make a cute couple, know that she absolutely likes you.

On the contrary, if they act bored whenever you are around, excuse themselves or ignore you entirely, know that you do not mean anything to their friend. Some will even be bold enough to let you know the truth, to your face. In a case like this, run for your life and don't look back.

Considers you special

A woman that likes you will occasionally bend some of her principles and rules to accommodate you. She would never do these things for other men. For example, she will spend days that are important to her with you. She will stay by your side taking care of you when you catch the flu. She will leave hints at your house such as a toothbrush or an item of clothing. She will also wear your perfume. All these she will do with the hope that you see it, and somehow reciprocate the special treatment.

Tries to make you a better version of yourself

Once a lady has confirmed your eligibility as her mate, she starts working towards helping you become your ideal self. For example, she will start talking you out of your self-destructive habits like excessive alcohol intake, untidiness, or skipping classes. She will urge you to become more responsible, to clean up your house and to take your studies or your job more seriously. She will suggest a haircut that would augment your look.

Overall, a lady who likes you will want to help you become a better man because she envisions that you will be her husband.

Signs That You Have Developed a Romantic Interest

Starting to like someone is different for everyone. Some people recognize the feeling immediately while others are not so sure, or brush it off as infatuation. In both cases, however, your body will step in and let you know whether the feeling is thereby leaving you some not so subtle signs that you like someone. These signs include:

Can't stop staring at the person

Eye contact is a sign that you are fixated on something. Therefore, if you can't stop staring at someone, he or she is your fixation.

Getting a "high" feeling

When you are interested in someone, it is natural to feel like you are out of your mind. A study found that when you like someone, your brain behaves as it does when you are high on cocaine. This should explain your "high" feeling.

Always thinking about that person

When you like someone romantically, it is difficult to get him or her out of your mind. The brain releases a chemical called phenylethylamine, which gives you the feeling of infatuation.

Having the desire to make the person happy

Getting to like someone makes you want to live in their world. Their happiness becomes yours, and so does the sad times. Since happiness is the desired emotion, you will want to go out of your way to make that person happy, even at the expense of your happiness.

The pain is not as intense

Interestingly, once you fall for someone, a literal fall will not feel that pain. A study confirmed that interest and love reduce pain felt, from 40% to about 15%.

Suddenly becoming open to new experiences

Everyone wants to impress someone they like, but if you find yourself wanting to try out the things that the other person likes, you genuinely are smitten.

Gross stuff no longer annoys you

If you are an extreme germaphobe, you are suddenly okay with kissing your partner knowing they haven't brushed their teeth for days. A study confirmed that feelings of love and sexual interest override all the gross feelings.

You sweat more

When you have fallen in love with someone, you tend to show physical symptoms of sickness like excessive sweating, anxiety, stress and a stomach bug. Therefore, the next time you feel unwell, check to see that you are not in love.

The quirks excite you

Chances are you like the things that make the person unique, which possibly what attracted you to them. A study found that quirks cause people to fall in love deeper even than physical appearance does.

Chapter 9 How To Determine Personality Types?

Clearly understanding what personality type people fit into will make it easy for you to analyze people better. Here are the characteristics that will help you understand the four main dimensions of personalities which are sensing Vs Intuition and Thinking Vs Feeling.

Sensing characteristics include practical, specific, relies on numbers and facts, lives in the moment, and concerned about ongoing problems. Intuitive people, on the other hand, are inspirational and insightful, rely on trends, theories and insights to reach conclusions, and are future-oriented.

Thinking characteristics include rationality, reasoning, impersonal, cold, objective, and using objective methods and logical analysis to make decisions and solve problems. Feeling characteristics include being governed by feelings and emotions, showing warmth sympathy, concern and support, and makes decisions based on gut feeling.

You will have to combine the above dimensions of personality with two more dichotomous dimensions including introversion and extraversion to arrive at an accurate analysis of the personality type. So, here are some characteristics of extroverts and introverts as defined by Carl Jung.

Characteristics of extroverts

According to this psychologist, extraversion refers to the tendency of a personality towards action-oriented jobs as a response to everything happening around him or her. For extroverts, active actions are the first call of response to all the information and events of the world and the surroundings.

These people draw energy and motivation from the outside world. They have great network skills and have a large number of contacts on their list despite if their personal and professional lives do not call for this social connect. The positive characteristics of extroverts include being talkative, action-oriented, sociable, friendly, enthusiastic and outgoing. The negative characteristics of extroverts included being attention-seeking, very easily distracted and their inability to spend time with themselves.

Here are five important personality traits of extroverts:

Extroverts love to talk – Known as chatterboxes many a time, extroverts love talking with everyone including colleagues, family members, and friends. They even like to simply strike a conversation with complete strangers. Meeting new people and getting to know them through a conversation is their biggest passion. Extroverts have a wide social network and enjoy the company of people. It is very easy for extroverts to make friends.

Extroverts feel inspired and energized through social interactions – Socializing charges their body and mind. After spending time with people and talking and enjoying their company, extroverts do not get tired. Contrarily, they feel charged up and inspired to do more. For them, socializing is a

very refreshing and rejuvenating activity and their energy levels sap if they are left alone for very long. If the choice is between spending time with people and spending time alone, then you know what choice the extrovert will make.

They solve problems through discussions – Extroverts prefer to discuss problems and issues and solve them rather than internalize them and find solutions on their own. Talking about the problem helps extroverts get an in-depth understanding of the issue and then they can easily strategize about the best solution. Extroverts love to talk about their day at office or school as this helps them de-stress and takes out the pressures they felt during the day.

Extroverts are usually known to be approachable and friendly – As extroverts love interacting with people, they are usually known to be very approachable and friendly. During a social gathering, an extrovert will be the first person who will walk up and greet a new guest and make necessary introductions. Being seen as approachable and friendly makes it very easy for extroverts to mingle with people and make new friends.

Extroverts are usually very open in their interactions and it is very easy to understand them – Extroverts enjoy sharing their thoughts openly with others and it is very easy to understand them because they will tell you exactly how they feel.

Some generalized characteristics of extroverts include:

- Broad range of interests
- Love to communicate through conversations and talking
- Enjoys being the center of attraction
- Quite impulsive and tends to act first and then think
- Loves working in groups
- Feels isolated if left alone for very long
- Looks at the outside world to recharge energy batteries and for inspiration and motivation
- Likes to openly talk about feelings and thoughts

Characteristics of Introverts

Introversion is a personality tendency to look inwards at their own thoughts, feelings, and perceptions to find answers to questions. Introverts draw energy and sustenance from spending time alone and use their inner world to stimulate innovation and new ideas. They will not have a very large social circle and taking on jobs that require them to meet new people can be a difficult situation for them. Here are some personality traits of introverts:

Surrounded by many people drains energy – Introverts feel exhausted by excessive socializing. They need to take some alone time after spending time with people to get back their drained energy and feel recharged. Introverts expend energy during people interactions and get charged up when

they are alone as against extroverts who gain energy during social interactions and feel drained when they are alone.

Introverts enjoy solitude – Introverts love to spend their leisure time alone with their personal passions and hobbies. Reading a book alone on a quiet Saturday afternoon will rejuvenate an introvert like nothing else does. However, you must remember that enjoying solitude does not mean that introverts always want to be alone. Many introverts love spending quality time with family and friends. Their alone time is the time for recharge and they enjoy being with themselves.

Introverts usually have a very small set of close friends – Introverts enjoy being with people. But usually, their set of friends forms a small little close-knit group. They do not like to have a large circle of friends and social connections. They do not like to waste their time and energy on a large group of people with whom they have only a superficial relationship. They would rather use that time and energy to have a meaningful time with close friends with whom they share a deeper relationship.

Introverts are usually described as quiet people and it is not easy to understand them – Introverts are seen as reserved, quiet, mellow, and sometimes as shy people too. While some people could be really shy, you should not mistake their reserve for timidity. They will find the resolve to fight back when actually needed. They simply do not like to waste energy on superfluous conversation and will instead choose their words carefully. For this reason, introverts come across as quiet and not easy to understand and know.

Excessive external stimulation is distracting for introverts – Hectic activities and excessive external stimulation can distract introverts and make them uncomfortable. Introverts feel overwhelmed in busy social conditions and prefer quieter settings.

Introverts are self-aware – Introverts spend a lot of time analyzing and thinking about their own experiences and responses to various situations. This makes them very aware of themselves and their inner world. They love to simply sit back and analyze and think over things so that their self-awareness improves.

Introverts are great observers – Unlike extroverts who love to jump right in and swim against the tide, introverts first like to learn a lot through observation and then take an informed decision. They think first and act later as against extroverts who act first and think later. If introverts have to take over a particular task, first they would like to observe a master doing it and analyzing every move and understanding whether it is possible to replicate it. Only when they are absolutely certain will they start working on their own. They love to learn through observation.

Introverts love tasks that allow them independence – Introverts love to work alone and are quite wary of having too many social interactions at work. Thus, they love any job that allows them independence and freedom to work alone and by themselves. An introvert can be a great writer, an accountant, a graphic designer, a computer programmer, an artist, etc. where working alone is a norm rather than an exception.

Introverts do not suffer from social anxiety or shyness – Introverts love being with themselves. However, they do not suffer from any kind of mental problems such as shyness or social anxiety. They can easily make conversation with strangers as well. They may not take the first step but once started they are capable of taking the conversation forward without any problems or hitches.

The most important thing to remember is that there is no black and white range for extroverts and introverts. There are also no perfect extroverts and introverts. Most of the people share characteristics of both types. However, one particular type is usually more dominant than the other. And one type is not better than the other in any way. There are strengths and weaknesses for both personality traits.

While analyzing people, you should be able to discern the traits easily and then use it to understand why they do what they do without being judgmental or temperamental about anything. Most theories reveal that almost all the people in the world are neither fully introverted nor fully extroverted. Most of us are in the middle of the scale.

Using the above information and through careful observations, you can analyze people by being aware of their personality types. Once you get their personality type more or less correctly, then predicting their behaviors in any given scenario will become easier than otherwise allowing you to be in a position of strength and power.

Chapter 10 Analyzing Verbal Communication

A conscious effort has been made to analyze the non-verbal ways of communicating, but then there is a lot to learn from people talking too. I have mentioned something about speech, in fact, but then, as the most important route of communication, it is vital I treat verbal communication as a chapter.

Having said this, you cannot expect people to tell you about their deepest worries or character flaws. However, we can learn a lot by learning to listen and knowing when to speak. Learning to listen beyond the surface is a critical part of verbal communication. For you to make a good analysis about a person, you must make sure you overcome bias when you are listening to them as that will affect your mind and the truth.

Pitch

This is simply a quality of the voice of a person that can be used in determining what other people think about them. The general belief is that women always have a higher-pitched voice, while men consistently have lower pitches. Beyond gender differences, though, low-pitched voices have been connected to calmness, reassurance, and a soothing disposition. This is the very reason why hospitals, call centers, and customer service outfits prefer agents with relatively low-pitched voices.

The pitch of our voice can be controlled in four different ways; chest, nose, mouth, and diaphragm. People that speak with their nose will sound whiny and high-pitched; people that speak with their mouths have lower pitches than them. When you notice someone speaking in a higher pitch than they normally do, it can signify agitation, excitement, or panic.

The majority of the people speak from the chest, and this is to ensure they are being heard. But then, it can later become tiring, and the speaker will have no other choice than to speak with a harsh voice. However, the best place to speak from is the diaphragm. The diaphragm is strong, full, and it requires much training before it can be used effectively. It is also the ultimate if you wish to speak in a pitch that communicates calmness and authority.

Speech Patterns

The speech pattern is simply the way people speak; it's basically how fast the speech is, and the pauses being taken around the flow. For instance, being too fast with your speech makes you look rushed and can be interpreted to mean anxiety. What people will think is that you are probably just pouring out anything that comes out of your mind without even giving thorough thinking to what is coming out of your mouth. While trying to analyze people, be aware that most fast talkers are probably nervous. A lot of people are unable to stop speaking rapidly when they are nervous or anxious.

On the other hand, people that talk with slow, measured pauses sound authoritative, calm, and friendly. Their pattern of speaking indicates that they are taking their time to think about what they have to say before they say it. However, it is important to say that this can be complicated at times because if your speech is too slow, it might be indicating that you are distracted or probably tired. Your audience can get bored if they observe that your speech lacks enthusiasm. Understand that slow speech may be in order to gain more room for thoughts. However, excessively slurred speech can be a precursor of boredom.

Fillers and Pronouns

Does the person you are speaking with use a lot of filler words? What is his pronoun usage like? Does he pause a lot and fill up with unnecessary words?

Fillers are words that break up the normal speech flow without adding any specific meaning to the overall message. Examples of fillers include “like,” “um,” “uh,” “err,” and the likes. All fillers have been considered bad lately, and generally, the advice is for people to avoid and get rid of them entirely.

For instance, the repetition of “um” by a speaker points to some level of insecurity, or anxiety. Most of the time, people use fillers when they have stored information with certain pointers. In trying to recollect these pointers, fillers are introduced in place of long, awkward pauses.

The way a person uses pronouns can provide another fascinating insight into his current state of mind. Specifically, the way a person employs and utilizes “You,” “I,” and “we” can provide an instructive discourse. Usually, when “I” is being employed to convey instructions, it is a message of authority. “I” also provides a dominating and intimidating atmosphere in such case scenarios. “I” is an assertive choice of word, especially when the person addressing you is your superior at work or an older family member. It connotes and denotes a powerful wish when it is used to request for one.

On the other hand, “We” is the safer option people use when they need to carry out a task, they find distasteful. “We” could also be used to mitigate the potential impact of the news about to be delivered. It is easier to hide behind “We” when firing someone, for instance. It is always, “We cannot continue to employ you,” as opposed to using “I.” It can also be a route to escape responsibility for a transgression or unpleasant task. In short, “we” comes in pretty handy when you want to communicate that a situation is out of your hands. However, when “We” does not refer to a single entity or organization, it can be an indicator of “togetherness,” especially in unheated situations. Romantic arrangements are a notable example of this.

The use of “You” is particularly complex. It all depends on the context and pitch of the speaker. “You” can be made to sound accusatory under the right situations. A speaker that emphasizes “You” may be trying to pass a message of non-involvement or non-consent. “You,” though, can also be made to sound placatory. However, most of the time, “You” is a message of dissociation; people use it frequently in a conversation to make it clear that they are a separate entity from the other party. Learn to notice when “You” is accusatory. Pair its use with other visual clues such as frowns or scowls.

Chapter 11 The No Communications Skills

Type

Communication seems like it should be a fairly straightforward process. However, nothing could be further from the truth. It's not just about interpreting and understanding what someone is trying to tell you with their words. It is also about all the other dynamics that are going on, what else the person is saying with their body, whether their verbal message is something that should be taken at face value, or if there is something more which needs to be taken into account. That's the whole point of learning how to analyze people because you're now trying to decipher the hidden meaning. Trying to discover what it is that they are not necessarily telling you right now.

Verbal vs. Non-Verbal

When a person uses language and sound to convey their messages and intentions that is a form of verbal communication. Verbal communication is defined as a channel by which people use to express their ideas, concepts, and desires. This form of communication is extremely crucial in several settings including work, home, and everyday life. It is how we teach and how we learn, and we use this form of communication more than any other in our daily survival.

The written word is also associated with the act of verbal communication. When we read the words in front of us, we are mentally repeating them to ourselves in our minds. Sometimes, we may even say it out loud. Verbal communication, therefore, involves both sound and the written word. Words are the form of communication by which humans have used to exchange their thoughts and messages, especially when they are not in a face-to-face setting.

One example of verbal communication involves public speaking. This is where communication is conducted and carried out verbally to groups of audiences. Another is interpersonal communication, and this involves a group of people who may be simultaneously listening and talking. Other examples of verbal communication include your everyday conversations with your friends, family members, co-workers, clients, and even random strangers you happen to meet as you go about your day.

Verbal communication matters because it is our primary way of conveying our messages. We rely on this method of communication to:

- Inform, inquire, discuss, argue, and spread information and ideas.
- Teach others and learn from them
- Bond and build relationships
- Achieve our desired outcomes
- Work together as a team or group with others towards achieving a common goal

Nonverbal communication, on the other hand, relies on other forms of communication which do not involve the use of words or sounds. This is the category which body language falls into. When we

use gestures, body movements, and facial expressions to convey our intent, which is a form of nonverbal communication. Does nonverbal communication matter as much as verbal communication?

Yes, it does. Perhaps even more.

It cannot be stressed enough just how important it is to make a good first impression. One example of where first impressions are absolutely critical is during a job interview. From the minute you walk into the room and even before you have uttered your first word, you are communicating with your employer in a nonverbal manner. Your posture, facial expression, and even the gestures that you make are going to be the clues that your employer is looking for when they assess you. The same thing goes when you're conducting important business or client meetings. The impression that you leave people with can be a big deciding factor in determining the outcome of your success. Saying all the right words, but with the wrong body language, is not going to get you the desired results that you seek.

What You See vs. What You Hear

From the moment you first meet someone, they leave an impression on you. What kind of impression depends on what they convey with their body language? Learning how to analyze someone is about matching what you currently see and hear in the social setting you find yourself in, and then drawing your own probable conclusions. The human brain tends to only see what we want to see, and you now need to learn to push past those boundaries if you want to truly learn the hidden messages which a person gives away with their subtle body signals and movements.

How well do you think you're able to spot contradicting messages right now? Body language is such a fascinating subject area. It is like unraveling a puzzle as you search for hidden clues and meanings to what you see and hear. Politicians are a good place to start practicing your body analysis skills. Politicians are fascinating because there are some who have been guilty of saying that they believe in something which isn't necessarily true. They often pretend to be someone that they are not. As a result, these individuals spend a lot of their time trying to dodge uncomfortable questions, lying, pretending, and presenting a facade to the public to survive. It is their body language which eventually trips them up and reveals telling clues that all may not necessarily be as it seems.

Types of Nonverbal Communication

Communication is the overall concept. To be effective at it, you must be able to communicate clearly with both your words and your body language. In fact, the two should be in sync with one another, because that is when you send some of your most powerful messages across to the recipient – by combining the power of the spoken word with the equally formidable power of body language.

Some examples of the ways in which we communicate nonverbally include:

- Facial Expressions - This is responsible for a large part of what we communicate nonverbally. A smile or a frown can be more powerful than several words strung together. Since the face is often the first part of you that people will notice, even before they hear what you have to say, your facial expressions are your strongest nonverbal contact point.
- Gesture - The deliberate signals and movements which we use when we're speaking is also a form of nonverbal communication. Waving, pointing, and using our fingers as numeric indicator amounts are all ways in which we communicate with the absence of words. A perfect example of how powerful gestures can be is in a courtroom, where lawyers are well known for relying on several nonverbal communication methods and techniques in an attempt to sway opinions to win their case.
- Posture - Body language also involves the posture that you present. Someone who is feeling confident, for example, stands tall, straight, and proud to silently communicate to the rest of the world that they are feeling confident. Someone who is self-conscious, shy, and awkward, on the other hand, communicates this through hunched shoulders and folded arms across the chest.
- Proximity - How closely you're standing to someone (and vice versa) is also a form of nonverbal communication. Proximity could differ depending on cultures, and when someone is not comfortable being too close to you, there will be body language cues which you can look out for. This includes averting eye contact, folding of the arms across the chest, tapping their fingers or feet, and visibly taking a step or two back away from you.
- Paralinguistic Communication - Now, these include all the other facets of nonverbal communication aside from body movements and facial expressions. Paralinguistic refers to the inflection of the vocals, the tone, pitch, timbre, and rhythm of your voice. These fall under nonverbal communication - even though it relates back to speech - because it involves the underlying aspects of what a person is saying. The tone of voice that they use, for example, could carry a very different meaning from the words that they utter. When a person says I'm fine but in a clipped, short tone that carries an edge of anger in it, that's a significant clue that indicates the person is, in fact, not fine at all.
- Touch - Among the most widely used forms of nonverbal communication is the element of touch. Touching is a powerful move or gesture which is capable of conveying a wide range of emotional messages a person may want to communicate with you. A warm embrace, for example, indicates that the person is happy to see you or happy to have you around. Or that they care for you and they're pleased to see you after a long period of time. A quick, brief hug, on the other hand, communicates that the person is probably uncomfortable with the gesture, the situation, or that the person is uncomfortable being around you.
- Locomotion - The amount of movement that takes place during a communication process is a clear indicator of how engaged that person is. Let's say that the person you were speaking to is constantly moving about, fidgeting, pacing, or simply gesturing far too much, it inhibits the opportunity for effective communication to take place.

Why Nonverbal Communication Matters

Nonverbal communication is a powerful element, and therefore, it does hold several advantages to its name that make it stand out more against verbal communication. When used together with verbal communication, it can result in effective communication and relationship building sessions. On its own, nonverbal communication is still a mighty force to contend with.

The ability to analyze others based on their nonverbal communication, therefore, is an important skill because:

- It helps you uncover the hidden meaning that the speaker is conveying, so you can then tailor your responses appropriately to suit the situation and cultivate your desired outcome.
- Being able to accurately assess and analyze another person's body language enhances your empathy and social skills (which thus improves your emotional intelligence levels). By learning how to identify the telling facial clues and body movements, you will be able to reach levels of communication that others are not, simply because you can see what others cannot.
- It is a clue to providing valuable information about what the speaker is not saying with their words.
- It is used to express emotions and empathy in a powerful manner.
- It increases your understanding of the messages that you receive. When used in tandem with verbal communication, both these elements combined can provide a deeper, more meaningful insight into the speaker's message.
- Being able to interpret these nonverbal cues effectively is how you gain the upper hand over the other person. It is a well-known fact that misinterpretations can often lead to disastrous effects, so why not try accurately analyzing body language instead?
- It helps to strengthen your relationships. People tend to feel a connection to those who they believe can "understand" them in a way that others can't. Being able to analyze body language gives you this ability because you can see the clues about what's really going on, even when the other person thinks they haven't said a word about it.
- The right gestures and expressions can be a strong substitute when you don't know the right words to say. Hugging your friend or family member with a tight, loving embrace can communicate your love and support more powerfully than words ever will.
- It can be used to reinforce messages when used in the right way. When giving someone directions, for example, pointing the right path to take reinforces their understanding about what you're trying to tell them.

Our non-verbal communication cues are just as important – you might even say of equal importance – to both our verbal and written communication. One cannot exist without the other. To accurately analyze other people, begin by recognizing the importance of both these communication forms, not just in others, but in yourself, too. What messages are you transmitting with your body language?

Nonverbal Cues That Convey Confidence at Work

You've got a pretty good idea by now about the nonverbal cues that you need to look for that reveal hidden clues about a person's true desire and intent. But what about the kind of messages you are communicating with your body language?

What can you do to give out the right nonverbal signals, especially if you want to achieve success in an environment like your place of work? As important as it is to be able to read and analyze others, we need to make sure that we are also giving out the right messages. Just in case someone is analyzing you (and you can be sure that there will be at least one or two people who are reading your clues).

Part of what makes successful individuals so, well, successful is the fact that they know how to use both verbal and nonverbal communication to their advantage. Specifically nonverbal communication, which they know can send the strongest messages of all. If you notice, successful individuals often stand tall, straight, and with an air of confidence. They smile, they make eye contact, and they move with intent and purpose. They use carefully chosen gestures during speeches, gestures which have been specifically selected to emphasize the impact of their words to project their messages most effectively.

These individuals know how much nonverbal communication matters that they also know how to position themselves in relation to the people around them. They avoid standing too close because they understand that it could be perceived as either threatening or overwhelming. They also avoid standing too far away because they know it might send the wrong message, that they are feeling distant when it may not be the case. They know how to read their surroundings and anticipate what move another person might make. They have made it a point to understand these skills so well that it has enabled them to succeed in their career.

If you want to start excelling in your career, then effective body language is where you start building your foundation. If there was ever a place where nonverbal communication skills matter the most, it is at the workplace. This is where you are observed the most, especially by your managers and superiors. The most successful people who eventually go on to become leaders and managers at the workplace are the ones who are able to make great impressions on everyone they work with because of how well they communicate. You can be the best at your job in every possible way, but if you don't leave the people around you with a positive impression, there's only so far your knowledge and your skills will take you.

Being confident is an important part of becoming an effective communicator overall. As much as you are busy analyzing the body language of the people around you, there is bound to be at least one or two other people who are analyzing you. It is not just the body language of others that matter. Your body language matters, too.

When you interact with others around you at the workplace, the moment you show you are confident, you will find it much easier to hold effective conversations with your colleagues and team members that will result in things getting done. Why? Because they are drawn towards your confident approach. Confident people are not thwarted by challenges, they rise to meet them, and this is what people at work want to follow. Somebody who knows what they are doing and is doing it with confidence.

Remember how our nonverbal cues resonate the most powerful messages of all without uttering a word? That's body language for you. Body language is applicable in the workplace, too, perhaps even more so because this is where it really matters. At work, the way you carry yourself and communicate is just as important as how well you get the job done. To convey confidence nonverbally, you need to start by adopting confident body language whenever you step into your workplace. Do not slouch, do not fold or cross your arms, and do not frown or look sullen. Always be positive and project a warm and welcoming manner. Smile and make eye contact with the people you pass by.

Other ways in which you can project confidence with your body include:

- **Power Poses** - Social psychologist, Amy Cuddy, revealed during her TED Talk in 2012 that power poses can be effective when it comes to appearing and feeling more confident. One example of a confident power pose here involves opening your body and positioning it in such a manner that it seems to occupy more "space". Think of the term larger than life. Puff your chest out, roll your shoulders back, and avoid hunching like you're trying to hide away from the world.
- **Observing Your Hand Gestures** - All it takes is for the wrong gestures to be used to convey the wrong message entirely. Being observant about your hand gestures is important in order to portray confidence nonverbally at work. You need to be able to achieve this without the use of hand gestures which might be misconstrued the wrong way. When explaining an idea, for example, keep your palms open and your fingers together. This is a universal gesture which communicates openness, trust, cooperation, and acceptance.
- **Holding the Eye Contact** – Maintaining eye contact is one of the most basic rules of effective non-verbal communication. When you engage in eye contact with the person you are speaking to, you are, in effect, showing them that you are interested and keen on hearing what they have to say.
- **Being Aware of Your "Space"** – Ideally, you would want to respect an individual's personal space when you're communicating with them. Spatial awareness is as much a part of the nonverbal communication process as your facial expressions and body posture. Pay close attention to the person you are talking to and watch for signs of discomfort, especially if you are in the office. The minute you notice they are not comfortable with your proximity; take a few steps back to create a comfortable enough space between the two of you.

- Handshakes Can Be More Revealing Than You Think – You only get one chance to make a powerful first impression, and nothing leaves quite an impact when meeting someone – especially someone new- than the first handshake. Your handshake will be very revealing to the person on the receiving end, and just one limp, a lackluster handshake is all is needed for that person to be turned-off even before the conversation has had a chance to take off. Think of your handshake as your opening line, the introduction that your body is making. Firm, confident handshakes are a must to convey confidence nonverbally.

Chapter 12 The Art of Reinforcement in Communication

You want to breakdown your task so that the whole task doesn't feel undoable.

Reinforcement can be of two kinds: positive and negative. Now, traditionally, we think of these words as good and bad, like a positive thing is a happiness and a negative thing is a sadness. This is not how we are going to use these words here, though. We are talking about negative and positive as either adding or subtracting. So, positive reinforcement is adding something to reach a certain goal. Negative reinforcement is taking something away to reach a certain goal.

Positive reinforcement is adding a reward. This could be anything from an apple for a horse or a cigarette for a person. The positive factor just means that you are adding something. You can also have positive punishment, which means you are adding negative stimuli. This would be something like spanking for a child. The child does behavior that is less than satisfactory, and they are given a positive punishment: speaking something that is hurtful to them has been added to the situation. Just a reminder, we are not labeling spanking as a positive activity in the sense of it being pleasurable or good; rather, we are looking at positive and negative only in the sense of whether something is being added or taken away.

Negative reinforcement would be taking something away that was previously displeasing. This would be the removal of unpleasant stimuli. For example, you could tell someone that until they mow your lawn, you will yell at them. You will stand around them and heckle and yell until they mow the lawn. Then, when they begin mowing the lawn, you will stop yelling, and the unpleasant stimuli of your yelling will stop. This is an example of negative reinforcement. So, there is a behavior that you want to elicit: mowing the lawn. You have done this by removing an unpleasant stimulus when the subject starts to mow the lawn.

The last combination of these two terms would be negative punishment. This occurs when the subject has something taken away from them as punishment. This would take the form of a teenager being denied their driving privileges when they get in trouble. The driving privileges are pleasurable stimuli that they have in the situation. When a behavior occurs that is not wanted, negative punishment is applied (the removal of driving rights) and the subject will associate that behavior with the act of losing a pleasurable part of their life.

These have all been studied through and through by psychologists over the decades. What they have discovered is that positive reinforcement is the best way to go about changing behavior. Positive reinforcement allows for mistakes to happen without punishment, and the only behavior that is rewarded is the desired behavior. This works better than punishment because punishment at a certain level has been shown to increase a lack of motivation and fearfulness. This most common application of this knowledge has been to parenting, dealing with the children and their behavior modification.

However, it is important information to be able to understand and employ as a person who is looking to enact any change in their lives or to analyze other people. By understanding the process of reinforcing and punishment, we can understand other people's interactions and behavior. We can get some insight into why people act the way they do.

Reinforcement is the number one way that we know how to convince people have in certain ways. There have been tons of studies in psychology and other realms that test these hypotheses, and the fact remains that positive reinforcement remains the most reliable way to get people to behave in a certain way. This involves rewarding people for good behavior. So, when a person's desired activity is something like quitting smoking, they should reward themselves for this every time they don't smoke. The smoker will have to find some other kind of reward that they can give themselves for abstaining from. With experiments like these, it's not good to put undue pressure on yourself to succeed, gently ensure success throughout the project, but rather to be gentle to end the bad habit. This will teach their bodies and brains that there is something other than cigarettes that can provide them with a reward. When you are dealing with coworkers, you can choose to reward certain excellent behaviors as well. For example, you can instate a reward system for people who get their items turned in on time. When everybody turns their work in on time, they are entered into a drawing for a cash bonus. This will let employees know that when they partake in certain excellent behaviors, like turning things in on time or early, they will be rewarded. This creates a positive reinforcement that can change behavior. Soon, employees will be turning this in on time or early in order to receive the reward that they have promised and that they can cognitively understand the result from the behavior.

In order to try this concept out, you can do a self-behavior modification experience. This will consist of you choosing some type of behavior that you want to modify. It could be a behavior that you want to stop, like smoking cigarettes. It might be a behavior you want to increase, like spending positive social leisure time with others. This is an experiment that will take some initiative and self-starting. You should develop a way to track your behavior and how often you do it. This can be a simple task throughout the week, where you jot down every day that you do the behavior and how often you do it. Then, formulate how much you want to increase or decrease the behavior. You can then find a way to reward or punish the behavior, enacting a modification in the behavior. For example, if you want to increase the time you exercise each week from thirty minutes to an hour, you should first keep track of how much you are exercising in a week. Is it actually thirty minutes or is it more like twenty? If so, you may want to adjust your ultimate goal expectations.

Chapter 13 What Emotional Intelligence Looks Like?

Plasticity is used to define the brain's ability to form neural pathways that are different from the existing ones. These pathways are responsible for our thoughts, imaginations and habits. Thankfully, it is not impossible for the neurons in our brains to connect in different ways to other neurons. What this means is that behaviors can be changed. You may not, in reality, become a different person altogether, but you can act in new ways. All it would take is resolve and repetition. If you make the conscious effort to stick with the new behavior you have adopted, very soon a neural pathway would be established in your brain to support that behavior, and it would become a habit.

I explained that to say that you should not give up hope simply because you think you're not emotionally intelligent. It is not outside your reach and has nothing to do with IQ. One cannot predict a person's capacity of emotional intelligence by measuring their IQ. These two concepts function distinctly, and, unlike IQ, emotional intelligence has little to do with genetics. With EI, there's an even playing field for everyone, and it's all up to your will.

You embrace change instead of running from it. This is because you now understand that everything is subject to change. This is how we measure the passage of time. Things wear out, seasons come and go, and people change, for better or worse. Being self-aware, you observe this characteristic in yourself. You are probably not working the same job anymore, or the beliefs you held sacred now seem silly to you. When you develop your EQ, these changes do not scare or make you angry. Instead, you welcome and try to enjoy them. You are excited to know that things will not be the same for you a few years from now, and you can't wait to see how it all plays out.

You become an empathetic person. You are no longer merely sympathetic to the emotions of the people you meet. It is quite easy for you to see things from the perspective of others and understand the reasons for their actions. Someone could be angry with you even when you are obviously in the right. Yet, you are still able to understand why they feel the way they do towards you and can diffuse the otherwise explosive situation. But empathy can also be proactive. You are able to predict, with some degree of accuracy, how a person might feel or behave if you did or said something to them. With this understanding, you can show a true respect for the emotions of others.

You don't recoil from constructive criticism. And why would you? You know that, if the criticism is not done in malice, it could be an opportunity for growth. You are aware that the absence of criticism is a scarier reality. You are not an infallible person, and you do not pretend to be. Things may seem right and for the best from your point of view, but you count it a blessing when others can show you the folly of your ways. You consider these criticisms without spitefulness and use them to your betterment. You even go further to have as friends those who are not afraid to be critical of your work, attitude, and so on.

Your emotions no longer determine your actions. Remember the time you would have gone off in a round of hurtful words, thinking you would feel better afterwards? Also remember the time you could not separate the harmful actions of people towards you from your feelings for them? Well, you are not like that anymore. You understand that emotions are just unintelligent chemicals in our brains, and that our brains use them to predict our actions in certain situations. You now know for a fact that emotions are not good enough to base our judgments on. They rarely ever show the truth of any situation and often leave us with a dampening feeling of regret. Although you know the importance of emotions in the survival of humans, you prefer to be in control of them.

You know how to really listen, even in an argument. You make the effort to always keep an open mind, even in a heated debate. You are not only trying to make a point, but you allow for the opportunity that you just might learn something helpful from the other person. It is clear to you that you will never know everything there is to know, and you try to never act like you do. Every opinion can be contested, even when it seems completely irrational to do so. This is why you listen with interest, regardless of how much a view differs from yours. You do not try to shut people up or hurry them so you can make your point. In fact, you much prefer to listen than talk anyway.

You have a consistent nature. You used to think this was a bad idea and loved to switch your personality to confuse people, but you get it now. Everyday life is different from warfare, and in the reality of everyday society, being predictable is a good thing. People find it easier to rely on and trust you when they know how definite your character is. Even though you like to learn and improve yourself, you are not easily swayed by every passing fad. You know that trends go as quickly as they come, and that the popular opinion is not always the right one. You know who you are, you know what is irrefutably right and wrong, and the core of your character is never affected.

You understand the importance of prioritizing. Some things are more important than others, but some are just more urgent. You know that multitasking is not essentially an efficient way to go about your tasks. So, you make a list of mental notes to do certain tasks first and at set times. You are disciplined enough to follow through on your list of priorities, and your twenty-four hours are effectively utilized. You know what you should devote your mind for a more secure future. Whether it's a degree, skill, or networking, you know what to do and when to do it.

You are more accepting of various people and the diversity of their opinions. You understand the dangers of being biased and have done away with all kinds of superiority complexes. You invite people with varying levels of education and from different backgrounds to speak their minds freely. You, at least, attempt to see logic or motive behind their opinions. You probably will never be liked by every single person you meet, but you make friends of people who otherwise would have been enemies as a result of your open-mindedness and acceptance.

Your actions are intentional. You no longer act mindlessly only to wallow in regret later on. You are conscious of the things you do and the impact they could have on other people and the environment. Even though you never allow yourself to be bothered by worry, you think clearly about

your actions to be sure you can live with them. You know that no one can judge your thoughts, but your words and actions are the image you present to the world. So, you manage your actions consciously and deliberately to give people the right perception of you.

You are a more self-confident person. Being that your actions are intentional, you are self-aware and can manage the relationships in your life, so it naturally follows that you would be a confident person. And this is the case. You don't doubt yourself anymore because you know what makes you tick and you're the boss of your emotions. You may still feel afraid or a little shy sometimes. If you decide to try, for example, public speaking, you might feel stage fright, but you know just how to shove those feelings aside and be who you know you can be. Your steps are sure, your gaze is steady, and people can tell that you are, indeed, confident.

You are not envious of people. You no longer want things because people have and flaunt them. You know what the ultimate goal of your life is, and you are focused on making it happen. You also understand that, instead of longing after the possessions and achievements of others, it is a much healthier option to work towards getting, owning and achieving things. You are sincerely happy for those who are successful around you, even when it seems like you are way behind them. You root for them and even chip in to make their dreams realities. All the while, you continue to improve yourself and work diligently towards your goals.

More people want to follow, be in a relationship with, or listen to you. Gone are the days when you were begging people to stay in your life. These days you find that people are drawn to you. They find your words motivating and get inspired by your actions. Even in trying times, people can tell that you will be fine in the end. They see the strength of your character, how eager you are to learn, how bold you are in tackling challenges, and how productive your life is. Those who knew you before you developed your emotional intelligence can tell the difference, and they want to know how you did it. People are easily loyal to you, and they like to discuss their challenges with you. They do so because you always help them step back from the middle of the problem and see things from a better perspective.

Chapter 14 Mind Control And How To Defend Yourself Activity

Covert manipulation takes place when an individual wants to obtain power and control over others using underhanded and deceptive tactics to alter their way of thinking, perceptions, and behavior. Psychological manipulation works under one's level of conscious alertness. It holds them psychologically/emotionally captive. The victims usually do not realize what is occurring to them while it is happening.

A talented psychological manipulator gets one to put his/her sense of emotional well-being and self-worth into his/her hands. Once he/she makes that significant miscalculation, the manipulator continually and methodically slices away the victim's self-esteem and identity until there is little or none left.

Brainwashing

Basically, brainwashing is the process where one will be schemed to desert his or her beliefs that he/she acquired in the past so as to take up new values and ideals. There are so many ways in which this can be achieved as much as not all of them can be considered to be bad. For instance, if one hails from an African nation and then he moves to America, he will mostly be compelled to change his ideas and values so he can fit in the new surroundings and culture he is in. However, people in concentration encampments, or even when a dictatorial government takes over, often undergo a brainwashing process so they can convince the natives to follow them peacefully.

Many individuals have delusions of what exactly brainwashing is. There are people who have more fixated notions about the process that includes devices of mind control, which are government-sponsored, and they think that they are turned on easily, just like remote controls. Conversely, there are cynics who believe there is no way brainwashing exists and can work against an individual. Largely, the brainwashing practice lands somewhere in between these two concepts.

During the brainwashing practice, the subject is convinced to have their beliefs on something to change through an amalgamation of various tactics and approaches. There is no single approach that may be used during the process; hence, it is tough to put this practice into a tidy little box. Mostly, the victims will be totally disconnected from all the things they do know. Going onwards, the subjects will then be broken down emotionally and are made to be very vulnerable just before they are introduced to new notions and concepts.

In the process of the victims getting to absorb these new concepts, they are rewarded for articulating thoughts and ideas which concur with the new notions and philosophies. The process of rewarding the subjects is what is used in reinforcing the practice of brainwashing taking place.

Over the years, people have been using various brainwashing techniques; hence, it is not a new thing to society. For instance, in history, inmates of wars were mostly broken down and separated before being convinced to change their sides. Among the most fruitful scenarios of these led to the inmates becoming very ardent converts to their new side and beliefs. Though the practices were very new at the beginning, they would mostly be implemented hinged on the in-charge at that particular time.

Over the years, brainwashing has developed, and there are more techniques that have been introduced to make it more universal. Newly introduced techniques have largely relied on Psychology as many of these concepts and notions are used to illustrate how individuals may change their beliefs and minds through being persuaded.

The brainwashing process goes along with various steps. It is not just a thing that takes place or happens to an individual as he or she walks down a street and have a talk with a stranger. First and foremost, as the main requirement, the individual is kept in total isolation so the brainwashing process can be successful. If the victim is allowed to be with other people or influences, they may learn to think like the person, and the brainwashing practice may not be effective as desired.

Once the victims are isolated, they will be taken through a process meant to have their own self broken down. They are then informed that everything which they know is incorrect, and they are made to believe that whatsoever they have been doing has all along been wrong. Having gone through all of this for several months, the victims tend to feel as if they are evil/bad, and guilt overwhelms them. On reaching this point, the brainwashing agents begin leading the victims towards the new identity and belief system that is anticipated.

The victims are led to have confidence in the new choices and embrace them as their own and thus more probable to stick within them. The entire brainwashing process can take several months and to some point, even years. Brainwashing is not a thing that will take place within a single conversation or talk, and for a larger part, it may not occur outside prison camps as well as a few other isolated cases.

Largely, those who experience brainwashing do so when an individual just tries to persuade them of a new perspective. For instance, if one has an argument with another friend, and he/she tries to convince him that his or her ideas make sense more, then technically, this individual is considered to have undergone brainwashing.

This happens even though the idea may not be a bad one and the victim is able to think logically about it, but was still influenced to change his beliefs that he held onto before. It is very uncommon that an individual will undergo real brainwashing and have his or her entire value system changed wholly. This takes time, and it usually occurs within the process of complying with a new perspective, irrespective of whether the strategies used were coercive or not.

Hypnosis

The American Psychological Association defines hypnosis as a collective interaction that involves the hypnotist providing proposals and suggestions that need to be answered by a participant.

So many individuals have become conversant with the tactics of hypnosis due to the increasing popular performances that involve participants being told to do unusual and ridiculous tasks. As well another form of hypnosis which is gaining popularity is the type that employs this practice due to its medical and therapeutic benefits, particularly when it needed to reduce pain and anxiety.

In some cases, hypnosis has significantly been used to lower symptoms of dementia in some patients. As we can see, various reasons exist as to why hypnosis is used. But when it turns out to be used by hypnotist as a mind-control technique is when his or her suggestions are considered harmful or alters the way a participant behaves in their surroundings, then it becomes dangerous.

What comes to mind when one hears of the term hypnosis? Most people tend to think of an individual on a stage swinging a watch backward and forward so as to put a victim in a trance. According to John Kihlstrom, the hypnotist never hypnotizes the participant. Rather, he/she serves as a tutor or coach whose work is to assist the individual in becoming hypnotized. Meaning that the hypnotist ensures and works hard to have the participant's state of mind is altered in order to make them more open to the proposals and suggestions that are given to him or her.

Most people who go through hypnosis have indicated they experience a half-consciousness sort of state. Even with these thoughts, the participant who undergoes hypnosis are always in a state that entails heightened suggestibility, focused attention, and vivid fantasies. This state causes the participant to become more vulnerable to the hypnotist's suggestions that are given to him.

Detailing the consequences of hypnosis to its subjects is not quite easy as the experiences do vary somehow for every person who experiences it. Some victims report having felt like they are not attached to the whole hypnosis experience, some feel very relaxed, and others will still feel like the things they do will happen outside their conscious preferences. Nevertheless, people indicate that they are completely conscious of their environment and can have conversations while in the hypnotic state.

Ernest Hilgard conducted some experiments which indicate that using hypnosis is effective in altering the point of view of subjects involved. This experiment by Hilgard had some participant instructions that they should not feel any ache/pain on their hands. The participant's hands were then dipped into ice-cold water. The subjects who were not hypnotized removed their hands from the cold water within a few seconds as they felt some pain in their hands. The hypnotized subjects would leave their hands in the water a little bit longer without feeling pain.

Whereas more studies need to be conducted, this book indicates the effectiveness of mind control when applying the hypnosis technique. Through research, various applications have been established where hypnosis can be applied, which includes:

- Reducing and eliminating skin conditions like warts and psoriasis.
- Reducing and treating the pain experienced during childbirth.
- Lowering the symptoms related to dementia. Several ADHD patients who have used hypnotherapy have experienced a reduction in the symptoms.
- Pain control while performing dental procedures.
- Reducing nausea and vomiting cases in patients undergoing chemotherapy.
- Treating persistent and chronic pain like that experienced in rheumatoid arthritis.
- Decreasing symptoms associated with the Irritable Bowel Syndrome.

These are just but a few uses of hypnosis that are common. As much as most people have misconceptions that hypnosis is used to alter the subject's perspectives and cause them to perform terrible acts or even denounce their beliefs, hypnosis is mostly used for improving patients' health. Most experts agree that the hypnosis' effect as a type of mind control is not a reality.

Although it might be easy to convince a subject's mind to make some changes in his or her behaviors and habits, it is unlikely that the participants might alter their total belief system just through the hypnosis process. Most of the professionals certified to work in this field use hypnosis to aid the participants in self-improvement as well as pain management as opposed to trying to conquest over or alter their mindset.

Manipulation

This is the other type of mind control largely used in different aspects to determine how one is likely to reason out something. In this book, the term manipulation is used instead of psychological manipulation. It is a form of social influence which works to alter the perception or behavior of other persons. This is achieved using deceptive, underhanded, and abusive tactics. The one manipulating others often use this type of mind control to advance his or her own interests at the cost of others. Methods used are frequently are devious, exploitative, abusive, and deceptive.

Often, most people tend to know when they face manipulation or when other people around them are getting manipulated, but they hardly recognize that the experience is some sort of mind control. Mostly, this is a difficult and unavoidable type of mind control as manipulation usually occurs between the subject and an individual who is well known to them.

Often, manipulation will leave the subject, feeling as if they have no other choice or option in the matter. The subjects are mostly told half-truths and outright lies and do not comprehend the extent of the condition until it is too late. If they realize the condition in advance, the agent blackmails and uses the subjects to arrive at his final goal. The participant fundamentally becomes trapped because of the way the agent crafts out everything in a manner that he/she does not get troubled; the participant gets hurt or takes the blame, whereas the agent makes it to his/her final goal.

One of the most difficult things in this form of manipulation is that the agent is unable to feel the subject's needs as they do not care whether the subjects are harmed physically or emotionally. The subject is always left behind deeply having emotionally invested in the situation, while the agent walks away without remorseful feeling or any regret over what happened as long as they successfully meet their goal. This is a dangerous type of mind control as the agent becomes an expert in blackmailing, threatening, and doing whatever else that is necessary; sometimes, they are likely to change and alter things so the subject is left feeling like they are going mad.

Persuasion

This is another form of mind control working similarly to manipulation; it aims at influencing the intentions, motivations, attitudes, beliefs, and behaviors of the subject. Many different reasons are stated as to why persuasion is used in day to day life, and mostly, it is an essential method of communication to get individuals of divergent ideas and views on the same page.

In business, for instance, persuasion is used to change an individual's attitude towards some idea, event, or object. Throughout the process of persuasion, either spoken or written words are used to convey feelings, information, or reasoning, or information to the other individual. Persuasion is as well used to meet personal gains. For instance, it is used during campaigns for an election or making a sales pitch.

Though none of these might be considered evil or bad, persuasion is used to influence the listeners to think or act in a specific manner. Persuasion can be interpreted as the use of personal or positional resources to alter the behaviors or attitudes of other persons. As well, there are various forms of persuasion well known to us, and this includes systematic persuasion and heuristic persuasion.

Systematic persuasion can be defined as the process of altering the attitudes or beliefs using appeals to logic and reason. Whereas, heuristic persuasion can be defined as a process where attitudes and beliefs are altered because of some appeal to habits or emotions.

Almost all the time, persuasion is used in society. When talking to others on politics, one often tries persuading them to reason the same way as he or she does. When one attends a political campaign and listens to the politicians, he or she is being persuaded and influenced to vote in the desired way. Sales agents are trying to sell some new products, use a lot of persuasion to their new clients to purchase the product.

Persuasion is so prevalent that most people are not likely to realize they are undergoing a form of mind control. Persuasion occurs when the agent takes his or her time to persuade others into believing values and ideals that do not measure up to the subject's system of values. So many types of persuasion exist. They do not all have malicious intent, though they all aim at getting the subjects to alter their mindset on something.

Political candidates coming on televisions to campaign try getting their voters, or subject, to cast their votes in a certain way when the election day comes. A commercial advert online or on television is done by a company working hard to get the subjects to buy their products — all these persuasion techniques are aimed at getting the subjects to alter their ways of thinking.

Conclusion

Overall, the reader is carefully introduced to aspects of behavioral psychology to understand why human behavior is complex as well what motivates human behavior. For instance, under the investment model, one seeks to maximize returns by committing certain actions. While the book invokes reputable psychological theories and concepts to make the content quality and applicable, the author ensures that the book is easy to read for any reader. Throughout the book, the author employs simple and easy to understand the English language with the understanding the audience of the book is likely to be of native and non-native speakers of the English language.

Additionally, the author systematically presented content and concepts allowing the reader to build familiarity and complexity towards the end. The author presented the book as a manual, guide, and informative piece of ways of reading human body language. All these were possible through extensive reading of related topics on the issue from reputable scientific journals and presenting it in a readable, relatable, and simple language. Against this backdrop, this book managed to introduce human behavior psychology, discuss the role of analyzing people, ways of becoming an analyst of people, and presented different forms of nonverbal communication. Towards the end, the book discussed ways of mirroring body language, mind control, manipulation, and ways of detecting lying and deception. As such, you should find this book an easy and informative guide to reading body language.

**Manipulation and Dark Psychology:
A COMPLETE GUIDE TO EXCEL IN
THE ART OF PERSUASION,
IMPROVING YOUR SOCIAL SKILLS
FOR LEADERSHIP, INFLUENCING
PEOPLE AND INCREASING OUR
EMOTIONAL INTELLIGENCE.**



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Introduction

One of the most powerful tools used in today's world are stark psychology. Almost all the powerful influencers the world has ever seen, use it. If you are unaware of it, you stand the risk of it being used against you. So, it is time to rectify this problem quickly. In this book, you were given all the information you require about the various principles of dark psychology. Every chapter explains in detail a specific aspect of dark psychology and how you can use it.

Carefully go through all the information given in this book to get a better understanding of what manipulation is and how you can prevent others from manipulating you. Only when you can prevent yourself from being shaped and influenced by others, will you be able to change other people. Once you unlock the secrets to be a master manipulator, you will become unstoppable. Once you lift the veil on the world of dark psychology, you cannot go back. You will have a thorough understanding of fundamental human nature. However, with high power certainly comes great responsibility, so use this newfound power cautiously.

If you have never been creative in your life and you were suddenly told that it was possible to be creative, you would probably dismiss this thought because your mind is programmed to believe that you are not creative. Tap into the subconscious and learn how much creativity lurks within that place you underestimate. It's amazing where this journey will take you.

Grab a notebook and a pen and set aside quality time each day to do this for yourself. You can work NLP technique into any schedule and see positive results pretty fast. Each step is easy to understand and do. Before you know it, you can have the problem isolated and put a plan of action in place that creates the lasting change you desire.

There are many types of behavior modification therapy available. They all work to some degree, but it is the time and expense involved that can be frustrating. Most traditional behavior modification therapies include time-intensive programs that cost you and your insurance company a lot of money over time. NLP works the same way, but it brings you to the results faster without the expense.

If you have some behaviors that you would like to change or want to enjoy a more stable emotional wellbeing NLP offers you all of the benefits of intense therapy without the hassle and high cost. You now have all of the tools at your access to get started right away. Make this the day that you finally took control of your life and got the edge!

Use empathy and learn how empathy works to communicate with others by suggestion rather than by giving definite answers that cut other people's hopes and dreams down in size. There is no need to belittle. In fact, you grow richer from learning to use empathy because you become a better person for it and are able to make friendships that benefit everyone involved.

Learn not to limit yourself by believing in things that are limiting in themselves. An example recently read was where a person believed that birds all have feathers. It's something that limits the believer, since by that premise penguins would be excluded. What NLP does is help you to see a much bigger

picture that doesn't limit what you see and that's when your life begins to take on a whole new meaning.

Different Types of Dark Psychology And Manipulation Tactics

The most commonly used tactics of dark Psychology seen and used are hypnosis, brainwashing, manipulation, seduction, and deception, which all might be referred to the layperson as “mind control.” Since humans have been able to communicate, the idea of mind control has been tempting and its secrets have attracted scientists and religious zealots alike. Movies, books, songs, and folktales all perpetuate the allure of being able to control another human being’s actions and thoughts with only the power of thoughts and words.

Mind control is also at the root of many horror novels and conspiracy theories. It’s a dream and a nightmare, both.

Carl Jung and the “Shadow”

Carl Jung was a famous Swiss psychiatrist and psychoanalyst who was a contemporary of Sigmund Freud. Both practiced during the late 1800s and early 1900s when the world was just really beginning to understand what the human brain was capable of.

Besides creating the concept of analytical psychology, Jung also discovered and put a name to some of our best-known psychological terms including the collective unconscious and the extravert/introvert spectrum.

Jung is hands down one of the most influential psychoanalysts of the past two centuries and his idea of the “shadow,” also known as the “id” or “shadow aspect/archetype” the part of our consciousness which is the exact opposite of our “ego” or conscious self. This is the side of our brains that many people left unknown, unexplored and untouched.

Over time, Jung’s “shadow” or the “id” has earned many nicknames from among different groups including “alter ego” or “repressed self” or even “the dark side.”

This “shadow” is the same wellspring of energy that powers dark psychology. If someone’s shadow is strong, according to Jung, it may make itself visible in dreams as “a person of the same sex as that of the dreamer.”

Jung believed that the power of the shadow could be released once an individual had an “encounter” with it, in a process referred to as “individuation.” But that process is dangerous because once begun, it’s very hard to reverse. The more you interact with your shadow, your inner darkness, the more darkness becomes part of your ego and your visible consciousness.

Making the Shadow Conscious

Humans are the end result of evolution and with evolution came out shadow. Humans contain multitudes. Within our brains we have deep, ancient drives for sexual intercourse, self-defense, and

even cruelty. We try to keep these hidden and locked up in the present day because as society has evolved, more pressure has been placed on the individual to keep their “animal side” under control.

Other parts of the shadow, which may be harnessed for dark psychological purposes, are actually because of the way we were raised. It’s the old “nature versus nurture” argument. Many individuals can remember the time they spoke out in class and were punished by a teacher, or when they did the opposite of their parent’s bidding and received a spanking or was grounded.

Many authority figures act this way in response to “unruly” behavior in children because it scares them and makes them feel anxious. Their gut response is to punish, and then criticize, to make sure that they personally never have to deal with feeling uncomfortable again. Of course, in children, the most common defense mechanism to an adult response like this is repression. Repressed children build mental fences, learn how to compartmentalize and not display their true emotion. The more repressed an individual is, the more time and energy their unconscious shadow has to develop.

Think of the mind’s shadow as a diamond. The more heat and pressure it receives, and the further and longer it stays underground, the bigger and more brilliant it becomes.

The more repressed the individual, the more likely the shadow is to stay unconscious. That shadow can develop into a proclivity for the use of dark psychology. Some individuals feel magnetism towards the techniques and advantages of dark psychology, those that give them power over other human beings, without being able to explain why. Those with repressed childhood cannot simply forget. They’ve actually developed a shadow that’s capable of thought, desire, and decision making independently of the rest of their conscious.

Simply put, the shadow or the idea can take control. Our ego simply rolls over like a trained dog and lets the id do the talking and the acting. The shadow takes over the individual’s emotions and decision-making. So, when that individual turns to dark Psychology to manipulate others in their life, little do they realize that they are actually being controlled themselves, by their own shadow.

Not all of those that practice dark psychology are recipients of childhood trauma or have a powerful shadow – though many of them do. And not all victims of childhood trauma become users of dark psychology. Some develop serious mental disorders, alcoholism or drug habits or even develop social anxiety.

If you recognize some of these “shadow-possessed” traits in yourself, it’s not time to worry yet. There are ways to avoid this. First, you must accept both your conscious and your subconscious. Our shadow qualities may be unsavory and hard to deal with – they might even be embarrassing or hard to cope with. But every individual has a part of themselves they struggle to accept.

Regardless of what dark secrets lie in your subconscious, it’s time to welcome them as part of your whole self. Give them a big hug and a space in your life. These shadow qualities are part of your human experience and pretending they don’t exist will simply give them more control over you. In the end, you need your shadow qualities to feel like they are an important part of your being. It may

sound intimidating, but the first step of understanding dark Psychology and how it is used is to become one with your shadow.

Embrace both the light and dark parts of yourself. There are parts of your psyche that are both good and evil. Make them one. Invite your shadow into your consciousness.

Who Uses Dark Psychology?

Anyone out there who understands the human mind and its shadow can use dark psychology, but there are personality traits out there that make it more likely for an individual to use dark Psychology for a malevolent goal. These individuals have little regard for the feeling of well-being of others and are hyper-rational. By rational, this means that their own self-interest and success come before everyone and anything else.

These people tend to use covert emotional manipulation, or CEM, to achieve their ends. Mind games, brainwashing, gaslighting and hypnotism are some of their favorites.

These may or may not be the same individuals who use dark seduction to get what they want, including sex. Dark seducers, in particular, are interested in reeling in their victims using sex and sexuality – and they're probably the most skilled at not letting their true intentions become revealed. Dark seducers tend to use proven psychological techniques like mimicry, nonverbal body language and neurolinguistic programming (NLP) to get what they want.

Dark Psychology also appears in cults, both religious and non-religious. Mass marketing and media, national sports leagues and even governments put it to use, maybe even inadvertently. This is possible. Some individuals and groups are so skilled at manipulation and getting what they want, that they've already dipped their toe into dark psychology. But this is not common.

Internet Trolls

Although dark psychology has been around for centuries, the invention of the internet and its proliferation throughout the world has opened up a new realm of possibility for its usage. It turns out that some individuals, who might not have had the ability to use dark psychology in person, due to social awkwardness or some other reason, can use the internet to target and manipulate their victims just the same. In the realm of the internet, we usually just call these individuals "trolls."

There are the annoying internet trolls that just seem to get pleasure out of leaving miserable and idiotic comments on YouTube videos and news articles online. But then there are the trolls that use dating websites, chat forums and other means of online communication to get closer to their victim.

Internet trolls possess massive amounts of patience (like many users of dark Psychology out there) and will lure in people through the art of conversation. It's a combination of CEM, seduction, and NLP that requires a way with words, and once more, a disregard for others' feelings besides their own.

Dark Psychology through the internet is possible in part because of how much information is available to be culled about an intended victim. Social media provides a fertile ground to start. But some internet trolls won't stop there and are actually skilled computer programmers. They'll have no qualms about using their hacking prowess to dig up a victim's background and use it for nefarious purposes in the future.

Internet trolls can also take other forms and names, like cyberstalks, cyber bullies and online sexual predators. They can be narcissists, Machiavellians, psychopaths, seducers, blackmailers, cult leaders, and emotional manipulators. Their purposes can range from self-aggrandizement to drawing you into a cult. Essentially, most of the dark Psychology can now take place on the internet, which is something to remember as you innocently browse through Facebook or Twitter, Reddit, or your online dating account.

Users of dark Psychology are also likely to have an inferiority complex. Though not all of them do, it is a common trait correlated especially with individuals that use techniques of dark seduction, emotional manipulation, and brainwashing. The inferiority complex usually manifests itself during childhood, when the individual might have undergone some sort of trauma. Possible examples include having been physically smaller than school mates or possessing social awkwardness. The manipulator could have also had a childhood where they felt as if they weren't intelligent enough or "perfect" enough. Often times this is coupled with childhood emotional and physical abuse, either at the hands of a relative or close family friend.

As a result, the child grows up to be an adult that never wants to feel like that again. That child wants to be a big grown up, invincible, incapable of being hurt and completely capable of inflicting their will on others, whatever it may be. Studies of dark Psychology users also show that they have a proclivity towards perfection. Though many average humans are intellectually aware that true perfection is unattainable and a fantasy, users of dark psychology tend to believe that manipulation will help them at least rise above their peers and get them closer to perfection than if they were to never use dark psychology.

Moving Forward

So essentially, anyone can use dark Psychology if they want to. Even you, reader, can become a user of dark psychology, given the information and tools within this book. Think about why you picked this book to read. Chances are that there are others like you who are reading for the same reason. Keep that in mind.

Getting the hang of understanding dark Psychology can be a bit hard at times. Like all of the inventions of humankind, like space travel, harnessing electricity and the wheel it came from a long and lengthy process of trial and error. That's essentially what dark Psychology. It takes practice to understand, wield, and resist. But that's no reason to get discouraged. Just by picking this book to read, you've shown that you're ready to learn. That's the first step.

Dark Psychology can feel magical and it can be intoxicating, as any kind of power is. Just like how some of the world's richest people get drunk on power and abuse it, users of dark Psychology can become enamored with the power that is eventually revealed to them. This is a warning to keep yourself in check if you prepare to mimic any of the techniques in this book.

A good way to stay balanced while practicing dark Psychology is keeping a log. This can be handwritten or on your computer, but make sure that it's private, so you feel comfortable writing whatever thoughts and feelings come to your mind. Record that day's feelings, what techniques you tried, and the results. Keep looking back on this to see how you've progressed. The "feelings" part is especially essential for maintaining your consciousness and making sure you don't lose yourself. Reread your entries every time you write a new one. It's important to keep reminding yourself who you are because of dark Psychology is a deep, powerful force that can sweep you away like a riptide.

Back to the Shadow

It's one of the keystones of dark psychology. After you've finished this book and if you're interested in further reading, pick up Jung's "Psychology of the Unconscious," published in 1912, "The Archetypes and the Collective Unconscious," published in 1934, or "Psychology and Alchemy," published in 1944.

It's hard to say if Carl Jung were around today if he would approve of how dark psychology has progressed. But he would surely be impressed.

So, the shadow is just part of who we are as human beings. Well, most people are not willing to accept that, and in fact, will do anything to block out this part of their psyche. Most people don't want to acknowledge that they have "bad parts" of their personality or brain, and they would like to keep it concealed. Societal pressure tells us to do this.

The best method of keeping our shadow locked up, never to see the light of day? The individual becomes malicious anyway – criticizing and judging and rebuking other people that don't live up to our "ideal" version of a virtuous human being. Despite the fact that locking up the shadow is a form of self-loathing; many people paradoxically live as if their moral standards and way of living were superior to anyone else's.

Which would you rather be? The person who lies to themselves about the reality of human consciousness, or the person who takes the good with the bad, and the dark with the light?

Secret Powers

No, embracing your shadow and diving into dark Psychology isn't going to give you the power of invisibility or flight or super strength. But there are a lot of benefits to embracing the darker parts of our consciousness. The shadow possesses some of our deepest creative powers.

Once you break free from society's expectations about how you "should behave" your repressed abilities can come to the fore. Think of a punished individual with a strong shadow as a plant. That

plant needs water and sunshine. It will shrivel and die if locked up in a closet for too long.

The best example of repressed shadows and emerging dark Psychology users are individuals who question authority and are “against the man.” They dress differently, think differently, vote differently, speak differently. They’re just, well, different.

While some might think of this anti-social, self-reliant behavior as problematic or dangerous or defiant of authority, this “lone wolf” syndrome is a way to identify dark Psychology users. They’ll develop eventually, but unfortunately, societal pressure to behave often traps young and gifted individuals into its the web of expectation. Their intellectual growth is stunted and trapped. When finally released, as a person with a strong shadow and proclivity toward dark Psychology always will be, the individual that was stunted and threatened becomes a threat to those around them.

If only we learned how to accept and encourage our children for who they are, instead of diagnosing them with problematic psychological conditions and then dismissing them. The potential that has been wasted has been enormous. But that stops here, and with you, dear reader.

If you have the opportunity to either have a child or mentor a child who seems to be struggling to integrate their shadow, encourage them. There’s no place in this world for shame or belittlement, especially from adults to children. It may seem a bit odd and unnatural at first, but you’re doing the world a favor by letting this young individual explore who they are naturally. Don’t let their mind become a waste.

You, dear reader, are lucky. You have a second chance. It’s likely that when you were a child you had tendencies towards dark psychology and embracing your shadow, and maybe it scared your parents or your teachers a bit. They punished you and tried to put you in a box. Not anymore.

There isn’t one specific way to welcome the shadow back into our lives and consciousness: The methods vary from person to person. The best tip is to become comfortable with feeling uncomfortable. Think of what you have to gain: solidarity with your own mind, a sense of self, and true power if wielded and practiced correctly. There’s no reason to not welcome the darker parts of your psyche into your life. If you do, a whole new world of understanding human interaction is open to you.

Dark Psychology Traits

Presuppositions are basic assumptions—prerequisites. They are in NLP. And by the way, the basic presuppositions of NLP also work in dark psychology. However, there are several prerequisites that are important precisely in speech exposure. I propose to talk about them now. Fortunately, no one has done this before us. I hope that being aware of the basic presuppositions of dark psychology, you better understand the techniques of speech exposure and NLP themselves.

Here is a list of presuppositions of dark psychology and manipulation:

- Behavior is determined by the subjective reality.
- Trance is a natural and habitual state.
- Most of the behavior is unconscious.
- Incomprehensible attracts attention.
- Incomplete action seeks completion.
- The unconscious understands only the language of images.

Behavior Is Determined by Subjective Reality

- Do I really have the ability to do magic?

“Do you know what magic is?”

- The art of changing the world with words.

“Right. And why can words change the world?”

- I do not know. This is a secret, probably? Needing special words?

“Special—” the fact is, my boy, that the world is just an idea of people about it.

Each of us lives in two realities: objective and subjective. The objective is the reality of physical objects. It is measurable, continuous (without holes), and each of its objects has a past and a future (nothing appears from nowhere; nothing disappears anywhere). According to objective reality, it is convenient to coordinate behavior, as for two different people, it is one.

With subjective reality, it is more fun. Everyone has their own—although, of course, there are intersections. In subjective reality, there is that which is not in objective because it is created by words. Harry Potter, corporate culture, respect, karma, sin, goal-setting, neuro-linguistic programming—all this is not in objective reality. However, they feel quite comfortable in the subjective, despite their apparent non-physicality.

Moreover, the very concepts of objective and subjective realities are by no means objective—they exist only in my (well, yours now) subjective reality. However, objectively, there is no subjective reality. On the other hand, there are obviously objective external differences between the Chinese, Koreans, Vietnamese, and Japanese—but I wouldn’t try to determine so on the spot. Subjectively for

me, there is no external difference between them—not an obvious one, at least. It is similar, however, that it is not obvious to them that my face is very Icelandic and not American or Canadian—yes, and for you, most likely.

Now, let's proceed with the most important thing. What reality depends on what a person will do? It seems paradoxical, but human behavior is determined not by objective but by subjective reality—and objective only in that part in which it intersects with the subjective.

If you do not notice the cold, you will not be wrapped up. If you are not aware of the financial crisis, you will not panic and will not withdraw your money from the account. If you do not agree to take colored papers as money, you will not do anything for them.

On the other hand, if you believe that you will be paid for the scrap metal by weight of gold, you will run around and collect pieces of iron throughout the city—even if it turns out to be a joke. If you think that indoor plants harmonize the flow of vital energy, you will look after them, and the energy will be harmonized—whatever it means.

If you see only two alternatives, you choose only between them. Obey or quit, for example. If you see the third, you will choose between the three. Objectively, in the next room, there may be a bomb that will explode in 30 seconds—but if you did not believe me, you continue to sit here and read these lines. Objectively, a glass of water in the morning may prolong life for 35 years—but those who do not believe in this do not check.

Behavior is determined by the subjective reality. If you understand brands and models of cars, you see that cars are different—if not, the same. Subjective reality is drawn in words. Actually, that's why dark psychology is generally possible. You can talk to a person so that he is himself! Voluntarily, we will do what we need. Marrying, obeying, working for free, fidelity to store, help, buy, give discounts, recommend us to friends—all this (and everything else) is determined by subjective reality, which we can influence with the help of words—if we do it skillfully.

Trance Is a Natural and Habitual State

There is nothing unusual in a trance. Trance is a state when a person thinks one thing and does another—distracted, just put. The opposite state of trance is awareness when conscious attention is focused on actual actions and events. On the other hand, fixing attention on a specific object, we unwittingly get distracted from everything else. Therefore, trance is also a state where our attention is focused on one thing.

As you can see, most states fit the definition of trance. Every time we focus not on the actual task but on our thoughts, we are in it. Whether in memories, in fantasies, in reasoning, or in experiences, we are in a trance. Every time we focus only on an urgent task, we are also in it: when we watch TV, read, eat, or work.

They say that in trance states, the brain works differently. Some areas are activated, while others are muffled. The illogical right hemisphere comes to the fore—logic falls asleep. They say that in these

minutes, the doors to the unconscious open, and the possibility of change appears.

How do you determine that you are in a trance? In order to do this, focus on the internal signs of trance:

- Narrowing of the focus of attention
- Missing part of external information (fragmented perception)
- Change in perceived body temperature
- Relaxation
- Inability to control their own actions
- Unwillingness to move
- Distortion of perception of time
- A stopped look
- Loss of focus
- Rich internal images

In a word, this is everything that we often call the word “thoughtful” (and also “lost his head,” which is even more interesting for our purposes). It is useful to track these symptoms in your own home to use the magical power of self-hypnosis—or to return to awareness. It is useful for the interlocutor to inspire them so that the trance deepens.

From the point of view of manipulation, trance is very convenient in terms of impact. If a person is immersed in emotions, he has no time to test our logic. Thinking of something of his own, he lets holes in the argument. Re-experiencing the events of the past, he may not hear some of our suggestions. Consciously, the unconscious will still hear and will accept for execution.

It is clear that trance is one of the natural states of man—and some even claim that trance is necessary for survival. In particular, it is short-term trances that allow us to restructure our internal experience in order to adapt to an ever-changing reality. That is why when people are faced with troubles or surprises, they are temporarily immersed in a trance. Thanks to trance, we find comfort—and each return from a trance is a meeting with a more pleasant state than before—unless, of course, the opposite was suggested.

Surely you noticed behind yourself that every one and a half to two hours, for some time, it becomes more difficult for you to focus on work, and there is a desire to plunge into yourself. This is a natural trance. If you do not resist this urge, after ten to twenty minutes, your batteries will recharge, and your working capacity will be restored. New ideas will come, inspiration will appear, and a “second wind” will open—you have rested.

A person is very often in a trance. Every time the “outside” is too boring, he plunges into his thoughts—and this is a trance. Every time “outside” becomes scary and / or uncomfortable, many of

us “hide” in a trance just like ostriches. Every flash of emotion is a trance—a condition in which practically nothing depends on consciousness—it is in touch. Dreams, reading, TV, computer, a long trip, and routine activities are everyday sources of natural trance states.

Every day, trance interlocutors need to be noticed and used, as it is precisely at these moments that they are open to your suggestions. How do you notice this? A trance has characteristic external signs, and if you are careful enough, you will notice that people in a calm trance experience the following:

- Vision is defocused
- Eyes are stopped
- Pupils are dilated
- Muscles are motionless
- Breathing is changed
- Blinking is slowed down
- Jaw droops
- Body is relaxed

In a word, they look like falling asleep. However, the exact opposite of these external signs is also suitable for us. It is characteristic of vivid emotions, and it is difficult not to notice them. It is also important to understand that not all people show all the signs of trance at once. Therefore, it is more important to see the desired trend in order to strengthen it using appropriate techniques.

What then? The simplest thing we can do, having noticed that the interlocutor has plunged into himself for a while, is to forward a suggestion—that he could “reject” or dispute if he would follow our words more closely. We take the conversation to more solid ground, and as soon as the interlocutor was distracted—the next “forwarding.”

Forwarding can be a command for the future, the necessary interpretation of the fact, not very well-founded judgment, the desired information—and all this, with the same intonation, with the same facial expression, under the motto, “Nothing happens.” We do not need the interlocutor to pay attention to our forwarding. On the contrary, we want him never to remember that he heard from us like that—and the more we forward in the right direction, the better the final effect.

Most Behavior Is Unconscious

It is easy to make sure that any action that we do is quite elegant and is controlled not by consciousness but by the unconscious. In order to do this, just come to any sports section and try a new movement. Reception, dance step, acrobatic element—out of inexperience, you will do it consciously, which means that it’s rather clumsy.

Awareness of habitual movements is a fairly serious meditative practice. To breathe consciously, to consciously walk, to consciously raise one’s hand, to speak consciously—all this is a big job. And of

course, we do not tear like this in our daily lives. Here's another!

Moreover, we push off on the autopilot and more or less regularly recurring sequences of actions. Traveling from home to work and back is unconscious. The absorption of food is often unconscious. Cleaning the bed is automatic. Essentially, these are routine work operations.

A platoon of marines came to the cinema to watch a Hollywood action movie.

At the climax, the heroine kills her lover with a pistol and asks in a tragic voice:

“Well, what am I to do now?!”

Commander's voice from the audience:

- Inspect the weapons and move beyond the firing line!

This is very convenient because by pushing a large part of the usual routine onto the autopilot, we release consciousness for more important (from his point of view) tasks. Hence, while arms and legs control the machine, eyes control the surrounding area, and ears listen to the radio—an experienced driver can additionally think about plans for the day and maintain a conversation with passengers. It seems like conscious action, although the selection of words, intonations, and facial expressions still have to give up to the autopilot.

We program our unconscious, and it already carries out the tasks assigned to it, thus controlling our body, emotions, and thoughts. This, however, is a rather optimistic statement because firstly, not everyone knows how to program their autopilot efficiently, and secondly, it is not just us who sets the programs—even so: basically, not us.

Whoever wanted something that was well-advertised by television or friends? And whoever discovered that he could not cope with an unconscious impulse to do what the consciousness would not want to do—or, on the contrary, not be able to force yourself to do something? The unconscious rules.

Why is this useful in dark psychology? Even if a person is consciously against it, it is enough for you to agree with his unconscious, and the thing will be done at that moment when consciousness is distracted—and, by the way, a person may not even notice or remember that he fulfilled your suggestion. Well, nice! The main thing for us is to get the result.

Incomprehensible Attracts Attention

The unknown is painful for people. Frankly, it scares them! And everything that scares automatically attracts attention. An unfamiliar word—what is it? Unusual action—why is it? Strange behavior—why is this? Violation of the familiar sequence—why would it? We need to deal with all this and find an explanation for everything. While there is no explanation, a person is dominated by a state of discomfort—of uncertainty. Everything is clear—a relief—and you can live on.

You could not use this property of the human psyche, as fixing attention is a trance, and distracting attention from your suggestions is also good. Therefore, if you manage to confront a person with the

unknown (to confuse him), a trance is guaranteed. All this can be done in a very ordinary conversation! It would be a desire.

The classic method of creating confusion is breaking expectations. The fact is that people's behavior is saturated with rituals, patterns, and stereotypes. Everything is subject to public and unwritten rules, and people implicitly expect others to fulfill them: rules of etiquette, traffic laws, subordination, corporate culture.

We do certain actions and expect to receive the given reactions in response. Holding out his hand, we are waiting for a handshake. Asking a question, we expect to get an answer. Giving a gift, we look forward to gratitude. We expect all interlocutors to be related to the topic under discussion. We expect that before the conversation, there will be a greeting, and after, a farewell—expectations, expectations, expectations.

Violation of any of the stereotypes causes confusion. And if at the same time, the intruder behaves as if everything is in order (i.e., he can neither be accused of insanity nor be suspected of joking), the confusion intensifies. Attention is reliably fixed on the search for an explanation of what is happening—and if at this time, the suggestion is forwarded, it passes conscious control unnoticed. The man will not even remember this—especially if then you still give an explanation that will suit him, and his inner watchman will calm down.

For example, husband and wife are sitting in the evening, watching a horror movie. Suddenly, a monster appears on the screen.

Wife: "Oh, mommy!"

Husband: "Yes, it seems."

Man seeks to understand. Therefore, he will look for a match for your words in his experience and beliefs, remember what you refer to, fit in your head all your complex sentences with numerous conjunctions and inserts, and clarify terms and concepts unfamiliar to him—provided, of course, that in principle, he is interested in delving into your words. However, having gained the desired clarity, a person calms down and stops thinking.

Therefore, if we, on the contrary, do not want to draw too much attention to our words, we try to make our speech as predictable as possible. Intonation transitions are smooth—no jumps in volume and speed! The general intonation pattern of speech is calm—all is well, and nothing is happening. Some monotony, in combination with the wave-like voice, lulls very well.

Something similar can be said about content. If you do not want to attract too much attention, speak just and clearly—like with a child. It is believed that the unconscious intellect is at the level of a 5- to 7-year-old child. Hence, say it clear—no complicated words, no complicated designs—everything is simple, all clear, in pictures, in metaphors, in the images, in black and white, with no mid-tones, literally. When you talk to people like that, they calm down.

Once again. Incomprehensible attracts attention. If you want to attract and hold attention, speak/do what raises questions. Do you want a person to be distracted? Perform just the opposite, and let your behavior be as predictable as possible. If you want to be given the opportunity to talk for a long time, use unfamiliar words—and in response to a request to clarify, do explain. While you explain, all the trump cards in your hands—because you are talking, and he is listening.

Incomplete Action Seeks Completion

If a person started something, he definitely wants it.

Unfinished business causes a feeling.

Partly, it's because the brain remembers every unfinished.

Have you felt it?

Here is another example. What do you think is shown in this image?

It's a triangle and a circle, isn't it? That's not true. This is a broken line and an arc. Take a closer look: they are incomplete. However, the brain wants to complete them. One would like to say: an incomplete triangle, an incomplete circle—almost a triangle, almost a circle. I want completeness!

This is a fundamental property of the human psyche—and with your permission, I will complete the proposals that have been started. If a person started something, he definitely wants to complete it, as unfinished business causes a feeling of discomfort—the brain constantly draws on the ending, tells what just needs to be done. This is partly due to the fact that the brain remembers every unfinished business, which means it spends part of the actual attention on it.

In particular, psychologists found out that the conditions of the begun but unsolved problems are remembered by students for a long time. Similarly, the waiter remembers the orders on those tables where they have not yet paid. Everyone who went to the store for shopping, keeping in mind that he needed to buy, remembers that having paid, he easily forgot his list.

How is it used in manipulation and dark psychology? It's very simple. If you started to tell a story but did not finish, it now takes a part of your conscious attention. When you finish it, the part of the conversation that has wedged between the beginning and the end of the story will be forgotten. For fidelity, however, you can invest up to a dozen stories in one another. Many techniques for structuring amnesia are built on this.

If you raised a topic but did not discuss it fully, a person will think about it himself when you are not around. If you prompted a person to start doing something but did not let him finish, he will continue as soon as possible. The funny thing is that oftentimes, a simple story about action is enough for a person to want to do it himself later. However, it is better if it is not completed in the story—or it will end not as the listener would like. Promises without fulfillment also motivate: first to promise, and then postpone for various good reasons—and desire is growing! Incomplete action seeks completion!

On the other hand, it is important to make sure that a person does not begin to resist you—because if he started, he would want to continue. It's better to lose quickly: "No, no, no. I'll do it myself—or I'll offer others." However, these are already extreme measures. It is better not to give cause for resistance at all, acting gently and imperceptibly, in the spirit of subtle manipulation.

Psychological Manipulation Techniques

Psychological manipulation is defined as a form of social influence which seeks to alter the behavior and the perceptions of others, by the use of tactics that are indirect, deceptive, and underhanded. In other words, it's about using certain tricks to get people to act in a certain way or to think certain things, usually to the advantage of whoever is perpetrating the manipulation.

This way, the interests of the manipulator are advanced, usually at the expense of the other person in that equation. Psychological manipulation employs methods that are both devious and exploitative, and they are often used by people who have one or more of the dark personality traits that we discussed in the previously.

Now, from the very start, we need to make sure you understand that not all psychological manipulation and social influence is negative. It's possible to manipulate someone for their own good. For instance, parents may manipulate their children into eating vegetables. In as much as that is manipulation, it ends up benefiting the child because his or her health is improved. Similarly, friends, family members, and healthcare professionals may try to influence you using certain manipulation technique with the aim of getting you to make the right choices in certain situations.

Social influence is a normal and important part of social discourse. In healthy social influence, there is no aspect of coercion. In other words, when a well-meaning person tries to influence you, and you resist that influence, they are not going to strong-arm you into doing what they want. However, in unhealthy psychological manipulation, the manipulator often resorts to coercive techniques if they sense that you are resistant to the softer techniques that they have been trying to use on you.

When malicious people deploy psychological manipulation techniques against you, they usually try to conceal the aggressive nature of their intentions, so you have to understand that most of their techniques are designed to be subtle. Most of them will also take some time to get to know you and understand your psychological vulnerabilities before they can decide which manipulation techniques will work on you. This means that just because you have known someone for a while, and you haven't seen them try to harm you in any way, it doesn't guarantee the fact that their intentions are pure, which means that you shouldn't start disregarding your instincts about them. The best manipulators are those who reveal their intentions long after you have decided to trust them.

Remember that manipulators generally have a tendency toward ruthlessness, so even if they are treating you well at the beginning of your association with them, pay close attention to the way they act towards others. If you see them using manipulation techniques against other people, you should know that it's just a matter of time before they get around to using the same techniques against you.

In this chapter, we discuss the most common psychological manipulation techniques that are used by people who mean to harm you or to take advantage of you. It's important to understand these techniques and how they work so that you can be able to spot them when they are being used against you or someone close to you, and so that you can know how to defend against them.

Gaslighting

Gaslighting is one of the most lethal psychological manipulation techniques out there. It's where a manipulator tries to get their target to start questioning their own reality. It involves getting someone to doubt their own memories and perceptions, and instead, to start believing what the manipulator wants them to believe.

The manipulator will sow seeds of doubt in the person so that they start thinking that either they remember things wrong, or they are losing their sanity. Gaslighting involves the persistent denial of things that obvious facts. It also involves a lot of misdirection, contradictions, and blatant lying. When a person is subjected to gaslighting for a long time, they start to become unstable, and they start feeling as though their own beliefs are illegitimate.

One common example of gaslighting is where an abuser convinces the victim that the abusive incident she recalls did not even occur. This phenomenon is more common than you might imagine, and it happens in all sorts of relationships. An abusive spouse might deny ever abusing you when confronted later, by either blatantly denying that they abuse occurred, or claiming that it didn't happen as you remember and that your version of the events is greatly exaggerated.

A manipulative boss or colleague might prey on a subordinate and later deny that it happened that way. Someone who groped you might later claim that they "accidentally brushed against you," and they may insist on it so much, to the point that you start thinking that maybe you were mistaken.

You may wonder; "How does it even work? I mean, I have a firm grasp of my own reality, and I doubt someone could be able to convince me that my perceptions are wrong!"

It's easy to assume that gaslighting won't work on you because you are smart or because you are strong-willed, but the truth is that when a manipulator is good at what he is doing, you might not even see it coming. The way it works is that it often starts with small lies on the manipulator's part and small concessions on your part.

Say, for example, your boyfriend shows up a few minutes late to an appointment when you had agreed to meet at a specific time, and he insists that he is on time and that it's you who came in a bit earlier and is mistaken about the timing that you agreed upon. At that moment, you might think, "Well, a 10-minute difference isn't such a big deal, and maybe we just got our lines crossed". You could dismiss this small discrepancy because it seems inconsequently, but that will just be the beginning. The next time, the lie will get a little bigger, and you will feel obligated to excuse it as well, because you already let something else slide, so it would seem inconsistent if you made a big fuss at this point.

After that initial seed is sown, the lies will start to escalate, and you will continue making concessions and agreeing with things that you know are lies, until one day, you realize that you are so far gone. You might not even notice when the small lies graduate into bigger lies. In every step of the

way, you will be letting go of your reality and accepting the other person's version of things, and you will find yourself trusting their judgment over your own.

In a nutshell, gaslighting involves desensitizing you to your own reality, until the truth becomes what the other person says it is.

Gaslighting is more likely to work in situations where there is a power dynamic between two people, or between a person and a group of people. In a relationship where the victim is financially or emotionally dependent on the manipulator, the victim may accept to let go of her reality because it's more comfortable to do so than to stand up to the manipulator, only to end up losing the relationship. In the workplace, a subordinate may go along with the boss's lies because he is afraid of losing his job. In a situation where a leader gaslights his followers, it often works because deep within, the followers want to believe whatever lies the leader is telling them.

There are several techniques that gaslighters use to get a stranglehold on their victims. One such technique is withholding. This is where the manipulator refuses to listen to what the victim says or pretends not to understand what they are saying. You might bring up something important, but the response you get is, "I don't even remember this thing you keep talking about."

Another gaslighting technique is called countering. This is where the manipulator questions the victim's memory of the events in questions. They say things like "Were you even sober? Because that is not how that happened." The manipulator would then go on to offer an entirely different version of the story, where he casts himself as the hero or even the "real victim."

Gaslighters also use blocking and diverting as a manipulation technique. This is where they change the story or question the way the victim is thinking in order to avoid addressing whatever issue the victim is raising.

Trivializing is also a common gaslighting technique. This is where the manipulator makes the victim feel that her feelings or needs aren't that important, or that she is just being unnecessarily dramatic. Manipulators in such cases may say things like "don't blow things out of proportion."

You may be able to tell if someone is gaslighting you if you find that you are frequently second-guessing yourself, or that your convictions fade away when you interact with a certain person. If a person makes you ruminate about certain character flaws, they are most likely gaslighting you. Someone who tells you that you are too emotional might really be trying to get you to stop trusting your emotions. If you feel confused about the nature of your relationship, or you feel like the person is driving you crazy, or that you are losing control when you are with them, they might be gaslighting you.

If you walk into a room with the intention of discussing something specific, but a few moments later, you find yourself arguing with your partner about a whole other topic, it means that the person is deliberately frustrating your genuine efforts to communicate, and it could be a sign of gaslighting.

If you feel fuzzy about your own beliefs, thoughts, and feelings whenever you are with someone that is a clear red flag. When you are being gaslighted, you might also find that you are constantly apologizing for “being mistaken” or that you are frequently making excuses to yourself and to others for your partner’s behavior.

Projection

Projection is a psychological manipulation technique where someone transfers their emotions and mistakes onto you. Projection is a defense mechanism that almost everyone uses to some extent. We all have a natural tendency to project our negative emotions and undesirable feelings onto the people around us, and this often happens when we feel like we have been put on the spot. However, in as much as we all do it, narcissists and people with other dark personality traits tend to do it excessively and to absurd extents.

Toxic people find it very difficult to admit even to themselves that the nasty things around them could be a result of their own doing, and they always find people to blame for every little thing that happens. Such people often go out of their way to avoid taking responsibility for their own actions. As a result, they may assign their negative behavior and traits to you. For example, if you have a boss who is always late to work, you might be surprised to find him accusing you of tardiness even if you are consistently punctual. A kleptomaniac is more likely to accuse you of stealing his/her personal items.

In relationships, a manipulator who cheats on you is more likely to accuse you of cheating in him/her or to act in a way that suggests that he/she suspects you of cheating. When a person is cheating on you, he may choose to spy on you by checking your messages, phone calls, and emails, and he is more likely to barrage you with questions every time you are a few minutes late. Now, a good partner may get a little suspicious or insecure if you suddenly become more secretive or absent, but if your partner starts treating you with suspicion even if you are acting completely normal, chances are they are the ones who are cheating, and they are just projecting it onto you.

Manipulators tend to project partly because they want to destruct you and to keep you on the defensive, and this gives them more control over your life. When they accuse you of certain things, and you feel like you owe them an explanation, it allows them to dominate you; in other words, it becomes as though they are the “boss or you” and you now have to answer to them. As you frantically try to defend yourself from the accusations that they have made against you, they get to do whatever they want, and you never get the time to call them out on their mistakes. They are also counting on the fact that it would feel weird and childish if you accused them of the exact thing, they have already accused you of, so it takes away the possibility that you might confront them based on suspicions that you might have.

As we have mentioned, projection is something that everyone does, and that can complicate things for you if a manipulative person projects onto you. When someone projects negative emotions onto you, you might have a natural inclination to project your sense of empathy and compassion back onto

them. This explains why projection works so well as a manipulation technique. Even when someone is accusing you of doing something bad, you will still feel compassion for them, and you will go out of your way to reassure them that they are mistaken; but when you do this, they win, albeit with your help. When you feel like someone is projecting onto you, the best thing you can do is leave your own emotions out of the equation and try to respond as rationally as possible.

Isolation

We all have social support systems that help us cope with difficult situations and keep us from making decisions that are bad for us. We have friends and family members who take notice when our behavior changes, or when we start hanging out with "bad people," and they always watch our backs. Manipulators understand this, and one of the first things that they'll do when trying to gain control over your life is to isolate you.

Isolation facilitates abuse because it takes away any recourse that you might have when someone starts getting abusive. It closes a victim's avenues of escape, and it increases their sense of helplessness. It ensures that when things go south, there's no one there to rescue you. It increases the power that the abuser or manipulator has over the victim because it makes the victim more dependent on the abuser.

Isolating the victim from the outside world is widely used by all sort of manipulators. When a cult leader tries to indoctrinate young recruits, he will make sure that they are locked away so that he can have complete control over the information that they receive. The same happens in abusive relationships, workplace bullying, and many other areas.

When an abuser sets out to isolate you, he will start by driving a wedge between you and the people that you depend on. He will learn everything about the dynamics between you and your family and friends, and he will use the weaknesses in your bonds to sow distrust and conflict. For example, if a guy knows that you are close with your sister, but you have some unresolved childhood conflicts with her, he may try to reignite those conflicts so that you start drifting apart.

In the workplace, a manipulator may create animosity between you and your colleagues so that they get mad at you and stop siding with you or watching your back. If you join a cult or any sort of group and the leader is a manipulator, he may insist that you cut ties with your family and friends, and only depend on other people within that group.

Rivals in business, at work, or even in your personal life can isolate you by smearing your name and discrediting you with other members of the community. "Divide and conquer" is also a form of isolation that is used especially by people with the Machiavellianism trait. In this instance, the manipulator is using isolation as a double-edged sword to gain control over both parties that are being pulled apart from each other.

Once an abuser has managed to isolate you, he will take his abuse to the next level because he knows you have no one to turn to. In fact, other manipulation techniques such as gaslighting work even

more effectively when a person is isolated.

They say that love is blind, and sometimes, at the beginning of relationships, we are blind to the dark traits of the people we are dating. Some manipulators may try to isolate you from the very first time you meet them. If you start dating someone and you notice that he never wants to hang out at your place, or he never wants you to bring your friends along on casual dates, chances are he is trying to isolate you so that you cannot get your friends to give you an objective assessment of his character.

In the workplace, isolation can take many different forms. A person may isolate you by denying you access to certain opportunities, withholding important information from you, or keeping you out of the loop on matters that are crucial to your job performance.

Isolation can also be used by a manipulative person as a form of punishment if you are not doing what he wants. For example, an abusive person might invite all your friends and acquaintances to a gathering, but fail to invite you, so that you feel left out, and you are forced to do what he wants just to score an invite to the next gathering.

Positive Reinforcement

We always think of positive reinforcement as a good thing, but malicious people can also use it to manipulate their victims. The fact is that we all use positive reinforcement in one form or another. Parents use it to get their kids to behave properly, teachers use it to make their students more interested in school, bosses use it to encourage productivity, and partners use it to modify each other's behavior in relationships. It is an integral part of our social interactions, but it only becomes a problem when it's detrimental to the person it's being used on.

Positive reinforcement happens when a good or desirable stimulus is presented in such a way that it appears to be a consequence of certain behavior. For example, a child who eats his vegetables gets a scoop of ice-cream at the end of the meal, and it registers in his mind that those two things are intricately linked. An employee who works hard and becomes more productive gets a bonus at the end of the month, and her brain makes the connection between the hard work and the extra disposable income. The next time the person has to perform the same activity, he/she will recall the positive feeling or the reward from earlier and will take a course of action that ensures he/she gets a similar outcome.

When manipulators use positive reinforcements, they are always trying to get you to do things that benefit them. For example, an abusive person in a relationship may buy you a gift after a major abusive incident in order to keep you from leaving or reporting him. You may have heard of people who hit their spouses and then buy them flowers the next day. In such cases, the abuser is trying to get you to accept the abuse as a norm that comes with a reward. The message here is that "if you shut up, you get something nice."

Positive reinforcement is also used by manipulators who want you to be their accomplice when they are taking advantage of a third party. Machiavellians are particularly good at using this technique.

For example, a boss who embezzles from work may offer you a payoff to keep his secret.

Manipulators often use positive reinforcement on an incremental basis when they want you to do something against your will. The objective here is to lull you into complacency. They know that once you have accepted a basic level of positive reinforcement, they can escalate things and push you outside of your comfort zone.

The simplest and most commonly used form of positive reinforcement is a commendation. When someone goes out of their way to compliment you in public, they could be using positive reinforcement to manipulate you. For instance, when you are with a group of friends and one of them starts saying what a nice guy you are, how much they know they can rely on you, the chances are that he is buttering you up to ask you for a favor.

Negative Reinforcement

Negative reinforcement is a form of psychological manipulation which is used to make people feel obligated to act in certain ways in order to avoid certain levels of mental or physical pain or discomfort. In positive reinforcement, you get a reward for acting the way the manipulator wants you to act, and the desire for that reward is what modifies your behavior in the future. Negative reinforcement is, however, a bit more complicated than that.

To understand the concept of negative reinforcement, you first have to understand how it's different from punishment. Both of them are popular manipulation techniques, but there is a subtle difference between them. Many people assume that they are the same thing, but they are not. In punishment, the manipulator adds something negative when you don't act a certain way. In negative reinforcement, the manipulator subtracts something negative when you act the way they want you to act.

Reinforcement is meant to strengthen voluntary responses, while punishment is meant to weaken voluntary responses; the manipulator will choose one method or the other based on the kind of outcome that they desire in that particular situation.

While punishment is meant to stop a certain behavior from occurring again, reinforcement is meant to encourage the behavior to occur again. A manipulator would use punishment to stop you from doing something he doesn't want you to do. However, he will use negative reinforcement to force you to do (or to keep doing) something he wants. For example, nagging is more of a negative reinforcement technique than a punishment. When someone wants you to do something, they keep nagging you to do it, and the nagging (which is the negative stimulus) stops when you comply. So, negative reinforcement works on you because you want to put a stop to a negative stimulus that already exists, while punishment works because you want to keep something negative from happening.

Every time someone does something negative to twist your arm to get you to take a certain course of action; that is negative reinforcement. When you are trying to break up with someone, and he/she cries very loudly about it in a public place, until you change your mind, they are using negative

reinforcement to manipulate you (at that moment, you feel that the uncomfortable stares from strangers will only stop if you take the person back).

Sanctions are also a very common form of negative reinforcement. They are used by powerful nations to get other nations to bend to their will, but they can also be used in interpersonal relationships or at work in one form or another. A sanction is basically a threat of a future consequence if you fail to do something. Sanctions may be used in relationships for the common good or for malicious intentions; you have to assess the individual situation to tell if the use of sanctioning (or any other negative reinforcement technique) is malicious.

Punishment

In psychological manipulation, punishment is a negative action that is taken by the manipulator to weaken the victim's voluntary responses. Punishment works because it makes the victim fear the consequences of going against the will of the manipulator. We have already looked at how punishment differs from negative reinforcement, but we should point out that in some instances, those two can overlap. In this segment, we will take a look at some of the most common types of punishment that people with dark personality traits use to manipulate their victims.

Nagging

Nagging, also known as pestering or hectoring, is a form of manipulation where one person continuously urges another to do something, despite the other person previously refusing to do it or to agree to do it at a later time. One author famously described nagging as an interaction where one person makes a repeated request while the other person repeatedly ignores that request, and both people become annoyed as the battle of wills escalates.

Although it has negative connotations, nagging is actually an integral part of interpersonal communication in many social dynamics. Parents nag their kids to get them to do certain things. In fact, nagging is necessary when training children to take up certain constructive habits. Nagging may also be used by well-meaning people; friends or partners may nag you to do things that benefit you. In fact, some amount of nagging is necessary even in healthy relationships. However, people with dark personality traits may nag you to do things that benefit them and impact you negatively.

To tell if the person nagging you has malicious intentions, you have to examine the individual situation. Are they asking you to do something that only benefits them? Does the nagging seem forceful? Do you detect anger or threats in their body language and in the words, they choose to use? Are they trying to guilt you into doing something you don't want to do?

If your girlfriend repeatedly asks you to take out the trash, that might indicate that she has some control issues, but that's not the same thing as having malicious intentions. When malicious people nag you, there is usually an "or else" to what they are asking you to do, and if you look at the subtext, you will realize that it's more of a demand than a request.

Yelling

Yelling works as a manipulation technique for one simple reason; it makes you feel uncomfortable or afraid to the point that you comply with whatever the manipulator wants you to do. There are two main ways in which manipulators use yelling to manipulate others. People either yell to dominate over you, or to play the victim and to gain your sympathy.

Yelling can be used to intimidate someone. When a manipulative person yells at you, he may be trying to intimidate you because you are more likely to do what he wants if you are afraid of them. Manipulative people resort to yelling partly because at that moment; they know that they are unable to make a logical argument to get you to do what they want. They know that if you stick to the facts of the matter, you might come out on top, so they yell because they want to disorient you and make you lose the argument by default.

When a person raises their voice during an argument, it's a clear sign of rising hostility, but it could also be a sign that they are passionate about the topic of discussion. You have to assess yelling in context to understand if it's being used to manipulate you. Just like with the other manipulation techniques; you have to look at the person's intent.

When manipulators use yelling to play the victim during an interaction, they often (but not always) choose to do it in front of an audience. When a person (particularly one who is perceived to be weaker) yells at you in a public place, by-passers who don't have the full story of what's going on will automatically assume that you are on the wrong, and that puts you on the spot. You may be forced to agree with the person's request just to avoid the judgmental eyes of strangers.

Silent treatment

The silent treatment works as a manipulation technique because it's a form of love withdrawal. When a person gives you the silent treatment, they are essentially saying, "I'm taking away the love unless you do what I want." It is a form of punishment that is designed to control people, and it's a very popular type of emotional abuse.

The silent treatment only works in cases where there is some level of emotional dependency between the two parties (you don't really care if a total stranger gave you the silent treatment). In certain dynamics, the silent treatment can be used to make you feel powerless and invisible; as if you don't even exist.

As social beings, we need the approval and the affection of others to thrive. Even people who are introverted need to have some sort of back and forth with the people in their lives to feel whole. When someone gives you the silent treatment, they deny you that affection, and it can mess with you psychologically, and force you to make certain concessions that you aren't ready to make.

So, a manipulator will ask you to do something, and when you say no, he/she will start ignoring you. They won't respond when you talk to them, and they won't answer your calls or texts. Some of them may even suddenly vanish from your life or go out of their way to avoid being in the same room with

you. The more emotionally involved you are, the higher the chances you will decide that the animosity isn't worth you standing your ground, and you will find yourself doing what they want.

The silent treatment is one of those bad habits that tend to escalate with time in a relationship. If someone uses this technique against you once and it works, they'll start using it at every turn.

Intimidation

Intimidation can either be covert or overt, but in either case, it's used by manipulators to get you to bend to their will out of fear.

Overt intimidation is also known as bullying. This is where manipulators make open threats to get you to do what they want. They'll use fear to threaten you into submission. It may be a threat of physical violence. They'll brandish anger and rage to prove to you that they have violent tendencies. If you stand your ground, they may even resort to actual physical violence. They are usually angry people who have problems with authority.

Covert intimidation involves the use of veiled or vague threats to manipulate people. People who use covert intimidation has violent tendencies, but they try to control themselves because society frowns at overt displays of violence. Such people are very dangerous because they are good at hiding their true nature from the rest of the world. These are the kinds of people who abuse their spouses indoors but then present a charismatic character to the rest of the world.

People who use covert intimidation tend to be very calculated, and they are good at coming up with diabolical ways of punishing you if you don't do what they want.

Traumatic one-trial learning

One-trial learning refers to singular experiences that we encounter, which end up shaping our behavior in the future. This sort of experience is usually traumatizing and powerful enough to serve as a deterrent from acting in a certain way for the rest of our lives.

In many cases, one-trial learning may occur without anyone inducing it or imposing it on us. For example, if you try a certain kind of food for the first time, and then you get a serious bout of food poisoning, you may be traumatized to the point that you avoid eating that food again in the future. One-trial learning is important for humans and all animals because it's crucial for survival. When we were still hunters and foragers, one-trial learning would help us avoid foods that were poisonous or situations that were dangerous.

Malicious people use one-trial learning as a manipulation technique to get us to tow certain lines. The way it works is they induce the traumatic experience in such a way as to ensure that our brains associate certain actions with the trauma.

One such example is corporal punishment. Corporal punishment is less common in Western societies than it was a few decades back, but it is one of the easiest forms of traumatic one-trial learning to understand. It used to be that when a child did something wrong, the parents (or teachers) would hit

him while making it very clear to the child why he was being punished. In future, when the child considered making the same mistake again, he would remember the pain that he experienced earlier, and he would decide that the action was not worth a repetition of the painful experience. Of course, corporal punishment is now either frowned upon or illegal in most jurisdictions because it causes serious psychological wounds and self-esteem issues.

Manipulators use traumatic one-trial learning in many different ways. They use verbal abuse, intimidation, and explosive anger to traumatize people and keep them from acting in certain ways in the future. For instance, let's say that you are in a team with a colleague who isn't pulling his/her weight on the project you are working on. One day, you decide to confront him about it in a calm and rational way. However, he reacts in a very explosive way. He calls you names, throws a tantrum, causes a scene, and he makes you extremely uncomfortable and traumatized. In the future, when a similar issue arises, you will be afraid to confront him, so he gets away with it. In this case, he has manipulated you by conditioning you to avoid confronting or upsetting him in the future.

There are many variations in the way traumatic one-trial learning works, and it's commonly used to manipulate people in interpersonal relationships. The next time you want to do something, but you decide against it because you had a bad experience in the past, you should know that you are dealing with traumatic one-trial learning; if the situation is tied to a specific person, that should indicate to you that the person is a manipulator.

Manipulation of facts

Manipulation of facts is one of the most effective psychological manipulation techniques because it is based on facts that are subject to interpretation. When a person manipulates facts, he is technically not lying; he is just using the facts in his favor. It could involve cherry picking facts, omitting certain facts, or taking facts out of context.

Even the most indisputable facts are subject to interpretation, and people with dark personality traits are very good at coming up with interpretations that portray them in the best possible light. Machiavellians are especially skilled at using factual information to turn bad things into seemingly good things.

One way to manipulate facts in interpersonal relationships is by making excuses. People can excuse all sorts of bad behavior by creating narratives that warp the context of the objectionable actions that they have taken.

Another way to manipulate facts is by blaming the victim for causing his/her victimization. There are many documented cases where abusers in relationships were able to convince their victims that they did certain things to deserve the abuse. There are many wife beaters who defend themselves by saying, "you made me do it." This manipulation technique often works more effectively after the victim has been isolated from her support system. Victims who are in love or are dependent on the abuser are more likely to accept warped interpretations of abusive events because their own judgment is impaired by their affection for the abuser.

Withholding of key information, or strategic disclosure of facts, is another common technique that involves manipulation of facts. Someone might be telling you the truth with the intention of manipulating you. Manipulators know that your reaction to certain information depends on the mood you are in when you receive the information, or whether or not you will consider that information a priority at the moment you receive it. Manipulators also know that hiding certain key details can affect the way you digest and react to information.

Strategic disclosures and withholding of key details are used every day in interpersonal relationships, in business, and even in political discourse. Politicians use this all the time. When they have information that could damage their standing with the public, but they have a legal obligation to release it, they often do it at the close of business on Friday, when most people are looking forward to the weekend, and they aren't paying attention to the news. This way, they ensure the damaging information doesn't get a lot of media coverage.

Other ways to manipulate facts include; exaggeration of the facts, sensationalizing or the facts, understating facts, or presenting facts with one-sided biases. Everyone uses all of these techniques to some extent; you have to examine each person's intent to determine whether or not they are malicious.

Mind control and mind games

The term mind control has many definitions and interpretations, but the crucial thing to note is that it doesn't involve any sort of magic or supernatural ability; it just requires a rudimentary understanding of human emotions and behavior. Mind control can involve brainwashing a person, reeducating them, reforming their thoughts, using coercive techniques to persuade them of certain things, or brain-sweeping.

There are many forms of mind control, and we could fill an entire book discussing all those forms, but for our purposes, we will look at the concept in general terms. Mind control means a person is trying to get others to feel, think, or behave in a certain way, or to react and make decisions following a certain pattern. It could vary from a girl trying to get her boyfriend to develop certain habits, to a cult leader trying to convince his followers that he is God.

Mind control is based on one thing: information. We have the thoughts and beliefs that we do because we learned them. When we are subjected to new information on a deliberate and consistent basis, it's possible to alter our beliefs, thoughts, or even memories.

The brain is hardwired to survive, and towards that end, it's very good at learning information that is crucial for our survival. When you receive certain information consistently, your brain will start to believe it even if you know it's not true. For example, even if you are the most rational person out there, if you go online and watch 100 videos about a certain conspiracy theory, you will start to believe it to some extent. That explains why people who seem smart can end up getting indoctrinated into cults or even terrorist groups.

Mind control also works more effectively when one is dependent on the person who is trying to control his/her mind. Even in relationships that are involuntary, the victim can start buying the perpetrator's world view if they have been dependent on the perpetrator for a long time. That explains phenomena such as Stockholm syndrome (where people who are kidnapped or held hostage start being affectionate towards their captors and empathizing with their causes).

The worst thing you can do is assume that you are too smart for mind control to work on you. Under the right circumstances, anyone can be persuaded to abandon their world view and adopt someone else's.

Mind games are covert tricks that are deliberately crafted in order to manipulate someone. Think of them as "handcrafted" psychological manipulation techniques. While other techniques are applied broadly, mind games are created to target very specific people. They work best when the victim trusts the perpetrator, and the perpetrator understands the victim's personality and behavior.

Most of the psychological manipulation techniques we have discussed thus far can be used when crafting mind games. A person who understands you will tell you certain things or behave in certain ways around you because they are deliberately trying to get you to react in a certain way. It almost always involves feigning certain emotions.

People who play mind games use innocent sounding communication to elicit calculated reactions from you. Psychologists refer to such mind games as "conscious one-upmanship," and they have observed that they occur in all areas of life. Mind games occur in office politics, personal relationships, and even in international diplomacy.

At work, someone could try to make you feel like you are not up to the task so that they can steal an opportunity from you. In a marriage, your partner could make certain seemingly innocent slights against you so that you feel like you have something to prove, and you take a certain course of action as a result. In dating, there are "pickup artists" who use different kinds of tricks to get you to lower your guard and let them in.

How People Manipulate You?

The type of people that the manipulative people target is low self-esteem people, no boundaries people, and desperate people. Now how do you know if you are being manipulated? if you feel like you are constantly criticized and he makes you feel inadequate, then it means you are being manipulated. If you get into an argument and he's giving you the silent treatment, you are being manipulated. If somebody gives you the silent treatment, which makes you go crazy, you start thinking of every scenario, and you start making assumptions because no dialogue is happening that can reassure or bring clarity to your thoughts, then that is a huge form of manipulation.

Ghosting You

And guys do this a lot, even if it is something as simple as ghosting you. Because it trains you to not get used to hearing from him certain times, and you always have to reach out to see how he is doing and checking out to see if he remembers the date that he set for you. They use their profession or their education to delay you finding out the truth or make you feel like they're always the right one. For instance, if you get into an argument with someone and you are dating a lawyer, they will tell you something like, "I've been a lawyer for five years, and I know what I'm talking about and people that did what you just did need not to be trusted." They sort of use their title to rain over you and make it look like they are the right ones. What happens is that you silently agree to what they are saying because they do know what they are talking about. Because they know when people lie, and they know it through body language.

Demonize your reactions

They tend to demonize your reactions because anytime someone that is manipulating you and they don't want you to be able to express yourself or control the situation, they're going to make you feel like you are the bad guy for reacting the way that you did to the situation. They will flip the script on you because you didn't agree with their actions.

You might tell him, "Hey, babe, I don't know why you just liked this girl's picture on Instagram. I thought that we agreed that you are not going to do this. You show me their stuff. Because it makes me feel embarrassed that my boy is liking the girl's photos and commenting on rubbish on Instagram, and it makes me feel insecure because you are my boyfriend". Then he will say something like, "you are so insecure it's just Instagram, I can't believe that you are seriously talking to me about a comment that I wrote to a girl. First of all, I don't even know her, and she looks nice. Other guys are commenting on her photos, but why do you care because I'm with you". So, they demonize you and make you feel like the way you feel is not accounted for. They make you feel like the way you feel is invalidated because he doesn't know that girl, and maybe he may even be trying to learn that girl.

Using pity

One of the greatest forms of manipulation is by using pity. Because getting pity out of anybody is going to guilt-trip them, so that they feel bad for you and do what you say and hear you out and like

whatever trash you want to slip by because they are feeling bad for you.

For instance, if you say, “I just realized that when we were in the get-together, you were nagging to really hanging out with me. You were just doing your own thing. I don't know everybody there, I felt alone, and I understand that you know everybody, but I didn't feel included. Then he will say something like, “Honey, I'm really sorry that you didn't feel included. However, what do you expect me to do, all the people were people that I grew up with. So, I'm sorry that I wasn't holding your hand the entire time. But I did introduce you to some people. You know that I wouldn't do that to you. You know that I am not like that. I was just caught up. Plus, I saw one of my girls from high school and we just started talking. Come on, if you really know me, you know that I wouldn't do something like that. I am not like that.”

So, they tried to play on your emotions so that you will think that they are helping you. To think something like, oh, “I do know him. I'm not sure that anyone will want to invite me somewhere and then drop me off and not even associate with me at all or leave me alone”. So, you feel bad for yelling at him because it gets overwhelming when you are hanging out with so many people that you haven't seen in a long time.

If you are bothered by the fact that he left you alone, then it means that he left you alone for so long that it became so uncomfortable. It's not a big deal if he's going to leave you for some minutes and go to say hi to someone, but he should introduce you to those people because you guys are in a relationship. So, the reason why you are feeling how you are feeling is that something was wrong.

So, the best way to combine this is to minimize their actions so that you get to stick around. If he says, “I can't believe you would do something like that. You should say, “what do you mean. You do dumb things all the time”. These people that always want to downplay what it is that they are doing so that you will feel stupid and feel like you're overreacting on what the offense was.

For instance, let's say that you want to surprise him and leave something cute in his mailbox. So, you drive by his house, and you see another car parked in his driveway, and then you notice that another girl is in his house. And then you think that maybe that is one of his guy friend cars so you drive in his car and instead of you to give him a little bit surprised, you get out of the car because you don't know whose car you are seeing. You knock on the door and then he opens the door halfway and starts asking you what things like, “What are you doing here.” And then you answer him, “I'm checking in. Are you well? I noticed that there is an extra car in the driveway, and it's not mine. So why are you not letting me in”. and he says, “that is one of my home girls from high school we haven't talked in a long time, and she just wanted to drop by and catch up.”

So, you should say, “why is your friend in your house alone and you didn't even mention it to me. I've never seen this girl in my life, and I never knew that this is one of your home girls. Why am I just finding out about this”? And he says, “calm down you're just a little extra obnoxious, she's just a friend. She just dropped by to say hi. I didn't even think about mentioning it to you, because it's not about what you think. Because if it was like that, you would just tell me,” then he's trying to play

ignore and because he wants you to feel guilty. He wants you to feel like how can he cheat on you when in broad daylight when he knows that you can come and visit his house. The best way that this guy used to hide things is in plain sight eyesight because it's so unbelievable.

Glaring and Unbelievable things

They do glare and unbelievable things, and then they try to convince you that what you saw wasn't true. And what you saw couldn't be what you possibly think. It is because it doesn't look like you will do anything like that, and he will have to be a real idiot to do something like that to you. He wants to minimize his action and play ignorant like he has no idea what it is, and you are tripping, and both of them are just friends. He also tries to make rude remarks in the name of humor.

It's so important that it's in your subconscious mind, and whenever you guys are in an argument or in a situation where you feel intimidated, and you're someone that is easily intimidated by other beautiful girls, then what he says becomes your inner voice. So, the joke that he makes about how big your nose gets into your mind. Because you are thinking about the waitress and it's looking like he's flirting with her because she has a nose that he actually likes or he always makes fun of your crooked tooth, and you are very subconscious about that, and the girl over there has straight teeth.

So, you must pay attention to things like that in the relationship and in friendships because there is always some sort of truth to those little remarks. There is always some sort of underlying truth if somebody is constantly attacking something about you like your physical appearance or playing on your weaknesses because they know that it is going to get you inevitably. But, remove any responsibility or accountability for what they are saying even though they're trying to make it look like a joke.

Act unapproachable

Another way that you know that you are being manipulated is when something happens, and you are bracing yourself to bring it up, but your spouse tends to act unapproachable. So, you on top of making you feel nervous about bringing whatever it is that you want to mention. They tend to make you feel uncomfortable. If he is acting so weird, then you should don't know if it is a good time because he doesn't want you to be upset at you for what he offended you for. He just doesn't know how to approach the situation; that's why he is already acting upset. Because if somebody is already acting unapproachable when they know exactly what it is that took place or that offended you, then the easiest way to get you off their back and to roll over the situation is to ignore you to make it look like you can say anything.

As a lady, think about a situation whereby you have been talking to a guy, and something has offended you, but there is this unspoken energy that he does to make you feel like you can't bring up exactly what it is that you want to say. Because if you do, you will look crazy, you will look annoying, you will look insecure, and he'll stop talking to you. He will give you the silent treatment. Those are manipulative tactics if you don't feel comfortable enough to have a dialogue with him and express yourself and how you feel with him that you are with, then there is a problem.

Lying and Gaslighting

The last one is lying and gaslighting. And these ones go hand-in-hand. What gaslighting does is to make you go crazy. If something happened, the guy would literally try to tell you that you are overreacting, or it wasn't what you thought it was. Or that you are so insecure, and you always do this. At the end of the day, you tend to ignore the thing, and you will tell someone the stuff about how you feeling about how they offended you, and you'll let them dictate to you. Now manipulators do this thing because they want you to doubt yourself. They want you to make it easy for them to manipulate and alter your perception, your intuition of any events that it will cause. So that anything they say to you, you will believe it, even if it is against your own self.

They single-handedly, isolate you from yourself, so that they can fill in every gap and every crevice, so that you won't be comfortable questioning everything that they do. And you will just sit in your head, and you will go back and forth between what happened, versus what you think happened, versus what really happened versus what he said happened. And before you know it, you'll become dazzled, and you don't know what to believe. You can no longer tell the difference and respect your feelings versus what they are saying. and then by them manipulating your mind, it enables them to stay the same. They don't need to change their behavior, nor do they have to take responsibility for anything so that you will get offended because you believe that their opinions and their thoughts over everyone else.

You don't even trust yourself, nor do you a readout for other people's opinions because you feel like you're always wrong, and he is always right. You have to understand your basic right to deal with a manipulative person. You have the right to be treated with respect. You have to, first of all, identify what you are capable of being treated with respect. You deserve to be treated with respect. You deserve the right to disagree and say no without feeling guilty for that. You have the right to express your feelings without walking on eggshells.

So, you have to ask yourself if you are being respected or IF the relationships make you feel good or do you feel like you can't express yourself freely without feeling like you have to be meticulous and alter out how you're bringing the offense to his knowledge because you don't know how he's going to react. Ask yourself, do you feel like there is reciprocity in a relationship, and are you giving and getting equally?

Most times, most girls tend to attract a relationship whereby the guys are taking advantage of them, and the way they speak of themselves is so sorry. And through their tonality of voice, they have been so emotionally destroyed and beaten down whereby they speak with so little confidence that they self-talk to themselves so negative and they accept and tolerate garbage because they believe that it's the best they can do.

When you accept someone that manipulates you in all areas of life, it will boil down to the psychology of you feeling hungry for attention and admiration because you may not have received attention. Maybe when you were growing up, this person made you feel seen or heard. Basically, we

like to be around people who make us feel like our true authentic self, no matter how weird or quirky it is. When somebody lets us know who we are and we don't feel like we have to hide behind any masks or they are accepting a version of ourselves that we don't show to the world, then we feel like we owe them something in return.

And we feel like we want to constantly show our gratitude for them sticking around and accepting we as you are despite our reservations. Now when it comes to any form of abuse, you have to be ready to leave, and it is way easier said than done. But the only way out is for you to let go of that relationship. Do what you have to do so that you can do what you want to do. And if you are tired of feeling manipulated and you feel so attached to the person, and you can't do better. Look at how you're talking to yourself because you are constantly reassuring yourself of whatever what they're are saying. If you say you can't leave the relationship, then you can't. If you think it is not going to get better with him, then it won't, and that will enable you to move down the path that you are and not act towards letting that relationship going forward.

So, you can avoid manipulative men and people by saying No. No should be your boundary if something makes you feel uncomfortable, you should Express it. Pay attention to people around you, men around your relationship that you are in, and if you don't feel comfortable, just say no that you don't like what the person said. Say, "I don't feel like to run to the store at 12 midnight to get your favorite cookie mix. I don't feel like I should accept the fact that you want to date so many people at once while you're still dating me". And then the other thing is that you should rise to the occasion or you leave because they're not willing to change. And you have to realize a situation whereby things will not change, and the only choice is to walk away in such situations

Persuasion

Human beings as a social being are in constant communication for many reasons, i.e. giving information, getting information, asking for help, making promises, telling your feelings and thoughts, or trying to learn someone else's feelings and thoughts, and so on. Communication is established within a certain structure and order.

At this point, one should look at the definition of communication: Inter-human communication is the process of transferring information, emotions, thoughts, attitudes and beliefs and forms of behavior from one person to another through a relationship between the source and the recipient for change.

As can be seen in daily life, in many situations where communication takes place, people either try to convince someone about the accuracy of the information they give, either to change their behavior or to convince them of something else because persuasion is an important and common reason for communication. The famous philosopher Aristotle defines communication as all the appropriate meanings of persuasion.”

The concept of persuasion is defined in the dictionary as follows: Convincing, compelling; deceit; “Based on this definition, it will not be wrong to consider persuasion as a form of communication that is realized to achieve the desired aims.”

Indeed, when we look carefully, it can be seen that the difference between daily communication and persuasion is to achieve the desired goal. Not every communication phenomenon that is established in daily life is intended for persuasion. Asking about someone's memory only aims to learn about the person's condition and health. However, rather than persuading a person on a particular issue, it should be dealt with to uncover the desired change in the person who is exposed in the final analysis, which should be established with a certain systematic structure.

In the meantime, an important issue should be included here. It is also the effects of communication and how they occur. The effects of communication are:

- Change in the recipient's level of knowledge
- Changes in the attitude of the recipient
- A change in the receiver's open behavior.

In the second stage, the attitude change that came into the agenda is also realized in three ways:

- Strengthening or strengthening the existing attitude
- Change of existing attitude
- New attitude formation

The effects of communication are often expected to occur sequentially and usually do. It is possible to see the effect of communication to a large extent in the change that may occur in open behavior. This is where the difference between daily communication and persuasion comes up.

Persuasive communication is the expected and desired changes in attitude and open behavioral changes that will occur after the information is given. The attitude change expected to occur is determined by some attitude measurement techniques (Likert scale, etc.) developed in cases where open behavioral change can't be observed clearly or if it's not possible for different reasons, for example, an individual's Facebook, and so on.

If it is desired to learn the attitude towards social media, a questionnaire consisting of expressions reflecting this attitude can be prepared. These statements; it allows people to share, enjoy the time, etc. can. It is possible to say that a Likert-type scale was used to measure the attitudes of the respondents to measure attitudes.

The concept and process of persuasion is a subject that has been studied intensively. In general, the biggest factors contributing to the success and failure of communication emerge as convincing communication and its proper structuring. With good understanding and knowledge of persuasive techniques; an educator, an advertiser, or a politician, in other words, it is possible to evaluate anyone whose purpose is to change the thoughts and actions of others.

It should not be ignored that some essential variables exist in persuasion. Each of the variables in persuasion must be identifiable, distinguishable, and measurable.

Scientists working in this field show these variables fall under two headings. These are called "dependent variables" and "independent variables. Arguments are made or occur with the communication process. We know what these variables will be, how they will be formed, and predict and produce their effects.

Dependent variables, on the other hand, have to be done, and convincingly. We often hope to replace dependent variables with independent variables that we manage and control. Dependent and independent variables are called a convincing communication matrix.

The convincing communication matrix is a precise and complete data about all dependent and independent variables in human relationships throughout human life. Independent variables should be considered in many aspects and aspects of communication. However, dependent variables occur only when a person receives a persuasive message in terms of the information process.

The main issue that needs to be emphasized about independent variables is the operation of the basic process of communication: "who, whom, what, through which channel and what kind of influences. The arguments that make up every convincing communication state appear in this case as "source, message, channel, receiver, and purpose.

The dependent variables of the persuasive communication matrix are divided into six steps according to the characteristics of new behaviors, events, and phenomena in which the person is convinced.

First, a convincing message must be presented. The second step is the participation of the target person in the communication, and this person needs to understand what is to be discussed. Third, it's important that the recipient supports the communication until the message is sent later and the fourth

step is the understanding of the message, as well as the acceptance of the recipient or at least verbal adjustment.

The fifth step is the most basic requirement. This step is the ability to accept until the effect can be measured. The sixth and last step or dependent variable is the ability of the target person to show the new behavior as open behavior. For example; depending on the main objective of the persuasion campaign, the purchase of a certain product, the selection of the candidate or leaving a harmful habit, etc. They are always concrete indicators of this last dependent variable. An analysis in the context of dependent and independent variables can help organize ideas about persuasion. The persuasion process is analyzed at all levels of communication.

These steps are as follows: Source of communication, form, content, and organization of communication, characteristics of the channel to which the message will be delivered, ability and characteristics of the intended recipient and intended behavior and attitude changes. Thus, under these five headings of communication, the efficiency of the persuasive communication process performed under the six steps of the dependent variables of persuasion is defined and evaluated.

Examination of the persuasion process shows the importance of understanding and attention in a way. For example; when asked what kind of connection can be made between an intelligent buyer and persuasion, he will probably tell you that only a much smarter individual can convince that person.

In other words, the more knowledgeable and intelligent person can only direct the person's point of view to another party. This point shows the variables of the connection between intelligence and persuasive communication. However, other points that should not be forgotten are the role and importance of attention and acceptance in the persuasion process.

Persuasion Techniques

The basis of persuasion is to direct the other person to the thought you desire and to make it normal in the basic belief and vision system. To simplify, it is to make the other person think the way you want. That's exactly what it means to convince. If the other person thinks the way you want, you can take the action that you want to take, that is, buying a product or consuming a product.

Located below are techniques to persuade and convince some of the most effective techniques effectively. Persuasion techniques are not limited to these, but they are important for efficiency. You may encounter many other techniques of persuasion, such as rewarding, punishing, creating a positive or negative perception.

1. Creating Needs

One of the best methods of persuasion is to create a need or to reassure an old need. This question of need is related to self-protection and compatibility with basic emotions such as love. This technique is one of the biggest trumps of marketers in particular. They try to sell their products or services using this technique. The kind of approaches that express the purchase of a product to make one feel safe or loving is part of the need-building technique.

2. Touching Social Needs

The basis of the technique of touching social needs are factors such as being popular, having prestige, or having the same status as others. The advertisements on television are the ideal examples. People who buy the products in these advertisements think they will be like the person in the advertisement or they will be as prestigious. The main reason why persuasion techniques such as touching social needs are effective is related to television advertising. Many people watch television for at least 1-2 hours a day and encounter these advertisements.

3. Use of Meaningful and Positive Words

Sometimes it is necessary to use magic words to be convincing. These magic words are meaningful and positive words. Advertisers know these positive and meaningful words intimately. It is very important for them to be able to use them. The words “New,” “Renewed,” “All Natural,” “Most Effective” are the most appropriate examples of these magic words. Using these words, advertisers try to promote their products and thus make the advertisements more convincing for the liking of the products.

4. Use of Foot Technique

This technique is frequently used in the context of persuasion techniques. The processing way is quite simple. You make a person do something very small first because you think they can't refuse it. Once the other person has done so, you will try to get him to do more, provided he is consistent within himself.

First, you sell a product to a person at a very low price. Then you get him to buy a product at higher prices. In the first step, you attract him to yourself, so you convince him to buy it. In the second step, you convince yourself to buy products at a higher price. Their acceptance of a small thing will help you to fulfill the next big demand from you.

After refusing the small request from the other party, you feel a duty to make a big request from the same person. This is usually the case in human relations. For example, you agree when your neighbor comes and asks you if you can keep an eye on the shop for a few hours. If your neighbor comes to ask you to look at the shop all day, you will feel responsible and probably accept it. This means that the technique of putting a foot on the door is successfully applied.

5. Use of Orientation from Big to Small

The tendency to ask from big to small is the exact opposite of the technique of putting a foot on the door. The salesperson makes an unrealistic request from the other person. Naturally, this demand doesn't correspond to the real issue. However, the salesperson then makes a request that is smaller than the same person. People feel responsible for such approaches, and they will accept the offer. Since the request is small, by accepting it, people have the idea that they will help the salespeople and the technique of moving from big to small requests works.

6. Use of Reciprocity

Reciprocity is a term for mutual progress of a business. When a person does you a kindness, you feel the need to do him a favor. This is one example of reciprocity. For example, if someone bought you a gift on your birthday, you would try to pay back that gesture. This is more of a psychological approach because people don't forget the person who does something for them and they try to respond accordingly.

For marketers, the situation is slightly different from human relations. Reciprocity takes place here in the form of a marketer offering you an interim extra discount" or "extra" promotion... You are very close to buying the product introduced by the marketer you think offers a special offer.

7. Making Limits for Interviews

Setting a limit for negotiations is to provide an approach that will affect future rights. This is particularly effective when negotiating prices. For example, if you are trying to negotiate a price to sell a service, it might make more sense to start by opening the price from a higher number. Opening from a low number is not the right method because you have weakened your stretching share.

Even if the limitation for negotiations is not always useful, it's particularly useful in terms of price negotiation. Say the first number and get on with the bargaining advantage.

8. Limitation Technique

Restriction technique is one of the most powerful methods to influence human psychology. You can see this mostly in places selling products. For example, if a store has a discount on a particular product, it may limit it to 500 products. This limitation can be a true limitation or a part of the limitation technique. So, you think that you will not find the product at that price again and you agree to buy that product at the specified price.

The restriction technique is particularly useful in new products. As soon as a new product goes on sale, you can convince people to buy it for a limited time or by selling a limited quantity of products with extra promotions or discounts. People who think that the product will not be sold again at a similar price may choose to buy the product you have chosen thanks to the success of your persuasion technique.

Persuasion techniques are not limited to these. Different techniques can provide more successful results in various fields. However, most of the techniques we may encounter in our daily lives consist of the methods shown here. If you want to be a marketer, if you are trying to sell a product or service, you need to have detailed information about these techniques if you want to make them available.

Difference between Persuasion and Manipulation

There are many similarities between Persuasion and Manipulation as the two words confuse non-English individuals: Natives too. There are many comparisons between the two concepts, and because of the overlap, people think these two can be used interchangeably. There are convincing good people, and there are good manipulators. Both try to make sense and encourage others to accept

their views. However, although there are similarities in manipulation to being able to persuade someone, there are differences that must be emphasized.

Persuasion:

Persuasion is a behavior from someone else directed in a specific direction. You've managed to convince when you try to explain a certain way of behavior logically and correctly, and others accept your opinion that they think is of mutual benefit. If you have good marks on your test and you asked your mother for an expensive gift, you are trying to convince her to buy you a gift. This persuasion is convincing because it sees the logic behind your request and she buys the gift.

The salesperson is persuaded to sell a product or service to customers as he tries to create the need for the product or service in the customer's mind.

Deception

It is about time we moved onto our first form of mind control: deception. You will see a lot of similarities between deception and manipulation as you continue reading. One of the reasons is that both are types of covert mind control systems, so, the aims and processes are somehow similar. Again, manipulative people are known to deploy a lot of deception so as to achieve their goals. This is true judging by the behaviors and techniques as we shall see in later chapters that will talk about manipulation. In this part of the book, we are going to define deception, provide some real-life examples of the same, discuss the common deception techniques and finally inform you how to keep yourself safe from being deceived.

What Is Deception?

Deception is identified as the act of misleading, promoting an idea, concept, or belief that is false or simply hiding the truth. If someone is 25 years old and says they are 30 years old, they are committing the act of deception. As humans, we deceive others a lot of times. Even the people we consider as honest deceive others or themselves several times a day, according to various studies. Deceiving others may not necessarily be a bad thing as it can help to avoid negative situations. In society, some lies can be used to maintain proper functioning as long as no negative consequences arise from the deception. For example, if the police announce that they will conduct swoops on places frequented by idle youth so as to keep them off the streets yet fail to do it; we can refer to this as a necessary form of deception.

In the context of our book, however, we are talking about the dark type of deception which has the potential to cause harm to other people. Therefore, we can add to the definition of deception as the act of concealing the truth and making people believe in falsehood for selfish benefits while exposing them to harm. So, if a child lies about being chased by a dog as the reason for coming late to school, they are not exposing the teacher to any harm. Even if the deceit was discovered, it would only spell more punishment to the student. When we are talking about harmful deception, it is the one where the agent promotes falsehood to gain an advantage over their victim. If such deceit is detected, it risks harming the subject more than the agent.

Let us have an example of harmful deception.

A story is told about three elementary school kids who were at a park on a night in the 1980s when police were called about a woman who had been found raped and badly beaten. Upon getting to the scene, the police took the woman to a hospital as others went searching inside the vast park for any clues or suspects. At the far end of the park, they saw the three young boys sitting under some trees while sipping booze and laughing. Without conducting any proper inquiries, the police immediately arrested the boys on the assumption that they had committed the offense.

At the police station, the leading investigator wrote a statement claiming the boys were found near the unconscious woman and were laughing about the matter when the police found them. The woman

had suffered severe trauma to the head that led to memory loss and inability to speak well. Therefore, she could not confirm or deny whether the three boys were her attackers. The only evidence that existed was semen on the woman's undergarments and the fact that the boys were at the park on the same night of the abuse. Unfortunately for the boys, the judge believed the police and imprisoned each of them to 25 years in jail.

10 years later, a man approached the judge who had convicted the boys and confessed to having attacked the woman. At this time, DNA technology had emerged. Upon comparing the DNA on the semen found on the woman with that of the man, they matched. He confessed to having been on a revenge mission after the woman walked out on their marriage. The young men were set free after spending 10 years in undeserving incarceration.

Upon further investigations, it was found that the police officer who had lied about finding the boys near the woman and laughing at their actions had been under pressure to reduce crime in his area of work. To prove his effectiveness, he had lied about the young boys. This act not only deceived the judge into jailing the innocent men but also proving to his superiors and community that he was an effective officer. The judge apologized as the officer was sent to prison.

From this story, we can see that deception aims at tricking and fooling the other party for personal gains. We can assume that if the officer were not under pressure to prove his worth, he would not have lied about the boys. To him, the crime at the park presented itself as an opportunity to redeem his career without caring about the consequences that his actions would have on the victims.

It is also evident that dark deception may take some time before it is discovered. At times, it may not, at all. However, in the event that it is discovered, it leads to devastating consequences for both the victims and the offender. In this case, the three men had been suffering for a crime they did not commit. Even though they were set free, the 10 years they had lost were not going to be recovered. The judge, too, felt guilty of sending the innocent kids to jail and had to apologize. The perpetrator, too, was affected in that he was punished for deceiving the justice system.

In summary, deception in the context of dark psychology benefits the deceiver more than the subject. The deception can be used to create a relationship between the two, allowing the deceiver entry into the subject's mind. Once a relationship is created, the deceiver starts exploiting their victim and extracting their benefits.

The Role of Emotional Influence in Deception

Most dark psychology techniques would not be effective without involving some emotions. The case of deception is not an exception. The most commonly applied emotion in deception is trust. Trust is the act of holding a firm belief in the ability, truth, and reliability in someone. Trusting someone means you perceive them as reliable. As such, anything they do or say is readily acceptable.

Manipulators such as liars are aware that trust is the strongest bond that can exist between two people. Therefore, they usually create it between them and their victim before they initiate their mind

control process. On the other hand, when the victim trusts the deceiver, this act is equivalent to dropping the guard that prevents them from being controlled without their knowledge. If we can go back to our story, we know the judge trusted the investigating police officer. In the judge's mind, police officers are sworn to be truthful. As such, when he was told that the boys were found near the unconscious lady and that they had been laughing about their actions, he was bound to believe it. In short, the officer had betrayed the trust and influenced the judge's mind.

The saddest part about deception is that it utilizes the trust to harm the victim. This makes it very painful for the victim when they realize it. In a way, they perceive themselves as having been fooled and actually assisting the agent in taking advantage of them. Trust, like many emotions, has the ability to convince people to do things which they would not do if it had not existed. For example, in e-commerce, people purchase things on a pre-order basis. This is mainly because they trust the companies that offer products such as Apple. If Apple were a new company with no reputation online, people would not pay for items that they have not seen or touched. This trust is what deceivers use to access their victims and control them as they wish.

Evidently, trust is the emotion that enables the agent to control the victim. The victim believes in the deceiver and might even base future plans on the deception. All this time, everything the deceiver will be saying or doing is false. Another thing the deceiver is aware of is that the trust can be ruined in case the subject finds out that they have been lied to. Therefore, they need to be good at turning things around so as to reduce their chances of being found out. More characteristics of deceivers are listed below.

The Process of Deception

The overall concept of deceit is to propagate a false sense of reality, such as a story so that the target believes it and then later doing something totally different. That said, the process of deception can be divided into three parts, as explained below:

1. The Objective

Before finding their potential targets, deceivers first come up with the end goal (objective) in mind. For instance, a con artist decides what they want to get from someone. It might be money, a valuable item, or personal favors. Their type of objective is critical in the entire deception planning process. Once they have the end goal in mind, they work backward to find out what needs to be done to achieve it.

2. Identifying Potential Targets

Once the goal is set, they go to identifying the most vulnerable type of people. Just like animals in the wild prefer the most vulnerable prey such as the young, aged, sickly, injured or weakest, a deceiver is also very careful when choosing his or her prey. Back to the example of the con artist, assuming their goal is to steal credit card details from someone, they might prefer going for older

people who are not conversant with online purchases. An elderly person is easier to deceive on the internet than a young one.

3. Studying the Target

Once the deceiver has identified the potential target, they start the process of studying them. The aim here is to figure out the target's vulnerabilities and strengths. These include their capabilities, strongest emotions, capabilities, beliefs, preconceptions, social and family status, and so on. If they are successful in "predicting" the vulnerability of their targets, they know exactly where to hit so as to improve their efficiency. At this stage, they move in to create trust as the technique to reduce suspicion and gain control of the target's mind.

4. Settling on the Best Technique

The final stage of the deception planning process is to formulate the story or the most appropriate form of deception. There are multiple types of deception, such as camouflage, decoy, conditioning, dazzling, mimicking, diversion, and disinformation.

This four-step process might appear like it takes weeks or months to plan, but it can even be made in a few minutes. A good example is when a bully wants to steal another person's property. Although the planning process might take a few minutes, it adheres to the above template.

The Trojan horse Story

Let us use the story of the Greek Trojan horse to understand this process better.

The Greeks had attempted to invade and destroy the Troy (Trojan) City for close to a decade without any success. When it finally dawned on them that invading Troy was not going to be easy, they decided to apply a different strategy. This strategy was going to involve mind control. At this point, we can easily decode the objective of the Greeks as invading Troy and winning the war.

Next, the Greeks decided to lure the Troy army by faking retreat. They knew that by retreating, the Troy army would assume the war was over and drop their guard. This was seen as the best plan as opposed to their previous ambush method, which had failed for a decade. At this point, again, we see the Greeks identifying their target's vulnerability.

The third step was studying the target and creating trust with them. To earn the Trojans' trust, the Greeks decided to "gift" them with a symbol that would represent their withdrawal. The gift was a large wooden horse that could house a number of Greek soldiers inside. When the Trojans saw the horse, they were happy and believed the Greeks had given up victory in their favor. To add to the manipulation, the Greeks sailed their ships away.

As the Greeks sailed away, the Trojan army moved the wooden horse into their city. Unknown to them, the horse contained some skilled Greek soldiers. That night, as the city slept, the soldiers jumped out of the horse and opened the city gates. The ships had also come back, and the entire

Greek army ambushed the city and destroyed it. We can say the Greeks had settled on the technique of diversion or, to some extent, dazzling. Eventually, they achieved their goal.

Detecting Deception

Detecting any form of mind control, leave alone deception, can be hard owing to the wit of the toxic people as well as the carefully planned processes they use. Most of the time, the deception will show up once the goal has been achieved or if the deceiver missteps and blows their cover. Otherwise, if the liar is a good one, they will juggle with the subject's mind until they have achieved their objectives. Therefore, detecting deception can be difficult since there are no accurate or reliable indicators that can detect when deception is happening.

As hard as it might seem to detect deception, there might be a few loopholes that present themselves during the process. According to psychologists, deceiving others can place a large load on the perpetrator since they need to keep their covers perfectly hidden. To some extent, they need to fight with the notion of deceiving themselves while trying to control their subjects. The risk of missing a single step and making the subject suspicious usually overwhelms the deceiver. Therefore, at some point in the deception process, hints might be dropped, albeit subconsciously. Some of the clues are verbal, while the rest are non-verbal such as body language.

Aldert Vrij, a scholar who studies deception, there are no specific tell-tale signs that may suggest that deception is happening. There may be a few clues, though, but they risk being confused with other traits that represent different ideas. Therefore, the surest way to tell if a manipulator is using deception is when they are caught.

The lack of definite methods of detecting deception does not mean we should ignore potential signs that may indicate something fishy is happening. Psychologists have come up with several verbal and non-verbal clues that can occur during the process of deception. Let us have a look at some of them.

Characteristics of Deceivers

1. They are Manipulative

Deceivers are known to be manipulative people. They can switch between situations and personalities so they can persuade others, through covert force, to fulfill their selfish goals. A normal lie does not require a person to pre-condition the other so they can succeed. Rather, words or actions, usually not pre-planned, are used. However, a pragmatic deceiver displays manipulative traits. In a relationship, for instance, the lover who is always forcing the other to change their ways so they can be satisfied is more likely to be a deceiver. Frequent lies usually build up to chronic manipulation. In short, a person who displays a manipulative character is an obvious deceiver.

2. They are Good Actors

A person who is good at deceiving others is a definite actor. Acting is the process of putting up a false show, either physically or psychologically. A good actor can arm themselves with false behaviors or stories to convince their subjects. For example, a healthy person can feign illness and

ask the public or their friends for money to seek medical attention. If they are not good actors who can change their voices, looks, and mood, they risk not convincing others to give them money. On the other hand, if they put up convincing shows, they can easily win sympathy.

3. They are Intelligent

It takes a lot of intelligence to convince the human brain to perceive reality in a manner that it would doubt in normal circumstances. Crafting an effective plan after observing a person for a short or long while is a tough task. However, deceivers are swift at decoding human behavior. They can predict the outcome of situations before they happen and plan accordingly. Intelligence is also required when dealing with the cognitive load which they carry. It helps them to overcome this limiting factor without leaking their plans and/or intentions.

4. They are Confident

Confidence is one of the most attractive and convincing human traits. Confidence is the ability to approach people and situations without fear or doubt. When someone comes up to us smiling and speaking fluently, we are more likely to listen to them. Conversely, if someone tries to talk to us, yet they are inaudible or shy, our attention and interest are lost. That said, a deceiver tries to be very confident when making their moves to minimize suspicion and improve their overall appearance. They seem to have satisfactory answers to everything. Confidence is very important to them because they also need to overcome their conscience, which might discourage them from taking advantage of others.

5. They are Eloquent

Liars are either born with eloquence, or they practice it. They are said to be smooth, natural performers. During an interaction, they take charge and make the moment as lively as possible. They speak without stammering or hesitating even when talking about false things. Deceivers come off as excellent listeners as they know people are attracted to those who give them an ear. When it is their turn to speak, even after some doubt is cast, their wordplay is powerful to the extent that it can make a lie to be acceptable. “Ers” and “Uhm” are never part of their vocabulary.

6. They are Keen

Unknown to us, we have an innate gift of detecting suspicion when we have done something wrong. For instance, if we lie about our ages, we watch out for clues which may hint that the other party is not taking the lie. Some clues might be raising their eyebrows, looking at us from head to toe or throwing a sarcastic statement which seeks to doubt. Similarly, deceivers are overly keen. They know how to read verbal cues and body language. This skill is used to evaluate their progress, know when to change a narrative, or abandon the mission in general.

7. They have a Sharp Memory

You have probably heard the saying that the disadvantage of lying is that you must force yourself to remember everything. One of the betrayals of deception is giving contradicting statements from what

one had previously stated. A keen subject can detect a deceiver if they notice a conflicting narrative. To overcome this shortfall, deceivers have adapted by developing a sharp memory. If someone asks them about something they had said previously, they give the exact sentiments. This single trait alone makes it hard for them to blunder and very hard for outsiders to detect their fallacies.

8. They Speak Half-truths

The high intelligence that deceivers possess increases their prowess at misleading people. They understand that fabricating a lie from scratch is hard and is easier to be detected. Therefore, they resort to bending truths. A half-truth is more convincing as part of it can be verified. It also translates to less cognitive load since they only need to fabricate part of the story. For example, a retail store might announce a sale where they have slashed the prices of vegetables. While this might be true, they might as well be selling the vegetables cheaply since they are of inferior quality. To them, they have no remorse for selling bad groceries as long as they prevent losses at the expense of the customers.

9. They are Expressive

A deceiver is bound to be someone who can express an idea in a way such that the recipient has no room for questions or doubts. They are good with detailing and articulating issues because a narrative that has no loopholes is easier to adopt. The expressiveness is deployed at their first interaction with the target as a way to create a good first impression. First impressions influence the way we see others. As such, if they make it worthwhile at first interaction, they make the target easier to influence due to their good image.

False lovers are examples of expressive people. When asked why they love someone, they provide juicy reasons which convince their innocent others.

10. They are Rapid Thinkers

The other trait that is commonly seen in liars is the ability to think fast. This is especially true with the deceivers who hunt for victims in public or when they have limited time. They have to come up with effective plans in the shortest way possible before their subjects disappear or become suspicious. Similarly, they also display rapid thinking when they are cornered or forced to make impromptu explanations. Some of them are professionals in the art of deception that they can come up with the most convincing statements in a short while.

Speed Reading People

What Is Speeding People?

Ignite the Art of Reading People through Your Super Senses

If you want to read people, you have to don the garment of a psychiatrist who has the power to interpret cues which are verbal and nonverbal. You need to observe beyond people's masks into their real self. You may not get the entire picture about anybody through logic alone. You have to surrender to their critical forms of information to interpret the essential nonverbal perceptive cues that individuals exude. For you to achieve this feat, you need to be eager to surrender emotional baggage like ego clashes or old resentments and also any preconceptions which can prevent you from making out the person. It is crucial, as well, for you to obtain information without bias and continue to be impartial without twisting it.

In the process of reading a colleague, your boss, or partner for you to understand them accurately, some walls need to come down, and you need to surrender biases. You need to be ready to let go of limiting, old ideas as far as intellect is concerned. Those who read other people well are taught to comprehend the hidden. They have discovered how they will draw on what is called 'super-sense' so they can take a profound observation beyond where you usually steer your focus when you attempt to hack into transformative awareness.

Examine cues of body language

When you are reading the cues of body language, you have to surrender the focus by releasing your struggle to understand the hidden signals of body language. Never get analytical or overtly intense. Stay fluid and relaxed. Observe by sitting back comfortably.

Focus on appearance

When you are reading other people, take note of what they are wearing. Are they putting on well-shined shoes and power suit? The indication for success is when someone deck out decently. For someone wearing a T-shirt and jeans may be an indicator of that person being comfortable with casual. It may be a signal of a seductive choice when someone wears a tight top with cleavage. A pendant like Buddha or cross may indicate spiritual values.

Notice posture

Postures are an essential aspect of reading people. It's a sign of confident when people's head is held high. Or you can get an indication of low self-esteem when they cower, or they walk irresolutely. You can also get a sign of a big ego when they have puffed-out chest and swagger.

Pay attention to physical movements

When you read others, look out for their distance and learning. In general, people bend forward at those they like and keep a distance from others they don't. Also, when people cross their arms and

legs, you can see signs of anger, self-protection, or defensiveness. It is an indication that people are hiding something when they hide their hands by placing them in their pockets, laps, or place them behind them. With cuticle picking or lip biting, you will get a sign of people attempting to calm themselves in a difficult circumstance or under pressure.

Read facial expression

Our faces provide the outline for our emotions. Profound frown lines indicate over-thinking or worry. The smile lines of delight are crow's feet; pursed lips are a signal of contempt, anger, or bitterness. While teeth grinding and clenched jaw are indicators of tension.

Take note to your intuition

It is possible to tune into someone ahead of their words and body language. Though not what your head says, what your gut feels is intuition. Instead of logic, intuition is your perception of nonverbal information through images. If you are in the process of understanding a person, their outer trappings are insignificant, and it is only who the person is what counts. To reveal a richer story, intuition gives the power to distinguish beyond the obvious to tell a richer story.

You need to watch out for these checklists' cues of intuition:

Respect your gut feelings

Pay attention to voices of your gut, in particular when connecting with someone for the first time, an automatic rejoinder that happens out of impulse. Gut feelings are as a result of if you are tensed up or at ease. As a cardinal response, gut feelings occur in an instant. They are meters of your inner truth that relay to you if you should trust someone.

Goosebumps feelings

Pleasant, intuitive shivers are goosebumps, and they happen when something strikes a chord in us in connection with our resonance to individuals that inspire or move us. Also, goosebumps occur in the course of going through déjà-vu and when you have never met someone before but still recognize them.

Listen to sparkles of insight

During a conversation with people, you may be impressed by those who come quickly. Watch out and stay alert. Or else, you might fail to spot it. For most of us, this crucial awareness is lost because of the inclination to move onto the next idea.

Look for insightful empathy

This cue happens when you have a passionate type of empathy through the feelings of someone's real emotions and symptoms within your body. So, while reading people, take note whether you had pain on your back when it wasn't there before, or if you are upset or depressed following a mind-numbing conference. To determine if empathy is at play, get feedback.

Discern emotional power

The vibe we radiate and the remarkable demonstration of our energy are emotions. It is with an intuition that we procure these emotions. For some people, you will be happy to be around them because they enhance your vitality and mood. Others tend to be draining; get away from them is what you want. Though it is undetectable, you can feel this 'subtle energy' feet or inches from the body. It's called chi in Chinese medicine, an essential healthy vitality.

Be aware of the presence of people

Though not substantially similar to our behavior or words, the accustomed energy we discharge is when we sense the presence of the people. It is typical of a rain cloud or the sun that borders around our emotional atmosphere. In the process of reading people, take note of if you get attraction with their presence or retreating due to the willies you are getting.

Watch people's eyes

Humans' eyes convey compelling forces. As the eyes cast off an electromagnetic signal, according to studies, the brain does the same. When you watch people's eyes, you will know if they are tranquil, sexy, mean, angry, or caring. Also, you will have the ability to determine if a person wants intimacy in their eyes or their eyes can give signs that they are comfortable. Even in their eyes, you will know whether they appear to be hiding or guarded.

Observe the feel of a hug, handshake, or touch

Most of us shake emotional energy, similar to an electrical flow during physical contact. You can ask yourself if a hug or handshake feel comfortable, warm, or confident. Or if it is repulsive so much that you wish to withdraw. You can know the sign of anxiety with someone's hand clammy or limp to suggest being timid or non-committal.

Listen to the tone of laugh and voice

Our voice's volume and tone are capable of telling a lot about our emotions. Vibration is as a result of sound frequencies. Notice how people's pitch of voice affects you in the course of reading them. Envisage if the tone is snippy, abrasive, and whiny or if their tone feels soothing.

To read people can be hard sometimes. It takes practice and courage. However, once you are past that, you will gain a significant advantage. Not only will you survive, but you will also thrive in all your relationships with others. People will approach you. Opportunities will come to you. And some people will want to be like you.

Mind Control Techniques

Mind control is a broad term that can be defined as any technique or method that effectively influences the mind, in one way (or multiple ways) for the purpose of manipulation.

Manipulation can produce a variety of outcomes, and used for a variety of reasons, from compliance and obedience to influencing how a person looks at themselves or others to evoke certain responses and behaviors. Essentially, when your actions and behaviors are influenced heavily from an individual or group, you may often dismiss your own doubts or feelings in favor of theirs.

The effects of mind control don't work immediately in most cases, as this would be too obvious and easy to spot.

How does mind control work? Mind control is the desired result of manipulation and related psychological techniques or methods that effectively influence your emotions and mind to bend your will and actions for another person's gain. It can be used to gain power, influence and money or benefits from another person, and maybe applied towards people who are in a position of privilege or in a state of vulnerability, making them a prime target.

Once a person establishes a level of trust and confidence over another, they can be "primed" or targeted for mind control. The person seeking this form of dominance may be observant in the other person's habits and behaviors, learning how best to bait them with favorable comments and responses to gain their trust for further manipulation. Mind control and manipulation are almost always used for exploitation purposes. They often begin with seemingly more benign versions of persuasion or coaxing, which later develops into stronger forms of manipulative techniques.

1. Gaslighting

This is the technique that is used to see if the person's words sound like his actions or not. The gaslighting is a method that can be used to question the belief of the personality and with the passage of time, the person has to understand the use of this tool to use the manipulation effectively. There is a set of questions among the public, used by the manipulator to dodge the essence of the questions and with the passage of time, the entire scenario of the public changes with time all because of the gas questions, asked by the manipulator.

2. Generalizations

The generalizations of a manipulator are a strong sense of demotivation for the public to withstand. The manipulator easily generalizes all the terms and tactics that are employed on a social, economic and political factor and with the passage of time, the generalizations come with time. The generalizations are important enough for a manipulator for the student to understand the essence of all compatible reasons for the public and with the passage of time, the manipulator is able to see the distance of the public go far away. Therefore, the distance of the public from the real cause actually defines the status of the manipulator and with the manipulator can control a lot of sense through it.

Therefore, the use of a generalizing matter creates more and more aspect for the students and civilians. Thus, the use of generalization gives impetus to the manipulator and with the passage of time, it can be more asserted in the coming. So, generalization can lead to a lot of trouble and menace for the student.

3. Moving the goal post

The manipulators have every right to deny your goal and ambition. They call it the moving of goal post and this is how the public is able induce bad and obscene mechanism to it. The goal post is the ambition of every man to cater to the fundamentally obsessed question of the incident and with the passage of time, the manipulator tends to de-track you from the quest at the earliest. The track is therefore a sense of motivation for you and you do not get enough style of aspiration for the students and civilians. The idea is quite simple that the public are able to create more satisfaction for the public and with the passage of time, the manipulators induce havoc as well.

4. Changing the subject

The manipulator would do his best in changing the subject. This aspect makes avoid accountability of his previous actions and with the passage of time, he learns the act of treachery and deception. Any time or anyplace, where he is not able to see the masterpiece of the subject, he tends to foil with the public and therefore, he is not even governing to the matter of the public so that he could not even to the matter of appreciation. Thus, changing the subject of any conversation is also a tool of manipulation that is required by all means necessary.

5. Name-calling

Name-calling is an art and tactic that can be used to induce marginalization in the incident and with the passage of time, it could lead to dilemmas and destruction. The name-calling starts with a mode of aspiration for the pupils but ends in utter destruction for the public. This concept can be easily seen in many areas and portions of the world and such a practice can induce horror and terror in the region. This practice of name-calling can be used in the factors that enable one with destruction and devastation.

6. Smear Campaigns

This campaign is used to address the horrendous use of psychology for the public. This is a play in which you are the victim and they are the martyr. According to them, you have displayed a sense of bad relationship to them and for that mere reason they have labeled you as a dead person. You no longer have a sense of reputation in the system and every time you encounter them, they tend to call you bad and the gone one. This aspect has many difficulties for you and end up being a psychopath. This aspect has emotional issues for you, psychological issues for you, ovulational and many more. Therefore, smear campaigns are personally made to make you feel bad and obscene and with the passage of time, you feel very hectic.

7. Devaluation

This devaluation is not the currency devaluation, but it is the human devaluation of yourself, you tend to be very bad and obsolete in your character that you embarrass every one's exes. You will as it is your pertinent duty to make the lives and ages of others feel embarrassing and with the passage of time, you control over your anger just to inflict punishment among the others. For instance, there was a time when people were able to cooperate with one another and could not try to defame others. However, with the burgeoning social media, people tend to decide the relationship of others by making them feel very degenerate. This is the crucial aspect of psychology, which could be very tumultuous for you and with the passage of time, he felt very bad and worse. Therefore, devaluation is meant to be an outlet of Mind Control and it can be very harmful for anyone, who does it.

8. Aggressive Jokes

Aggressive Jokes are the modes to make others look small and in shambles. These jokes could be of anything like the jokes on individuality, the jokes on society and the jokes on caste. These jokes impose derogatory remarks on the individuals and with the passage of time, the individuals feel very bad about them. The idea is simply that the psychology believes that manipulators could be worst nightmares for innocent personalities. People can use the edifice of others to personally sabotage the concept of friendliness and equality among the persons and with the passage of time, the people tend to showcase a system of defamation among others. Thus, aggressive jokes can be bad and hazardous for others.

9. Triangulation

This is the concept, in which the individuals tend to use the supposed threat of others to manipulate the innocents. Suppose there are three individuals in a room, two of them are having an argument about anything and the person sitting next to them is of a high caste. The manipulator would use the edifice of supposed threat of the third person to deter that of a second person and with the passage of time, the concept of triangulation would be bolstered. Hence, the use of force and manipulation is done in order to make the third parties very bad and degenerate.

10. Use of tools

In this paragraph, the tools that can be used for manipulation will be discussed. These are sensory devices, visual sensor, automatic assembly, industrial manipulator and photoelectric detector. These tools cast a shadow of degeneration among the personalities and with the passage of time, the people are able to have list of traumata embedded in them. Therefore, with the passage of time the tools can be used for a stringent version of collaboration.

Thus, these are some of the ways and tools of manipulation that can harbor bad deeds in the person.

The Secrets To Taking Control Of Your Life

If you feel like your life happens without you, it doesn't have to stay this way. This chapter will tie in everything we've talked about up until now to teach the reader how to take their power back and become the one who controls their life instead of it being the other way around.

In order to be in control of your life, you need to feel in control. There can be a sense of safety to feeling like other people make the decisions for you. For one, the pressure is off of you, and you are not responsible for when things go wrong. However, it comes at a price. You will have to watch others decide your fate. You will never achieve success if you do not stand in your own power.

There are things in life that you cannot control. Things that happen outside of you and the choices other people are going to make fall into this category. You will never have control over your life if you do not learn to recognize the difference between what you can and cannot have any impact on. The first thing you need to remember here is that the only thing you truly can control is your actions and your reactions to stimuli.

This is not to say you cannot be provoked or tempted to lose your temper. When someone says or does something rude to you, it will only be natural to feel anger. You will have fleeting thoughts of acting out in anger. However, if your thoughts become a reality and you actually follow through with your impulses, you must hold yourself accountable for it. Everything we do is a choice we make. No one can make anyone else react in a certain way. It will be an empowering moment when you realize you have the power not to react when someone provoked you.

People who have hacked their minds place themselves in a position of having control over their lives. People who do not control their lives put themselves in the passenger's seat. They allow others to decide what is going to happen in their life. Everything a person does, they are gaining something from it. When someone relinquishes control over their life, they are able to place the blame on others when something goes wrong. That is one of the most prominent benefits of playing the role of a victim. If they are let go from their job, it is because their boss had it out for them from the start. If they never accomplished a goal they wanted to, someone held them back (the person they are in a relationship with tends to be the one this particular bit of blame is placed on). They can still be in a foul mood by the evening about a minor rude gesture from this morning, such as being cut off on the way to work. The problem with having this type of mindset is that you will always be unhappy and feel unfulfilled. Even if you shift the blame onto others, you will still feel a sense of shame within yourself.

If you want something, you have to hold onto it with both hands. If you want a music career, you have to create music and put it up somewhere that people will hear it. If you want to write a book, you need to start putting words down onto a page. If you want to start a business, you will need to bring in customers and develop a sellable product. All of these endeavors will require a lot of time

and effort. Anyone who is famous for achievements such as these put in such work and had to pick themselves back up after a lot of rejections.

You must learn how to deal with rejection in a healthy way instead of internalizing it if you ever hope to be successful. When you are developing your career, especially in the beginning, you will deal with a lot of rejection. Many young people today find themselves dejected because they are sending out job applications every day and either not getting any replies or being met with letters that tell them their application was declined. If these rejections are taken personally, the person is at risk for developing what is known as post-graduation depression. This means they are worried that they will never find employment or start their future. This anxiety causes them to want to avoid it. This means they will stop sending out applications or any other behaviors to seek employment. This is what happens when you interpret rejection as a personal failure instead of what it really is.

When you are rejected by a business or a person, you were just not a good fit for that particular situation. For example, if you ask someone out on a date and they turn you down, they are not trying to say you are undesirable. They are just not romantically interested in you. Your job application being declined does not mean you aren't hireable. There are only a certain number of people they can hire. They had to look through a lot of resumes and they saw someone whose credentials matched what type of person they were looking for. This time it was someone else. You will suffer indefinitely if you internalize rejection because it continues to happen to everyone throughout life.

This is something else not to lose sight of. Misfortunes happen to everyone. No one gets what they want all the time. It is an extremely unhealthy thought pattern to fall into, to start buying into the idea that everyone else is given everything while you are denied. This will cause a number of ill effects. For one, you will likely fall into a state of depression. You will also come to be resentful of others. You will spend a lot of time angry, which is not good for any aspect of your health.

While you need to chase the things you want, there is one caveat to this. There are things you will not obtain no matter how hard you want it, most often this comes in the form of unrequited love or trying to fit into a certain social group. It could also be when you are trying to convince a friend not to decide you know is a bad one, and you can foresee the consequences it will mean for them. None of these situations are ones you can change. This is because the power lies with the other person. In order to have a relationship, both people need to want it. If the other person does not love you back, it will never be real. If you don't have someone's approval, no amount of effort will gain it. It is actually an act of taking back your power to stop trying relentlessly to obtain the impossible.

All have us have looked at a friend or colleague and thought how easily success comes to them. They seem to ooze confidence and make the right decision, every time. Even if something does not go their way, they seem to take it in stride. Maybe they even say something like "Well, I can chalk that up to experience." They make a mental note of the event and how things went awry to be dissected later. What you do not see them doing is hurling negative thoughts onto themselves because this is a derailed that has nothing to do with attaining their goals.

It is important to visualize your goal to the point that you can really see yourself accomplishing it. You can consciously change your thought patterns to suit your path to success. “Don’t sweat the small stuff” is a commonly known aphorism, but it can be hard to put into practice. To some, it does not come naturally where there is an inclination to overanalyze what one does and how one appears in his/her interactions.

Removing negative thoughts from your mind before they have a chance to take root can free up a great deal of space in your mind before they have a chance to impede you on your journey to prosperity. The concept is sort of like Disk Cleanup on your computer. You can focus on the positive and tidy up the space in your mind.

Along with your own negative thoughts, we all have situations that cause stress for us. Some of those are unavoidable like the line being especially long at the grocery store or the traffic being particularly congested when it rains. However, we should also explore ways we can remove frustrations from our lives that are a matter of choice.

Let’s delve into some situations and, as we do, perhaps you can think of personal examples. First, there is a restaurant very near your house. Sometimes when you go, the experience is great; you have a good time and enjoy yourself. However, there is one particular waitress who is negative to the extent that her expression is constantly unhappy and even her voice shows little liveliness and vigor. When you eat your meal in this type of environment, it is bad for digestion and the mood lingers into your afternoon. You have a couple of options such as trying to ignore her, but instead, you can go to another restaurant down the street if you peer in the window and see her there. Another example could be that you are playing your favorite video game and someone is typing vile things on the screen and it is impacting your mood. Most games have a block player function so you can return to having the pleasurable distraction that your game was designed to be. Lastly, training your mind away from self-destructive behaviors such as looking at your ex-partner’s social media is vital to your path to success. This is an exercise in futility and will create bad feelings that will contaminate your path to success.

You can literally train your brain to stop obsessing over things that will cause feelings that will stress inhibit you from favorable outcomes. When stopping one behavior, it’s important to replace it with something else that is better for you. Writing down goals you want to achieve is an important step to making them a reality. The fact that you have begun to remove negative thoughts from your mind, staying away from situations that cause anxiety which will rip thoughts of your goals from your mind and moved on to positive thoughts will leave you energized. Your mind is clear and your thoughts are calm. Meditate on your goals and visualize yourself doing the steps that will take you to them. Is your goal to learn another language? Visualize yourself purchasing a book and signing up for a class. See yourself making flashcards for yourself so you can quiz yourself on your vocabulary words. You have questions at the back of your chapter and the instructor assigns some of them to you. Envision that you decide to do all the questions because you want to get more practice and learn more. As you think deeply about this goal, you can make decisions such as assigning yourself

moments where you will find someone to practice with and/or begin to think in your new language, perhaps for an entire afternoon.

With your freed up “disk space,” your brain is working faster, thinking ahead about your goals. You are giving yourself positive affirmations so you are no longer defeating yourself before you even set out to accomplish your goals. You are making plans that will take you closer to your goals.

How To Survive Manipulative People

In this section, you will learn how people try to manipulate you and then learn some basic tools that you can use to handle that form of manipulation. Now they are much more advanced techniques, but we'll talk about the simpler one. Here now let us talk about what is the difference between manipulation and coercion. Coercion involves the explicit use of force or threat, which means somebody, is threatening you. Are they actually using force to make you do something, but that is not what you're talking about here? We are talking about manipulation, which tends to be devious and indirect, and it is not in your best interest. You are not in the best interest of the target, whereby there are threats the threats are subdued or implied as opposed to direct.

Coercion is more like somebody putting a gun to your head while manipulation means putting a gun to their head to make it to do something or implying something bad about you. Deception is something that you can't have in manipulation. A person that is doing the manipulation actually believes what they are saying. So, they are not lying. That is why sometimes it is very hard to spot them because they actually believe what they are saying, and they don't deny the event, but they denied the meaning of the event, however, sometimes the false belief can almost be delusional.

Now, what is the ultimate solution we have talked about the types of people, and we have talked about the specific type of toxicity, so now what is the solution for dealing with this problem. It is very simple to deal with this problem, and the best way to deal with it is to cut these people from your life. It is very simple, but most times, people forget that it is an option.

How to apply these techniques against a manipulator

And let us look at some of how you might apply this technique. Now let's assume that you have a client putting her head on the floor and screaming and say that you didn't say or do something that she wanted you to do. So how do you respond to this kind of situation? The first one is to start begging her. But begging her is wrong because you are becoming overly helpful and you're obviously emotionally engaged. The next one is to call the police to drag her to a psychiatric hospital. Now, this is a problem too because you are overly punishing her, and she may make up something and complain to the medical board about abusing your powers or something like that. Or she may want to sue you because she was injured by the police.

So, this is an overreaction in the other way, and of course, you don't want to be directly involved by wrestling with her. So, all these are the kinds of reasons that she can sue you or report you against, and also you don't want to be so disconnected whereby you are completely indifferent to what she's doing. And you just walk down the hall, get a cup of coffee and check your email and just basically ignore her because that will even in bringing more intense responses.

So, an appropriate response is to wait for her and acknowledge her distress and then continue with the interaction. So, you want to be a non-reactive listener.

Know what you want and how you feel

The first one is to know what you want and how you feel. When you are connected to yourself, and you really love yourself, you will know if helping somebody or giving something to somebody is going to be good for you. If you are ready to give something to somebody else, you would check if it's coming from inside from you and coming from a genuine loving place and not from a place of guilt, shame, or manipulation. You will know if it is coming from you. And if you genuinely want to do that thing because you don't want to do something. If you feel guilty about it so that you won't have resentment about that person.

So, you should always do something from the kindness of your heart, and if you can't do that, then you should say no. You should try to put yourself first because while you want to do something for somebody else, you should know if that thing is going to be good for you.

Stand your ground

Now the next one is to stand your ground. This is the hardest situation to be in because you are not used to enforcing your boundaries with people. You are not used to standing up for yourself. So, once you know what you want, then telling somebody no might be uncomfortable for you because you have never done it before, but standing your ground is acknowledging that what you are doing is best for you and no one else. It won't make you a bad person, and it won't make you a selfish friend or anything like that, but it only means that you love yourself, and you tend to put yourself first.

You should know that you don't need to explain yourself in a detailed explanation as to why the answer is no. Simply telling somebody, "No, I cannot with a brief explanation is all you need." Anybody that loves you will respect the fact that your answer is no. But somebody that is manipulative or has a fragile ego or does not love you is going to backlash you. So, before the manipulation starts, the guilt may come and then the shame, and then when it doesn't work for them there real abusive behavior comes into play.

Be prepared for Backlash

The next one is to be prepared for backlash. This is the part that the person will tell you that you are selfish and he always does things for you, but you never do things back for him and why would he even have someone like you in his life, and all he is asking from you is simple favor, and you turned him down. He may start bullying you or start threatening you, and he will say something like, "I'm never going to do anything for you again." So, he will use a lot of things to throw you off your game, so just expect it to come your way so that you will know how to handle it. You shouldn't get angry or defensive with the person you should see the person as who they are, and just sit back and stay in your truth on what you want and say no to them and only say "I'm sorry you feel that way."

That is one of the best things to say to a manipulated person because after you have seen it, the person won't really have anything again. After all, you are acknowledging that they feel a certain way, and you are sorry that they feel the way they feel. Now you have to remember that all these things are going to take a lot of time. It is going to take a lot of practice on your part, and it will take

time for the people around you to get used to it, but the more you continue to love yourself, the more it will become easier for you.

Cut them off

So, what you should do is to take a scaffold and cut that person out of your life like the way you will cut down a tree. This is what you should do because of the sponge mind effect that your mind has. It tends to soak everything off because of the averaging law. Once negativity steps into your system, it builds up, and it grows like cancer and starts spreading throughout your whole body and through your mind. Moreover, eventually, it will start affecting your habit, affect your way of thinking, and colors your perspective of the world.

So, this can be very dangerous if it is happening over a long time, so you have to build the courage to cut these people out of your life. One thing that you have to acknowledge to yourself is that it doesn't matter who that person is. If somebody is violating your standards and your principles in life, then that person should be cut out of your life. It doesn't matter who it is, whether he's your boss, or your co-workers, or your friends, or your customers. You can cut them out of your life. You could even cut your family out of your life. Most people have problems with their family, and they feel like they can't cut out their family out of their life. Or they feel like they have a very good old friend from Middle School that they have known for decades and they can't cut him. Or they can't cut a client because it's a really important client, and they can't cut their boss off from their work.

So, they give out so many excuses for who they can and cannot cut and why they are certain people in their life that they cannot cut. You have to accept that everybody can be cut out of your life. You need to have boundaries, and you need to have principles as a human being. You hold onto yourself to keep those principles, and you hold onto other people to keep those principles. Now, this doesn't mean that you have to be like a stickler and just cut somebody off for any stupid reason.

It only means that when somebody violates your rules, you can cut them out of your life. Now the closer the person is to you and the more important they are, the more leeway that you can give them. These are people like your mum, your dad, your brother, your sister, or your children. You still need to have boundaries because if you don't set boundaries subconsciously, they will realize that you have no boundaries and people that are close to you will be looking for what they can get away with, and they will keep getting away with more and more things.

So, these toxic people are not really self-developed. They are not operating from a high place of consciousness; they are just running their life like an animal. They have a very animalistic lifestyle, they have low consciousness, and they are just doing the easiest things in life. And those type of people tends to demand more out of life from you. They tend to be a bigger drag. So, for those types of people, you need to set boundaries.

So right now, you have to acknowledge to yourself that there are some circumstances that you can cut anybody even if the person is really close to you or even if it is a child of yours. If at some point, your child starts to behave ridiculously and doing very wrong things after some time, you have to set

some boundaries, and you have to enforce those boundaries that need to have consequences, and you can't just be issuing idle threats. Because people will know that it is an empty threat, and they will keep breaking the boundaries of yours.

The person that you are going to cut as the Last Resort is your family. As for other people, you should have fewer reservations to cut. Now you should cut somebody out of your life depending on the type of person, their closeness to you, and they're important to you. You should sit down with the person and tell them the problem that you have with them and tell them that it is over don't contact me anymore and I will not contact you again and then just draw a line. You can simply delete the person's number if the person is a casual acquaintance. Don't contact them anymore, block their numbers, block their emails, and block whatever means of communication that they are using for you. Or just stop responding to them. If you are in a relationship like an intimate relationship, then break up with that person.

Breaking up is tough, but sometimes you have to deal with it. If you're in a marriage and the other person is toxic, then consider going for a divorce. Now that may be a nasty process, but it is better than sitting in a toxic marriage for 10 or 20 years. You will not be able to sit that kind of relationship for a long time. So, you should cut the marriage off so that it will not get worse than it is.

If it is in your career, and your business considers quitting your job, or change your job or move to a different department or do a different type of job in the company. If you are the boss or you are self-employed and you have toxic employees, then you can consider firing them. If you have contracts with bad customers, then cut off those contracts and say no to them even though they are going to bring you more clients.

And if the worst comes to the worst and you are in a negative environment, or you are in a really bad part of the city, or you are living in a bad part of the State, or you are in living in a toxic country, then consider relocating. if the worst comes to the worst, you could go to a new city or go to a new country. You need to do that because your environment is very influential on the kind of life that you have and the kind of emotions that you will feel, and the kind of success that you will get. So, take this thing seriously. Now you don't need to cut everybody from your life. Sometimes you might just need to do a reformation.

If somebody is violating your values and you are fed up with all the toxicity, you can sit down that with that person and tell the person what your boundaries are and what your expectations are. Now, this is going to be a difficult task, but you should have that talk and see what happens. Sometimes the talk will change the person, and the person will say, "I don't even realize that I was hurting you so badly, and I don't even realize that I was messing your life up with my toxicity or my negativity. Let me see if I can change something". Sometimes they will do that because they value the relationship, and they know that you will cut them off from your life if they don't.

Sometimes some of the people in a low conscious state that can't help themselves are maybe addicted to drugs or maybe they are depressed, or maybe they have a lot of bad habits, or maybe they don't

want to change and they don't care about changing. This could be the most common cause because these people don't care, they don't want to change and they are not going to accommodate you, so they are going to keep repeating and violating your values, and they won't listen to you, even if you talk to them. They will just continue running on autopilot and be breaking your boundaries.

Conclusion

If you have once found yourself among the group of people who often wonder why humans act the way they do, it is a great pleasure to have had this rollercoaster ride with you around everything you need to know about dark psychology and mind control, how it works and why people use it. At the beginning of life, psychologists say humans are born in a state known as “tabula rasa,” which in English translates to a “blank slate.” Therefore, it is the interaction of nature and nurture of people that forms the personality of every human. Some may be smarter than others, while some will not be as smart.

Interestingly, the smart ones are the ones that can easily make use of mind control techniques to make their way through any situation. On the surface, these people may seem to just be going about life like every other human, but beyond the surface there are a lot of things going on within their psyche. They are always on the lookout for gestures, perceptions and even intuitions. These are the factors that will determine the way they relate to the things and the people around them.

With the use of mind control techniques, people can manipulate other people and situations so that they will be able to get the things they want whenever they want them. With the techniques discussed in this book, you have discovered ways to make sure that everything works in your favor. You can either brainwash, manipulate, seduce or even hypnotize your target(s) to get your desired result. Those that are not as smart will always fall prey to this kind of mind control techniques. They will always be at the receiving end of situations involving dark psychology. Mind controllers, instead of seeing people as partners with whom they can work with to achieve great results, would rather see others as tools to be used. This will result in adverse psychological effects that could get as serious as losing one's mind and sense of self. What's more, gaining control of the mind of another person can lead them to depression and suicide if it is not well managed.

In closing, this book has given you all you need to know about mind control. It is hoped by at this point you have learned how to spot, avoid and use these tools. Remember, mind control is not only about negativity, it can also be put to some positive use. Whatever you choose to use it for, this book has surely brought you all you need to make use of it.

