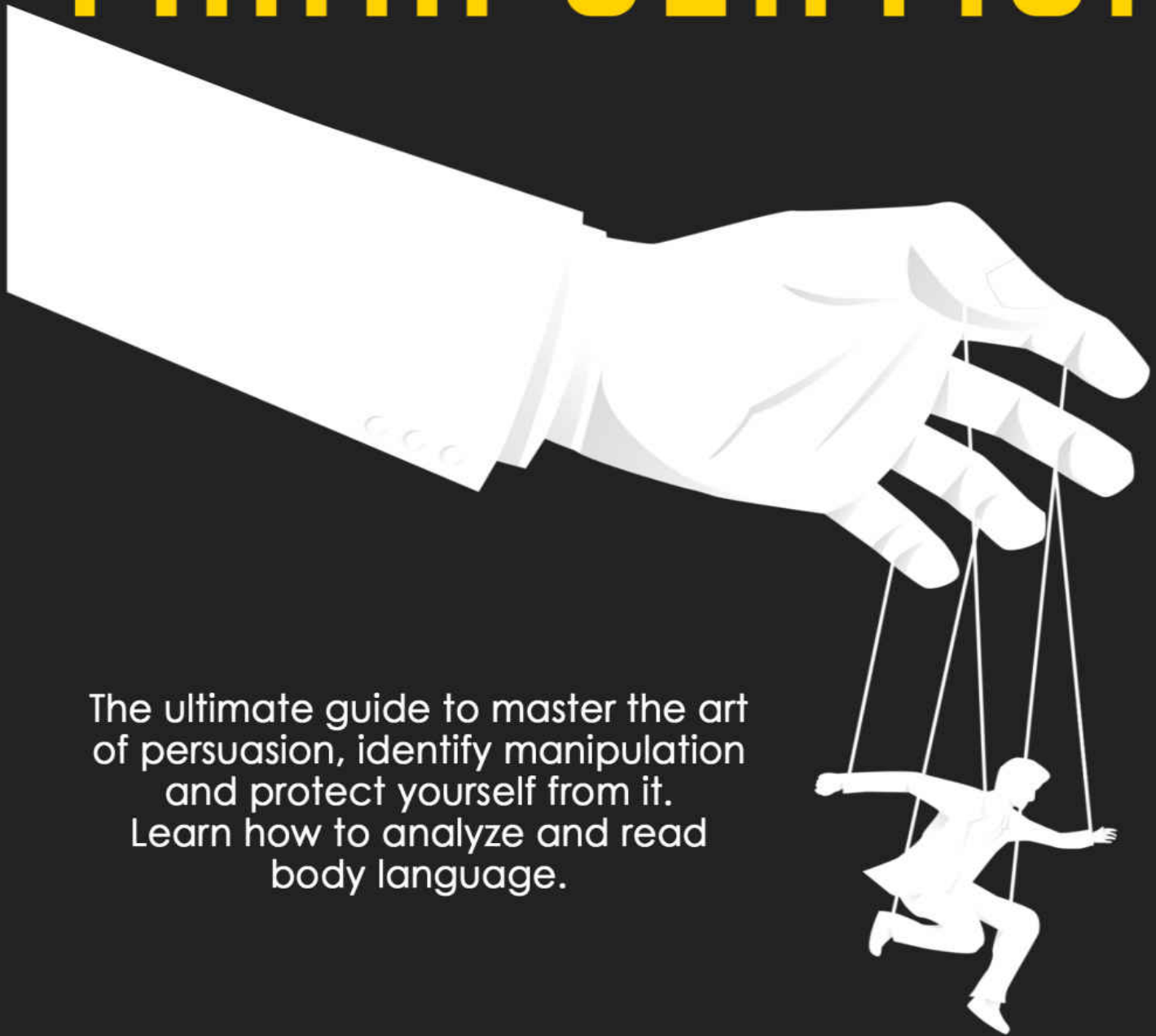


DARK PSYCHOLOGY and MANIPULATION



The ultimate guide to master the art of persuasion, identify manipulation and protect yourself from it. Learn how to analyze and read body language.

MARK
GOLEMAN

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Table of Contents

[Introduction](#)

[Chapter 1: What Is And What Is Not Dark Psychology](#)

[Chapter 2: Manipulation](#)

[Chapter 3: How to Protect Yourself From Manipulation?](#)

[Chapter 4: Manipulation Techniques](#)

[Chapter 5: Manipulation vs. Persuasion](#)

[Chapter 6: How To Use Dark Psychology And Manipulation In Daily Life](#)

[Chapter 7: Learn How to Use Manipulation to Your Advantage](#)

[Chapter 8: Deception](#)

[Chapter 9: What is NLP?](#)

[Chapter 10: Hypnosis](#)

[Chapter 11: Hypnotherapy](#)

[Chapter 12: Brainwashing](#)

[Chapter 13: Tips To Protect Yourself From Mind Control](#)

[Chapter 14: Dark Triad Personalities](#)

[Chapter 15: How To Analyze People](#)

[Chapter 16: Speed Reading](#)

[Chapter 17: How to Read Body Language?](#)

[Conclusion](#)

Introduction

The science of psychology is one that hasn't existed for as long as many other sciences. While geology, biology, and other hard sciences have existed for hundreds or even thousands of years, psychology was born in 1874 when German physiologist Wilhelm Wundt published a manuscript outlining the connections between the body's reactions the human mind titled *Principles of Physiological Psychology*. This manuscript would lay the foundation for many researchers to look into the science of the human mind and people's thought process. This research path would become a branch of science all its own, and that branch would be known as psychology. Although there are now many different kinds of psychology based on methods of treatment of other researchers' perspectives, it's essential to make the distinction of the birth of science generally better to understand the idea of “dark” psychology.

The idea of dark psychology became popularized when the dark triad of human traits became a general topic. This dark triad of personality traits can be found in just about everybody. Still, the combination of the three traits—psychopathy, narcissism, and Machiavellianism—makes up the whole idea of a wrong person, in their rawest and simplest form. Research of these dark three traits can be found, especially in criminal or deviant psychology. Everyone can show signs of at least one of these traits, but they are a staple of manipulative and evil people. When the ideas of these dark psychological qualities became associated with deviance or criminal behavior, more research was done on the ideas behind what made some people deviant and what made some psychology “dark.” These ideas of “dark psychology” ultimately stem from manipulation methods to convince people to lean your way or get what you want out of the people around you.

Unfortunately, there's no way for you to magically get what you want out of anyone you ask—although you can make your chances of success with certain people better by using some of these tricks, there's no guarantee or 100% success rate. There will always be some things you have to work for or go “the long way” to get. If anything, these tips and tricks are no shortcuts to get anything that you want. Still, they're ways for you to check yourself to make sure that you're also able to protect yourself from that

same manipulation in addition to manipulating others. There will be many times when people try to use these tricks to get information or a favor out of you, and reading this manuscript will make those tricks less likely to work on you. And by understanding more about the dark triad of personality traits, in particular, you'll be more able to spot people with these traits easily, and you'll be able to avoid potentially dangerous or toxic people before it's too late.

In 2006, Michael Nuccitelli published his analysis of the human condition's more evil unit, titled *Dark Side of The Human Consciousness Concept*. In his research, Nuccitelli asserted that all humans have the ability and often the motivation to harm or victimize others. While most people don't act on these impulses, a small percentage of people that feel the desire to brutalize other people will do so based on that craving. 50% commits acts of brutalization or harm to others to fulfill some abstract sense of malice. In contrast, the whopping majority of the human race only ever acts out to achieve a purpose which they prioritize in their life. This motivation is often some attempt at the grasp of power over others or a situation in their life. The power can be literal, emotional, or spiritual. Because humans, acting under Nuccitelli's understanding of dark psychology, rarely act purely on malevolent or malicious impulses no matter how deviant or criminally attuned they are, humans are also most naturally able to do good things rather than vicious, "evil" things. When people do hateful things purely for the sake of inflicting physical or emotional harm onto others, Nuccitelli implies, they're acting as a total outlier of the majority of humanity. So, dark psychology is not the art of being evil or downright malicious. Dark psychology is very merely the unit of psychology wherein, not everything serves to understand your mind better and alleviating negative feelings. While most psychology serves the purpose of helping others, the primary directive for dark psychology is to help yourself—be able to understand people better so you can avoid negative ones, and use mind tools in able to get what you want. This is how you can use dark psychology for your benefit without turning it into a weapon.

This book will teach you everything you need to know about dark psychology's intricacies, ranging from understanding body language to how to manipulate other people. Focusing on a wide range of techniques and skills, you will learn the steps involved in taking over another person's mind

and the importance of ethics. Some persuasion is relatively harmless and benefits everyone involved. Other manipulation and mind control are entirely selfish, seeking to do nothing but help the manipulator. When you understand that fine line between ethical and unethical, as well as the steps involved, you will find yourself able to influence those around you.

Chapter 1: What Is And What Is Not Dark Psychology



Dark psychology is the study of why some people are **horrible**. More specifically, though, dark psychology seeks to elucidate how and why some people prey on others. It assumes that everyone has dark urges sometimes—as humans, we simply can’t help imagining being mean to someone or ways we could emotionally manipulate them into doing what we want. When we get angry, for example, we may exaggerate and say, “I just want to **kill** them” or “I’m so angry that I just want to hit them.” Most of us would never really do those things, though—we suppress these sorts of impulses and don’t act on them. We know that taking advantage of others and mistreating them is fundamentally wrong. Dark psychology seeks to understand those who are **not** like us—those who act on their worst urges towards others, who steal, cheat, lie, and continuously manipulate to get what they want or think they deserve.

This is in stark contrast to positive psychology, which studies which qualities and practices enable a person to live a happy, successful life. In general dark psychology, and its encompassed actions and behaviors can be traced back to the fundamental drive all humans have somewhere in their psyche to put their own goals and needs above others'. Forensic consultant and licensed psychologist Dr. Michael Nuccitelli did the pioneering work to develop this concept of dark psychology as a separate field. He sought to understand the thought processes that lead human beings to prey on others. In Dark Psychology, there is an assumption that while some predators commit atrocious acts for sex, money, or some other goal, others do terrible things without a purpose. They simply want to hurt someone or feel powerful just for the sake of it.

Before we go into further depth on dark psychology, there are some concepts you should keep in mind. The first one is *dark continuum*. Naturally, most callous, manipulative behavior exists somewhere on a spectrum. The dark continuum refers to the fact that these sorts of behaviors can range from being a slight nuisance to other people to causing harm and death. Where one's actions fit in along the dark continuum is called the *dark factor*. Everyone has a dark factor to some degree or another, but it is not the same. A person's dark factor is the result of their experiences, genetics, and personality. For example, someone may develop a more vital dark element if they grow up in an abusive household because they have seen despicable behavior normalized and learned that hurting others is acceptable. The *dark singularity* is the theoretical place in a person's mind that allows them to commit terrible acts without a purpose. The dark singularity is the place in someone's mind that wants to hurt others only for its own sake. As a dark factor, the dark singularity is on the dark continuum's rightmost end, which no one ever reaches. However, the most extreme psychopaths, such as murderers and rapists, are unconsciously always searching to reach this place. No one can get it, however, because all behavior is purposive to some degree or another. Hurting someone for no reason other than to feel powerful still means there is a purpose to the offensive action.

When you combine the dark continuum and the dark factor, you get the dark singularity. Factors outside a person's control, such a circumstance, and opportunity, either hinder or facilitate someone's ability to reach the

dark singularity. The destructive person is always attempting to approach the dark singularity but never can. So, when you take the dark continuum, whose unclear factors are affected by outside circumstances, you can see how close someone comes to the dark singularity.

For a brief introduction to what dark psychology may look like in your own life, I'll provide a few examples of what dark psychology looks like in everyday instances. Have you ever met someone who showers you with affection and tells you you're perfect for them, despite not knowing each other very well? This type of person will shower you with compliments and gifts and **continuously** remind you of their undying commitment to you. Then they reveal their true selves—as soon as you disagree with this person or give them any reason to doubt your reciprocity, they will turn on you. They may call you selfish or become very angry and abusive towards you. This is called love bombing. It works because showering you with affection will make you more committed to the relationship and more likely to entangle yourself with this person, giving you no way to leave them. Once you are trapped, the abusive person can reveal their true self; their inner core is manipulative, possessive, and downright nasty.

The choice restriction is another common tactic you have probably experienced. The choice restriction is when a person may give you individual choices about a decision to distract you from the selection they do not want you to make. An example of choice restriction may be speaking favorably about two choices a person may have: the manipulator's more desired outcomes and ignoring or talking badly about the third option. Objectively speaking, all three options are equally valid in the situation. Still, the manipulator seeks a specific outcome, so he or she will distort information about each of the three to push their victim in the direction they want them to go.

Also, you've experienced covert emotional manipulation (CEM) or maybe even done it yourself. CEM is a tactic wherein the manipulator uses subtle cues and actions to manipulate someone. It may include the silent treatment or guilt-tripping. Essentially, CEM unconsciously leads the victim to doubt themselves or feel more reliant or indebted to the manipulator. Over time, the victim may continuously second guess themselves, have low self-

esteem, or do anything they can to please the manipulator and not incur any more CEM tactics.

So, why is dark psychology-- the science of evil, meanness, cruelty, and callousness—worth studying and devoting a whole vocabulary too? By knowing more about the worst individuals, we can protect ourselves—while we may not be able to empathize with those who seek to hurt us, and we shouldn't understanding what their tactics may be. The signs of a manipulative or cruel person may help us avoid them.

From a more clinical standpoint, all humans have a lot to learn about ourselves from those among us who are most evil. Those with antisocial personality disorder (ASPD), known as psychopaths, can teach us quite a bit about responses to stressors and the reasons and mechanisms through which some people become impossibly cruel. ASPD can be thought of as consisting of two significant pieces; one piece is a personality lacking in remorse and empathy with little emotional depth, callousness, and a lack of care and regard for others. The other work of this personality disorder is antisocial behavior. Antisocial behaviors include patterns such as poor impulse control, inappropriate displays of anger, and irresponsibility. The core emotional and personality traits of ASPD seem to be highly heritable, which means that having a close relative, such as a parent, with these traits significantly increases the likelihood that you will have them. Higher levels of the personality traits associated with this disorder are relatively reliable predictors of the associated behaviors beforehand described.

Aside from these facts, there are a few others that may surprise you. For example, while the personality traits associated with ASPD may be highly heritable, the behaviors are not. In other words, having a cruel parent will not necessarily make you a nasty person. Instead of being a matter of genetics, the risk of engaging in antisocial behaviors seemed to be determined more by environmental factors a child may have been exposed to, such as trauma, poverty, or a delinquent group of friends. These risk factors, however, tend not to precede the antisocial personality traits a child may possess. In other words, personality traits determined by genes combined with an environment leading to antisocial behavior make a psychopath.

What does this tell us about ourselves? From antisocial personality disorder, we can understand that darkness and evil can consume anyone, depending on their surroundings and upbringing. While those who have been mistreated by a parent and develop this disorder don't have a choice, as adults, we may surround ourselves with those who bring out the worst in us, even if we will never develop a full-blown personality disorder.

Chapter 2: Manipulation



Manipulation is a type of social influence in which the goals are to alter others' behavior or perception using techniques, either direct or indirect. Some methods may be considered underhanded; some may not.

Such techniques could be regarded as exploitative and devious by promoting the manipulator's interests, often at another's cost.

Although social influence or impact may represent underhanded manipulation depending on context and motivations, the concept or exercise it is not necessarily negative of social power. Use the necessary tools to your advantage. Ask curious questions, take advantage of time, don't allow yourself to take the blame, and be polite but firm.

Asking questions is an excellent way to take the attention of you back to your manipulator. This can be frustrating for them because they don't expect you to ask your questions, especially if they have already been

manipulating you. It's an excellent way to fluster them and make them aware of their own game. They will have to regroup or turn the tables and use another tactic on you, so be aware.

When you are being manipulated or if someone is attempting to get you to do something, you can quickly put them off by saying something along the lines of, "I'll have to think about it." On an everyday basis, your manipulator expects you not to think but do. This can stir them up a bit and confuse them when you don't jump to their demands.

Avoiding people or situations that make you uncomfortable is also another way to deal with manipulation. If you know a person is manipulating, you stay away from them, at least until you can either take control or ignore their tactics. If there are certain places where you feel uncomfortable where there are people who try to get you to do things you don't want to, stay away from that place. It will make life a lot less stressful if you follow your instincts and stay away.

One of the target's most significant issues is taking blame or feeling as if there is something wrong with them. This is manipulator tries to convince you of, then you are one step ahead of them. No matter what they say, you have to take a step back and believe in yourself. Have the positivity that overpowers their negative energy. Allow their remarks and actions to wash over you without allowing them to soak in.

Things to keep in mind about your manipulator:

Most generally, they are just bullies

Usually, a manipulator will back down if you begin to put your foot down. They like passive and compliant people, those easy to control. Once it isn't easy, they will most likely give up.

Often, your manipulator is a victim as well, and this is how they cope. Now that doesn't make it right, but maybe it makes it a little more understanding. Someone who doesn't have any control in their life or is being abused wants to find their power. They search for someone they consider weaker than they are and target them. It makes them feel more robust and less vulnerable.

Other times none of this is the case, and they just are what they are: manipulators through and through. You cannot change them, but you can overpower them and disallow them to control you.

Once you have taken control, you need to set boundaries. Boundaries are essential, especially for people with who you have no choice but to deal regularly. You don't have the luxury of totally taking them out of your life. If this is the case keeping your boundaries and setting consequences for them, crossing the boundaries is essential. This shows them that you are severe and may make them rethink you as a weak individual. But be consistent. Just like a child, if you slip up even once, your manipulator will take that as a free pass and continue to push the limits. What is Manipulation?

Manipulation deals with using your actions, mannerisms, hands, and even other parts of your body to get someone to do what you want or to shape a situation to your desire. You could think of it as selfish, but I tell you that there is a drive-in for every wrongdoing. Therefore, the drive behind manipulation could be positively used. An instance can be seen in how a good DJ tries to bring different music modes together to display his skills in bringing many tunes together into a lovely mix of sounds to the audience. We could say this is almost unfair to the original artist of each song. Also, someone that is good at manipulating would know how to do so in words, emotions, and feelings to the very end of getting his or her main desire.

The practice of manipulation could involve using an indirect scheme and plan to be in charge of relationships. Periodic manipulation consists of telling a friend that they are looking well when they are mentally depressed or/and physically down. This is quite technical as it will affect your friend's perceptions of you, which will eventually translate to how the person relates to you. Emotional abuse can be associated with manipulation, especially when it is experienced in very close relationships. Depending on the point of view, someone can consider manipulation negative when the person being manipulated is affected physically, emotionally, or mentally. In contrast, another person can argue that conducting help to put one's surroundings and environment, including people, into subjection and under control. Moreover, manipulators could find it hard to connect with their

original selves, and being manipulated can lead to ill effects in an individual.

To understand manipulation, you have to identify the significant three distinct types. First, we have manipulation of options in which rewards or threats modify the environment's options. The second one is the manipulation of information; here, the individual's way of perceiving things is adjusted. The understanding of the situation gets affected. Also, psychological manipulation is a process of influencing someone such that there is a change in mental cognition.

During manipulative encounters, there are four main components of manipulations: the hearer, motive, covertness, and interest of the speaker. These are usually referred to as prerequisites to manipulation. Any form of manipulation is geared towards affecting a hearer or victim. The target often will behave in such a way to oppose how he acts before being manipulated. In a manipulative situation, the manipulator has a broader vision spectrum, which means that the manipulator knows much better than the target.

Talking about motive, is this not what characterizes manipulation itself? The intention of the speaker determines to what extent the target is manipulated. However, this intention cannot be known to the hearer else; it would be self-defeating. There is usually a communication involving the hearer, the speaker, and the speaker's communicated motives.

For the widespread view on manipulation to hold, it then needs to remain covert. To a large extent, I can assume that the speaker's motive is a critical feature in manipulation. It is designed to suit the desire and interest of the speaker. I can also tell you that there is a correlation between a manipulative mechanism and the manipulator's motive.

It is imperative to know that manipulations can be done unconsciously or without being aware, while some people manipulate deliberately. Intentional manipulators are tricky. They would even brag about what they do because they are very much aware. The game known as manipulation enables manipulators to be wise, smart, and cunning at the same time. They are also self-centered, so you cannot claim to be good at manipulating and care for others.

Various Forms of Manipulation

- Unintentional resistance to others' demands can be making excuses, blaming others, sarcasm, hiding anger, among others.
- Indirect or Implied Threats. An example of this is when, as a mother, you give your child a bad look for dropping his or her dirty uniform on the floor.
- Deceitfulness in character or behavior includes cheating, fabrication, corruption, and even stealing.
- Selfishness in disseminating useful information. For example, you have a friend that needs a job as you are, and where you get information about companies having vacancies, you hold it back from him or her.
- She is making someone leave a company or association of loved ones. A single mother could fall into this category, where because of hatred from the child's father, she isolates the child from the father and his family, who truly loves him.
- Attempt to destabilize someone's belief. This often leads to misdirection, denial, and low self-esteem.
- Forcefully criticizing, insulting, or denouncing another person. A typical example is bullying
- It is achieving a goal via sexual intercourse. This is common among employers and employees.

However, if manipulation is not being addressed, people who are being manipulated can suffer from poor mental health. Chronic manipulation could result in depression, anxiety, wrong coping methods, lying, and difficulty trusting people. It could also make a victim lose his or her value system and doubt things in their real sense. An instance was illustrated in a classic movie titled *Gaslight*. In a subtle manner, the husband of a woman manipulated her until she no longer depends on how she perceives things. The man secretly turned down the gaslights, and he made his wife believe that the way the light looks dim was all in her head.

Manipulators are also good at saying sweet things their victims would like, and most words from them are not all that true. They take advantage of being skilled in this to develop a close and fantastic connection with people. A manipulator will deliberately create an imbalanced way of using a victim

to their advantage. Until such a person gets what he/she wants, they can go to any length.

There is some subtle behavior that you should smell manipulation when you sense them either from you or others. Instances include acting dumb and pretending to be friendly and lovely all the time. If we all what to be truthful, at a point or the other in our lives, we have been manipulative. Sometimes, to control people, tell a lie to get out of a situation, or even flatter. To some people, it is a way of life.

As you know, or have even experienced, manipulators are everywhere and around us. The question should be, what personalities do they possess? A manipulator could be your next-door friend who spreads gist and gossip about you. They could even be your family members who make people around them feel insecure or who always create chaos, so in the end, anybody could manipulate you. On the road, manipulators are usually criminals who rely on gimmicks to distract you from taking your belongings.

Common Traits

Use of Language

We have shown how powerful language can be an excellent tool for persuasion. There is more to the manipulative controller, though, than mere words. They will use tactics that mislead and unbalance their target's inner thoughts. We now understand that through language, they will:

- Use mistruths to mislead and confuse their target's regular thinking pattern.
- Force their target to decide the speed, so they don't have time to analyze and think.
- Overwhelmingly talk to their target, making them feel small.
- Criticize their target's judgment, so they begin to lose their self-esteem.
- Raise the tone of their voice and not be afraid to use aggressive body language.
- Ignore their target's needs. They are only interested in getting what they want and at any cost.

Invasion of Personal Space

Most of us set boundaries around ourselves without realizing we are doing so. It is a kind of unspoken rule to protect our private space, such as not sitting so close that you are touching another person, especially a stranger. A manipulative character cares nothing about overstepping such boundaries. Whether this is because they do not understand or they do not care is unclear. Initially, they are unlikely to invade their target's personal space. They will seek to build up a good rapport first. This shows that they understand boundaries because once they gain the confidence of their target, they will then ignore them.

Fodder for Thought

Manipulators tend to be very selfish, with limited social skills. Their only concern is for themselves. Everything they do in life will be concerning how it affects them, not how their actions affect others. Does this mean that they have a psychopathic disorder?

Take empathy, for instance. Controlling manipulators are unlikely ever to show kindness. The heart is a natural human emotion that aids in our survival techniques. A study by Meffert et al. indicates that those with a psychopathic disorder can control empathetic emotions (4c). They lack sympathy of any kind because another weakness is simply another tool for them. When they detect any fault in their target's resolve or personality, they will exploit it. The consequences to their victim are of little importance. The target's weakness feeds the manipulator's strength, making them bolder and often crueler in their actions.

Creating Rivalry

Another tactic of the controlling manipulator is backstabbing. They may tell you how great a person you are to your face, making themselves look good. Behind your back, they are busy spreading malicious gossip and untruths about you. This is a classic trait of a controlling manipulator as it creates a rivalry between people. Then, they can pick sides that will make them look favorable, particularly to their target. It can act as the first stage of getting close to their target. Once bonded, they can start to build up trust, making it easier to manipulate the target in the future. If you recognize a backstabber, keep them at a distance. Their plan is selfish, so it is better not to let them into your personal life. There is no point in treating them as they treat you in revenge. It will turn out to be exhausting, playing them at their own game. If they know that you are on to them, they may attempt to lure you back with praise; remember that it is false.

Domineering Personality

It is unlikely that a manipulative person will outwardly show any form of weakness. An essential part of their facade is to show conviction about their views. They seek to impress, believing they are right about everything.

Almost to the point that if they realize they are wrong, they will still argue that they are right. On a one-to-one level, that invariably means that your position is always wrong. As they will chip away at your beliefs, they seek to undermine your sense of self-esteem. Once they have achieved this, then there is no holding them back. They seek to domineer others, often speaking with a condescending tone to belittle their victims. Using ridicule is yet another tool against their target, merely because it will make themselves look better. If you ridicule them back, they will seek to turn the tables, accusing you of being oversensitive to their “joke.” The kind of joke that only the teller sees the funny side.

Passive Aggressive Behavior

A common trait of many hard-core manipulators is passive-aggressive behavior. Because they prefer to be popular, they do not wish to be seen as doing anything wrong. Not that a manipulator would ever admit to doing anything wrong. They are experts with facial expressions that are meant to dominate and intimidate. This may include; knitting eyebrows, grinding teeth, and rolling eyes. It may also include noises such as tutting and grunting sounds. It is a prevalent behavior for such a character, as little anyone else has to say that they will agree upon. For most manipulators, it is their life’s ambition to show people up by proving them wrong.

This ranges from the aggressive look, where they seek to stare their target down. Or, It could be in response to their disagreement on something their target said. They may smirk and shake their head, turn their back, anything to show their strong disapproval. It is all a ploy to make themselves look superior and put others down.

Moody Blues

What of the emotional stability of the manipulator? Is it that which makes them behave the way they do? Do they even know what happiness is? The answer to that is a most definite yes, at least to the latter.

Happiness is a tool used initially to help them manipulate. A happy target is more likely to comply. This, in itself, makes the manipulator happy, or at least in the sense of what they consider happiness. But their joyfulness is a

perverted model of what most others think pleasure to be. Their satisfaction was built on the foundations of another's misery. A misery that they have caused with their cruel manipulations. Equally, though, a manipulator is prone to mood swings. Most likely to happen when things are not going to plan. One minute they are euphoric at their latest conquest. Then next, they could be deflated entirely at their failure to succeed. One thing is sure for those who live with or become a target of this type of authoritarian character, they will be unhappy all the time.

Intimidation

One aspect of manipulation, often used as a last resort, is intimidation and bullying. When everything else has failed, they begin to use threats to get their way. Some, though, may use pressure from the onset. It may in a source of authority. For example, let's take the role of a manipulative boss. You have requested a day off. They don't want to allow you your request but have no choice. It is your right. This type of person would like their pound of flesh first. They will set goals for you to reach to delay or cancel your request, such as moving project deadlines forward. This way, they have their little victory over you.

Alternatively, such a manipulator may use the tactic of the silent treatment. Ignoring someone to the point that it becomes apparent you have displeased them. They seek to make you feel the guilty party.

Other more direct intimidating actions may include stance. Using their height or build to tower over you, or standing uncomfortably close.

Be careful as they will seek revenge for wrongdoings they perceive done to them. Nothing will go unnoticed under their watchful eye. Everyone is a potential target. But, the weak are more likely to walk into their traps because they are the ones who are more comfortable to dominate. The vulnerable will have little resistance and are easier to bully and coerce. Many of these traits seem more fitting to men, but women can be cruelly manipulative too.

This is a person who will never back down in an argument. Never admit they are wrong. Never apologize for anything. A manipulator will never show respect but will expect everyone else to show them respect.

They love nothing more than to embarrass others. Playing the dumb one is common practice, just to force another person to explain themselves further. At every opportunity, the manipulator will jump in with some sarcastic remark, “hurry up, we’re all waiting for your intellectual explanation,” or “why has no one else ever heard of this?” Their sole aim is to make the other person look a fool, but without seeming to be the one who made it happen. *Oh no, the victim did that to themselves because they are stupid.*

Behavioral Traits of Favorite Victims of Manipulators

Sensitive people

Power is a component of manipulation, but not the only element. Intelligent and sensitive people have control, but they do not use it to manipulate others. The person who does the manipulation is the one that has greater comparative power and is unable to get what he wants in mutual agreement or thought other means and rests to an underhanded tactic, which usually results in manipulation.

To neutralize the emotional manipulation, you have to stop caring what the other person says or feels. This balances the power they have over you. Power to compel action using external force is not emotional manipulation – and if you believe that physical harm may result from a denial of a request by the aggressor, you have a problem more significant than emotional manipulation and beyond the scope of the topic. But the power to compel you from within you is emotional manipulation. That gives you two alternatives. First, it can weaken you out or make you realize that you have the ultimate power over what goes on inside. Don't let anyone on the outside dictate what goes on inside.

Ultimately only you have the power of your destiny, and you need to make it a habit to remember that.

Emphatic people

An empath is someone who absorbs more emotion than a typical person. If they can sense tremendously more than anyone else, then the slight detection the other person would like you to do something for them will be magnified, and they would go about doing it just so as not to feel bad about it. This does not mean the other person has power over the empath.

It is more prevalent that women are more empathic and the softer side of the equation. Nothing wrong with that, but when you remind someone that that is who they are, they take on the stereotypes, and then they become easier to manipulate.

Being told that you are beautiful, sexy, gorgeous are all ways that lead to a specific form of weakening of your intellect, and those results in the path to manipulation. Well, not all times, but it can be. Men tend to pay obsequious complements to women so that they can take advantage of the situation. It is not the complement that breaks them, but the reminder that they are women in conjunction with the supplement.

Your frame of mind needs to be strengthened before the event. It's like building the walls to a medieval city. You don't erect the barriers just when the marauding armies arrive. You make them ahead of time.

The other thing you have to do is alter the stereotype you have of your gender and yourself. Once you neutralize that, it's harder for anyone to use that to get you to submit. If you look at the art of enslaving people, a few slave owners can control hundreds of slaves even today. Why? Can't the slaves overpower them with numbers? No, because their frame of mind has been manipulated and their mind has submitted,

Protect your mind and thoughts, and you will be able to fend off a large part of the manipulating aggressor.

Fear of loneliness

A victim who seems lonely, seeking support, comfort, and desperation is more likely to be love-bombed and at a higher intensity than others. If the victim is more grounded, they will need a less intense, and maybe more subtle, way in the love bombing.

The idea behind working with love bombing is that it will create an intense feeling of affection, trust, and compliance from the victim over to their manipulator. The extent to which love bombing will be used and the person it is used on will often depend on how the manipulator assesses the situation.

Fear of disappointing others

Suppose your insecurities are triggering you to believe negative thoughts, which will materialize into unfavorable activities. In that case, that's when your partnership can begin feeling several of the adverse effects of your insecurity. It might not take place overnight, yet understand that it's OK if

you require to overcome some insecurities, whether that's on your very own, with a therapist, or with the love and support of your companion. Below are seven signs that your instabilities are influencing your connection, according to professionals.

Instability comes from our concern of 'not having sufficient' or 'not being enough.' These anxieties are vanity based. When we are unconfident, we bother with what others think about us and do not have a strong feeling of self and even healthy self-worth. Here are a couple of indications of instability that can indicate you need to lock out the ego's voice and be true to on your own.

1. Flaunting

One of the most usual instability indicators is boasting regarding what you have and what you have attained. Troubled individuals possess of trying to thrill other individuals. They then end up being hopeless for recognition from the world's exterior. Nonetheless, if you have a protected sense of self, you don't feel the requirement to excite others regularly and certainly do not need other people to validate you.

2. Regulating

Individuals who are monitoring can occasionally appear to be stable. Nevertheless, controlling behavior originates from anxiety and also insecurity. It is just one of the most common indications of instability. When we are afraid that we may not be able to deal with what life tosses at us, we attempt frantically to regulate the globe around us and maintain it within appropriate boundaries so that we feel risk-free and safely secure. This can lead us to control other people as we can feel safe if they act in foreseeable ways. When we understand that we can handle life, whatever happens, we no more feel the demand to regulate every little thing to feel secure rigidly. After that, we can start to go with the flow and delight in life in all its messy glory.

3. Stress and anxiety

Anxiety often originates from a sensation of not being good enough, as well. Frequently when we are anxious, we are afraid of what other people may think of us, or we are so scared we will ruin in some way. Individuals that are protected in themselves don't feel anxious about points a lot. This is since they do not put so much emphasis on being right regularly. Although they might still establish high requirements for themselves, they do not defeat themselves for every regarded mistake. They approve that they are only human, which they will often obtain things wrong, and that's okay.

4. Individuals pleasing

A clear sign of instability is the demand to please other individuals at all times. This hinders living your very own life. It can occasionally seem like your life does not belong to you when you are regularly attempting to make others happy. People with high self-esteem show caring and empathy for others but do not feel they are accountable for others' happiness. And that is real. You are exempt from other individuals' satisfaction, and you do not require to secure or rescue them from every unpleasant thing they might experience.

If you are a people pleaser, you must make room in your life for you. You must obtain the possibility to do the things that make you happy and follow your very own desires and not merely assist others in accomplishing theirs. However, people-pleasing can result in bitterness and even a feeling of martyrdom. This is not a healthy and balanced method to be. People-pleasing is terrible for you and is likewise bad for others as it is often harmful to their growth, too.

5. Perfectionism

If you seem like nothing you do is good enough or spend an excessive amount of time obtaining points 'perfect,' then this may signify insecurity. This typically boils down to a fear of failure or criticism. You find it tough to let go and proceed from a job since you fear the outcome may not be what you hoped. Regrettably, this can result in you obtaining stuck, never finishing things, or investing much too lengthy on whatever you do. This can suggest you stop working to meet due dates or let people down. This harms your self-esteem and also can be a descending spiral. Perfectionism can be tough to escape from, but once again, having a healthy and balanced

feeling of self and being kinder and more accepting of that you are is the place to start.

6. Anxiety

Feelings of anxiety can often signify insecurity. Clinical depression can happen when a buildup of tension triggers you to pull back from life. Stress commonly makes us take out of the world to ensure that we won't get injured or criticized or won't fall short. By developing a strong feeling of self, you can venture out right into the world without a lot of anxiety and also anxiety. Of course, stress is not always straightforward to recoup from; however, beginning with small acts of self-care and being mild on your own is an excellent way to start to move out of crippling clinical depression.

Chapter 3: How to Protect Yourself From Manipulation



Manipulation commonly occurs when an individual is used for the benefit of others. It is a situation where the manipulator comes up with an

imbalance of power and goes ahead to exploit his victim just to serve their main agendas. Those who are manipulative are the kind of people who will disguise their desires and interests as yours. They will undertake all they can to make you believe that their own opinions are the objective facts. They will then act as if they are cornered. Manipulators will pretend to offer assistance to improve your attitude, performance and promise that they will help you improve your life in general. That is all that they want you to believe. The hidden truth is that these people's main aim is to control you and not control you, as they want you to feel. They are not interested in making your life better, but just to change you. They also want to validate their lives and make sure that you don't outgrow them.

Once you have given these characters back to your life, getting rid of them will not be easy. They will appear to flip flop on issues and act so slippery when you want to hold them accountable. They also tend to promise you help that doesn't seem to be near.

People can be manipulated when they opt to put up with passive-aggressive behaviors. According to a recent study published in the Journal of Social & Personal Relationships, offensive people tend to interfere with an individual's general performance. The study also noted that ignoring those who are negative could do you more harm than good. When these people are ignored, the research states that their productivity and intelligence is increased. Over 100 participants were examined for this study. Participants were asked to ignore or talk with random people who is either offensive or friendly.

The participants were not aware of the kind of people they were going to meet. After interacting for about four minutes, each participant was offered a thought exercise that needed them to have a better concentration. The study later noted that those who ignored the malicious individuals performed way much better than those who engaged them.

The researchers then summarized that ignoring some people in severe social interaction is one better way of conserving a person's mental resources. The best strategy is to avoid those who are negative in their speeches and actions. But at times, that can't be enough. A cynical person can also be manipulative and sneaky at times. In such situations, you will try to apply other strategies.

The truth is that being manipulated is not a good thing. The only possible worse thing than manipulation could just be admitting our dirty little secrets. Each time we realize that we have been manipulated, we feel stupid and ashamed and weak. And all that doesn't stop there. If we continue to fall for the tricks that these people lay on us, they will leave us with an awful feeling about everything around us. Instead of being hurt for another time, the best thing to do could just be not to trust anybody.

Manipulation can only be successful if the target fails to recognize it or just decide to allow it. But regardless of all that, there exist certain things that you can do to acknowledge that you are under manipulative powers. They can also help you to prevent or stop a possible case of manipulation. Some of the ideas may not be desirable or possible for your situation, but that's just fine because every situation and every person is different.

Know all your fundamental rights

One of the single most imperative guidelines when you are in this similar situation is to know all your fundamental rights. But that's not all. You should also recognize when there is a violation of any of those rights. Remember that you are at liberty to stand up for yourself and ensure no single breach of fundamental rights. You should, however, do this carefully and make sure that you do not harm others. Again, you should not forget that you might forfeit these rights if you cause harm to other people. Ensure you are conversant with some of the fundamental human rights such as:

The right

- to be treated with dignity and respect.
- To express one's wants, opinions, and feelings.
- To give no as an answer and maintain that without any guilty feelings.
- To set up one's standards and priorities.
- To take care and safeguard yourself from being emotionally, mentally, or physically threatened.

The mentioned fundamental rights show the extent to which your boundaries are supposed to reach. We are living in a society where people don't represent any of these rights. The mental manipulators are particularly

interested in depriving you of your rights so that they can fully control you and take advantage of you. However, you still have the moral authority and power to state that you are entirely in charge of your life and not the manipulator.

Maintain a distance from these people

As noted, one of the surest ways of detecting a manipulator is to check if the individual acts with different faces when in front of various people and situations. Whereas all of us have mastered this art of social differentiation, the mental manipulators are masters when it comes to dwelling in extremes – where they show great humility to one person and rude to the other. They can also feel so aggressive at one point and helpless the next minute. When you see this kind of behavior in people you are close to, the best thing to do is keep a healthy distance. You should also try to avoid engaging with these people until you are compelled to do that. Remember that some of the top causes of chronic psychological manipulation are deep-seated and complex; therefore, saving or changing these people cannot be your job.

Stop Self-Blaming & Personalization

Given that the manipulator plans to know where your weakness is and exploit it, you may even throw the blame game on yourself for not doing your best. It is imperative to reassure yourself that you are not part of the problem in such situations. Remember that you are just being manipulated to feel bad about your actions and surrender your rights and power in the end. It is vital to consider the kind of relationship you have with the manipulator as well. These are some of the questions that you should ask yourself:

- Am I getting respectful treatment?
- Is this relationship 1-way or 2-way?
- Am I satisfied being in this relationship?

The answers to these issues will offer you the most important clues about whether the problem is with the manipulator or you.

Probe the Manipulators

Mental manipulators will always make demands or requests from you. They do this to make you go the extra mile so that you can meet their needs. At times, it can be essential to focus on the manipulator each time you hear specific solicitations. Ask them some analytical questions to check if they are fully aware of their scheme's inequity. Ask them if their actions appear reasonable to them or if what they want from you is all fair.

When you step out to ask some of these questions, you are merely placing a mirror so the manipulator will be able to view the real nature of his/her ploy. If the manipulator happens to be a master of self-awareness, then he/she will withdraw and back down. On the other hand, real pathological manipulators will dismiss the question and insist on doing their way. When this takes place, ensure you stand up for your fundamental rights, and the manipulators will flee.

Say No in a Firm and Diplomatic Way

Saying no is a firm and diplomatic way of what is defined as real communication. It will allow you to stand your ground and maintain the best working relationship after sufficient articulation. It is important to remember that one of your fundamental human rights is to set your standards and priorities. It is also within your rights to say no without feeling guilt, as well as the right to pick your own healthy and happy life.

Set the Consequences

When a mental manipulator persists in violating the boundaries you have made and is not hearing your "no," you will be forced to deploy the consequences. The ability to point out and assert the products is one of the essential skills you can deploy to resist a manipulative person's efforts. When they are articulated effectively, results will stop the manipulative person's actions and even compel them to stop the violations and respect instead.

Confront the Bullies in a Safe Way

One fact that is unknown to many is that a mental manipulator can turn into a bully when they intimidate and harm others. It is important to note that bullies only prey on those they regard as the weakest, and you can make yourself a target when you remain compliant and passive. However, the fact

is that many bullies are cowards on the inside. They will often back up when their target starts to stand up for their rights. It is a common practice in office and surroundings, as well as in schoolyards.

Think about the long-term consequences of the actions you undertake

As opposed to just doing what is most comfortable and fastest, do not forget about your actions' consequences. Remember that psychological manipulators are the best for making their options the most comfortable, most rapid, and the least hurtful. They are also best at keeping the people focused on their current feelings. That explains why people do things they later regret. Instead of dealing with a consequence, later on, make sure you choose to do something that you won't be forced to rethink.

Chapter 4: Manipulation Techniques



Foot in the Door Technique

The foot in the door technique is probably one of the most well-known forms of manipulation considered one of the oldest. It dates back to when people use to go door to door trying to sell their product. Of course, the salespeople took the phrase a bit more literally than manipulators. While salespeople would place their foot in front of the door so the homeowner couldn't close it on them, manipulators take more of a mental and emotional stance towards this technique.

The first step manipulators use by asking for a small favor or “breaking the ice” through a short conversation. It helps the manipulators build a rapport with their target. For example, if they are trying to find a significant other, they will find a way to become compatible with their prey. They will then ask the person questions about what they like and mention they enjoy the same things.

This technique is how people get to know each other in a social setting. For example, have you ever been sitting at a club or coffee shop when someone came up to you and started small talk? They might have stated it was a busy night or a nice day. You might have agreed in some way, whether verbally or through your actions. Giving a reaction is letting the person keep their foot in the door. While you are probably just trying to be polite, they see it as a step into your life, depending on their motive.

Negative Reinforcement

Master manipulators will often use negative reinforcement to get you to stop doing something they don't like. This could be anything from going out with your friends, going back to college, or getting a job. Typically, they don't want anything that gives them a loss of control and threatens their environment.

When you start to do something they don't like, they will do something you don't like. It is the first step of negative reinforcement. They will continue to use negative reinforcement and other tactics to try to get you to stop doing what they don't like. Once they have manipulated you to prevent, they will then stop.

Negative reinforcement works when the manipulator starts to do something you don't like because you won't do what they want you to do. To get the manipulator to stop doing what you don't like, you have to do what they ask of you, even if you don't like it.

The main reason negative reinforcement is used is that it is more likely that you will do what they ask of you in the future without hesitation. This is especially true for manipulators who use any type of abuse to get you to stop doing something or to listen to them.

The Emotional Triangle

The emotional triangle is similar to a love triangle; however, it is used against you. The manipulator will use it to get you to do what they want. They will create a triangle with themselves, you, and a third person who is not directly involved in your relationship.

The manipulator will not hide the fact that they are interested in the third person, even if they aren't in truth. They will flirt with the person in front of you and even show affection toward the person. Sometimes they will use specific attachments that you like, whether rubbing the person's back or hugging them.

While it might be obvious, they like the other person, denying any type of affection in a confrontation. They will blame you, telling you that it is your insecurities and low self-esteem, which is making you believe this.

The emotional triangle's primary goal is you become insecure about your relationship, which means you will work harder to make your significant other happy. You will do what they ask, even if you don't want to or feel uncomfortable taking on the assignment.

Establishing Similarities

The foot in the door technique can often lead manipulators into another method where they establish similarities. For example, the manipulator might learn through observation or a friend who you like a particular coffee shop. Therefore, they will decide to run into you at the coffee shop, where they discuss how much you both enjoy the location and the coffee.

Manipulators will also mirror your actions. They will notice if you are putting your elbows on the table and do the same thing. They will see your hand gestures and how often you smile. They will then mirror these actions as well. This is a psychological tactic that reaches into your subconscious mind. It makes you feel like you can trust the person because you feel more connected, even if you don't realize they mirror your actions and behaviors.

Fear-Relief Technique

Fear is a strong emotion and can often cause us to react in extreme ways. People are typically uncomfortable with anxiety, which means they will want to find a way to ease their concerns. Because of this, manipulators commonly use the fear-relief technique as it allows them to gain the trust of their target by using emotion.

This technique is heavily used by manipulative people who create fear in giving you relief, making you more likely to listen to their requests next time. For example, if you and your significant other have a disagreement, which makes you leave the house and go for a drive or to a friend's house to vent. You come home, and your significant other is gone. You wait a couple of hours, and when they still don't return, you call their cell phone. They don't pick up. Another hour later, you try calling them again but receive their voicemail. At this point, you start to become anxious about the situation. You have left dozens of text messages, and they don't answer their phone. You begin to worry that something has happened to them. A couple of hours later, they send you a text that says they are on their way home, and everything is fine.

When you confront your significant other as they walk in the door about what they were doing, respond that you left, so they could too. They then tell you that as long as you do something like that to them, they can do it again.

Manipulators Will Put You on the Defense

Manipulators like to reach into your emotions because they are powerful. When you react with your feelings, you stop thinking, make irrational decisions, and have trouble remaining calm. This is how a manipulator wants you to respond because conversations where you feel rationally, and calmly do not go in their favor.

Therefore, manipulators use a tactic where they will put you on the defense. This means that you will feel like you need to explain yourself. You have to defend how you feel, who you are, and what you believe. This is one of the most tangible signs of manipulation, but people often don't notice it because it becomes familiar.

It is essential to realize that just because you find you are explaining something you believe to your significant other doesn't mean you are in a manipulative relationship. There are many times in a relationship that you might find yourself explaining why you support a cause your significant other doesn't or why you find something is fun when your partner doesn't. In a healthy relationship, you will find yourself explaining your beliefs and thoughts when your significant other wants to understand you to support

you. You will also ask you are significant others to present themselves so you can treat them the same way. In a manipulative relationship, your significant other will always put you on the defense, no matter what your action was. The only time you might not find yourself on the shield is if they approve of your behavior.

The Gaslighting Technique

Gaslighting is phrasing the manipulator will repeatedly use to make you believe a situation you remember is wrong. Some of the most common phrases include “You can’t be serious,” “I never said that,” “You don’t remember it correctly,” “Are you crazy?” and “You imagine it.” While you might feel that you are right, the manipulator will continue to stand by what they say, believe, or even give you their version of the situation. They might mix gaslighting with other tactics for you to start questioning yourself. They will continue to break you down through gaslighting or simply find a way to end the conversation.

Gaslighting is a very dangerous tactic because it is used to distort your reality. If used enough, you might start to feel that you are crazy or imagine all these situations. This will mentally and emotionally break you down even further, which will allow the manipulator to gain the upper hand as you start to distrust your thoughts, emotions, and abilities. You begin to doubt your reality, making you believe that you do not see what you see, and you do not hear what you hear.

Traumatic One Trial Learning Technique

Manipulators are good at putting on an act. They don’t always mean what they say or how they feel but will get you to believe that they do. One technique that manipulators use to get you to listen to them better to keep you under control is called traumatic one-trial learning.

When a manipulator uses this technique, they will become angry when they feel you have done something wrong. For example, if you come home later than you said you would, your significant other might yell, make you feel ashamed, or become verbally abusive. They will act in a way they know will make you fear their anger, so you are less likely to do something like that again.

Chapter 5: Manipulation vs. Persuasion



Another important distinction to make before moving forward into learning the nuances of dark psychology is the difference between manipulation and persuasion. The two, though similar, have some key differences. One is used solely to benefit the manipulator, while the other is used because individuals feel they know better than someone else about what they need or should think or feel. While the latter has its negative implications that would send you spiraling down the discussion over whether persuading someone else to do something is paternalistic and, therefore, unethical, we

will take a more straightforward approach. Manipulation is dishonest, whereas persuasion can be ethical, depending on the context. You can do a simple test to determine whether something is manipulative or persuasive, and it involves asking three questions.

1. What is the intent that is driving your need to persuade the other person?
2. How truthful are you about the process?
3. How much does this benefit or impact the other person?

When persuading someone else, you are making it a point to look out for the other person's best interest. You are attempting to convince them to do or think something because you think it will serve them well. You are also more open about the fact that you are trying to persuade them to see your side.

However, when you are manipulating someone, you are persuading them to do something for your benefit, and you are often quite secretive about your motives. You are attempting to fool someone into doing something that will either be detrimental or will not benefit them in any way while helping yourself instead.

For example, imagine that you are a realtor. Someone comes in to talk to you about what they want and need in a home. They tell you that they have four children and want to be in a particular school district for their children. Now, imagine that you talk to the person and tell him that he may want them to be in a specific school district, but you have this steal of a house located outside of the community in a worse-performing school.

The house may only be a three-bedroom home, but you emphasize the space, the updated appliances, the land, and the location and try to sell him on choosing this house instead. It is a good deal more expensive than the other places in the area the man is looking at merely due to the land, and therefore, you would get a much larger commission out of it. This is an example of manipulation.

However, if the family comes up to you and says that he likes this one luxury condo with two bedrooms, it is in the perfect location, even though it

will be quite cramped. Even though it costs more than many other houses in the better school districts, you may try to convince him to go with the other place in the excellent school district with five bedrooms. This is persuasion—you are attempting to convince him of something that does not benefit you at all for his good. While you may be able to argue that this is infringing on someone else's right to free will, it is still arguably within the realm of ethics only because it is looking out for someone else's best interest with no regard to your benefit. In this case, convincing the family to buy the house actually may have been detrimental to you—you likely lost out on a substantial commission by merely pushing them to buy something cheaper than you were confident would work better for them.

Chapter 6: How To Use Dark Psychology And Manipulation In Daily Life



People use psychology within their daily lives, so why not use Dark Psychology and the tactics to protect yourself in everyday life. There are quite a few personality traits that can be very harmful if you get caught up in them. Sadists fall under this category. For instance, this personality type enjoys inflicting suffering on others, especially those who are innocent. They will even do this at the risk of costing them something. Those diagnosed as sadists feel that cruelty is a type of pleasure that is exciting and can even be sexually stimulating.

We do have to face the fact that we manipulate people and deceive people all the time. When it comes to deception, people are deceiving others daily, but they are also deceiving themselves. People often lie to gain something or to avoid something. They might not want to be punished for action, or they might want to reach a goal, and they self-deceive to get there.

Here are some examples of how people can deceive themselves:

Having a hard time studying - this is a common occurrence. When people are trying to learn, they find many things that can distract them, especially cell phones and social media apps. They will find just about anything to distract them from the task at hand. These types of people seem to have a phobia of not studying long or well enough, and they are afraid that they will come home with a bad grade, and it will show how unintelligent they are. So, they take the art of self-deception and develop the idea to help prevent them from studying. This excuse will weigh better in their mind if they do end up getting a bad grade on their test. The person's subconscious tells them that it is better for them to get alarming rates for lack of studying than to study and to fail and therefore having to blame their intelligence. They couldn't live with that.

Here are other ways that we regularly deceive ourselves:

- Procrastinating – People often waste time when they do not want to study or do something meaningful. However, the main reason for procrastinating could be the phobia against failing, and procrastinating was just an excuse. Self-confidence can be an issue as well.
- Drinking, doing drugs, and carrying out bad habits -People often fall into bad habits, consume, or do drugs just to have

something to blame if they lose again. This type of person will try to convince themselves that if they could stop doing drugs, they could be very successful when they deceive themselves and stand in their way.

- People often hold back because life is unfair. They tell themselves that we all live in a big lie that most people believe in, but not them. It is easier to blame it on life being unfair then hold ourselves accountable for not reaching our goals.

If you realize that you have been deceiving yourself, here is a couple of things that you can do to change that.

- Remember that you are smart, and the fact that you have been able to deceive yourself reaffirms it. If you were not wise, there would have been no way that you would have been able to come up with some of those ideas.
- It is essential to learn how to face your fears. If you are running from a specific trauma or not wanting to take a test, you have to remind yourself that you are stronger than this and that you can beat it.
- Lastly, once you face your fears, your self-confidence and courage will grow.

Chapter 7: Learn How to Use Manipulation to Your Advantage



A successful manipulator must have tactics at hand that will help them succeed at persuading people to achieve their own end goal. Although there are extreme theories that describe what a successful manipulator should be,

Simon says that the manipulator will require to:

1. Hide their aggressive behaviors and intentions from the person or people they want to manipulate.
2. Determine the weaknesses of their intended subject or victims to identify the tactics that will help achieve their goals.
3. Develop some degree of brutality not to handle any doubts that arise because of harming the subjects if it arrives. This harm can either be emotional or physical.

The motivating feature in manipulative interaction

Right now, you are aware that a significant characteristic of manipulative interaction is the realization that “deliberate action” is the right choice for him in a particular situation. The manipulator's ability to change the critical capacity to destroy the judgment may interfere with the target's awareness. Still, it doesn't result in a change of direction.

It means that blurring and clouding affecting the critical capacity does not stimulate the “desirable” track. A strong incentive is needed to ensure that deliberate action is the first in the target's scale of choice. To realize this effect, the manipulator requires creating a link between the intentional act and the achievement of a powerful wish.

For the most part, the manipulator awakens a strong force in the subject's mind. He builds the notion that his plan will succeed if the target sticks to the manipulator's instructions. The motivating factor in manipulative interaction shows a gap between the manipulator and the target. The target is trying to realize a powerful wish while the manipulator encourages him to use incentives that create a false impression.

Manipulation as a motivating behavior

Manipulation is a motivating action. It is an effort by a person to make their colleague behave in a certain way and for a specific purpose. The decision to manipulate and not apply a direct technique shows that the interaction participants have opposing stands. Robert Godin, in his report *Manipulatory Politics*, lists and criticizes a neo-Marxist view that describes the contradiction results from various interests. Manipulation works against the

interest of those being manipulated. From this perspective, it is implicit that any encouraging action applied for the target's advantage could never be part of the manipulation. It means the neo-Marxist view excludes the entire side of partially positive manipulations concentrating on progressing the target's interests. Godin, who attempts to suggest an enhanced approach to the study of manipulative behavior, considers that the contradiction is facilitated by various wills and not virtually by contradicting interests, that is, "One person—causing the other to act contrary to his putative will."

Godin's definition, which concentrates on contradictory wills, considers that the target's will, or at least his putative will, is always open to the manipulator. Usually enough, human beings like to speak in a different and contradictory voice simultaneously, making it difficult to understand what they want.

Consider this, the rich housewife who keeps complaining that the maintenance task causes her to feel miserable, frustrated, and unhappy, but she refuses to employ someone to help her. How could we forget to talk about the miserable Don Juan, who wants to get married, but continually has love affairs only with married women? And perhaps there is a tragic example of the excellent musician who dedicated most of her life to learning opera's art. She keeps avoiding other beautiful opportunities to audition in front of famous conductors who could assist her in expanding her professional career.

These three tragic heroes, the miserable housewives, frustrated Don Juan. The desperate musician is great examples that ambiguity regarding one's intention will originate from the fact that he is confused and cannot decide. Ironically, manipulative interference can help the toddler understand his will and arrive at a decision. Indeed, so many psychotherapy and education techniques are designed to support a confused person to discover his purpose and choose what to do with it.

Godin's definition also appears problematic in scenarios where the manipulator and the target tend to share the same objectives. In those particular associations, the motivation to apply a manipulative approach can be pushed by different purposes or opportunities to complete the will, such as when the target needs to satisfy his will and realize his goals.

We can now look at Goodin's definition, like an indirect move that is executed out of fear that a direct approach will face opposition.

But this broad preliminary definition demands a lot of care. In some cases, the decision to change depends wholly on efficiency, where the manipulator tries to avoid lengthy explanations and save time and effort. An extreme case is a leader who predicts a political crisis that demands a fast response. He assumes that describing his friends' situation is a waste of time and decides to manipulate them.

Manipulation builds a free choice illusion

Manipulation is changing the target to behave so that, under normal conditions, he resisted.

However, most manipulative approaches are to cause the target to behave in a manner that is not in line with his intentions, interests, and motivations.

This property of manipulative behavior looks paradoxical. On the flipside, causing someone to act contrary to the priorities and preferences shows that manipulation has compelling aspects. On the other hand, the phrase manipulation itself, which is related to an elusive phenomenon like "maneuvering," indicates that the target contains some judgment and consideration while he works. This tension can be corrected by including "illusory free choice" in the description of manipulative interaction.

Overall, the complex manipulator attempts to interfere, intrude, and influence the target's decision-making process by sending the impression that he selects the actions freely and independently. To accomplish this impact, the manipulator tries to make the target see the "intentional action" as the best available choice in the present situation. The practical definition is that the target, subject to a hidden effect, believes that his intentions are made independently and freely.

Hiding vital information to attain the desired decision demonstrates the concept of "illusory free choice" in a manipulative interaction. The target, who knows that he selects the best available option freely and independently, is prone to invisible interference in critical thinking and judgment.

Unfortunately, it is not hard to imagine opposite scenarios where an individual is convinced that he is on the right track, making the best decision, and not ready to consider other choices. Ironically, assisting him in understanding the value of other possibilities demands applying the unconventional methods of influence that specific manipulative strategies can deliver.

In the most challenging situations, the individual is held up in a narrow conception of reality that is not ready to assess critically. There are various classic examples: the ambiguous young gentleman who is prepared to become a great musician although he doesn't have any sense of rhythm; the courageous general who doesn't want to accept the fact that the enemy is going to attack, the diligent manufacturer who spends most of his money, effort, and time improving the quality of goods that are not in demand.

Instances of tragic entrenchment are costly because they limit the world perception of the trapped individual, destroy his adaptation to the continually changing cases of reality, and cause him and his environment a lot of misery and suffering. The relevant point is that a complex manipulative process can sometimes be the only hope in this case. An indirect approach can convince the entrenched target to think twice about the validity of his biased stand.

In the following case, the manipulator can assist the entrenched target to look for other alternatives that he was not even ready to acknowledge. Paradoxically, in the initial stand, the target was aware that he was selecting the best available choice. At the same time, it is the manipulative interference that allowed him to make a real choice.

This strategy can be described as "liberation by manipulation." Briefly, this approach requires methods of influence in psychotherapy and education to develop the impression that the target is doing the change by himself. He is not supposed to realize that someone else is triggering the situation and assisting him in identifying the path to change and improvement.

Hide Manipulation from the target

Motivating, by applying manipulative approaches, intends to restrict any possibility of the target objecting to the manipulator's moves. The manipulator tries to prevent the target from considering specific operational

options, or the manipulator attempts to cause the target to factor possible actions that he refuses to assess. The manipulator tries to realize the motivating effect smoothly and elegantly. He wishes to build the impression that the target is selecting his actions freely and independently.

We can accomplish this effect because the process of manipulative interaction, the manipulator's field of vision, is broader than the target. In other words, the manipulator tends to know a lot than the target. It means the manipulator can use the point of view of the target without the target being aware.

However, the target's ability to learn about the manipulator's real intention provides him with the chance to consider other options apart from the goal of the manipulator.

The manipulator wants to prevent; otherwise, she would not move forward with the manipulation. The practical meaning is that the purpose has been exposed, and the target can choose whether to surrender or refuse to cooperate based on the manipulator's instructions. So, it's not a matter of "illusory free choice" but real free choice. For that reason, the manipulative act fails or does not exist.

Based on the characterization, statements such as "you are manipulating me" are self-contradictions. It is not possible to become a victim of manipulation and, at the same time, be aware of it. Additionally, this confronting method was likely applied to change roles in the interaction. One way is that by leveling the accusation, you are trying to discover your hidden intentions.

Another way is to consider the statement "you are manipulating me" as an indirect message. In this case, "I am surrendering, but you have to know that you owe me." In a situation where the manipulator fails to see it, he gets exposed to the possibility of future pressure without knowing it. The manipulator's focus of vision is smaller than the target's, and the practical meaning is that the initial manipulator fell into his trap and became a victim of manipulation.

Manipulation changes the critical capacity

Critical capacity is a relevant mechanism that allows us to choose our actions based on our preferences and priorities. It is supposed to work like a dedicated guard whose responsibility is to maintain our decisions and behavior consistent with our self-interest and world perspective.

An encouraging action meant to direct a person to behave in contradiction to his choices without realizing the distortion must interfere or avoid the inspection procedure. The manipulative activity aims to affect the target's critical capacity. Two strategies are intended to achieve this:

The first one is obvious. The manipulator applies morally questionable approaches during the interaction to prevent any likely objection to the target's moves. However, changing critical capacity can be applied to the advantage of the manipulator, and it could be used to enhance the target's stand.

The first example markets Erich Fromm's description of manipulative techniques applied by modern advertising to counteract critical judgment and encourage the selling of useless or irrelevant goods. According to Fromm's definition, a vast sector of contemporary advertising does not appeal to reason but emotion.

The second example is derived from the field of psychotherapy. Milton Erickson's confusing style is meant to confuse the target. The concept is to destroy the target's critical capacity and make him work in a direction different from his intentions and priorities.

Overall, Erickson created and used the confusion technique for hypnosis. He and colleagues applied the same process in psychotherapy to confuse patients for a relevant change. The confusion decreases the patient's critical judgment and destroys his everyday resistance to changing traditional habits that make him suffer. By reducing the target's critical awareness, Erickson expected to pave ways to discover new methods.

The second approach is meant to enhance and improve the target's critical capacity. But we should not forget that changing essential ability is also a manipulative process. The final result of manipulation is to make the target behave to refuse otherwise. We have a fundamental reason to doubt that the sophisticated manipulator only wants to develop the impression of assisting

the target in developing and explaining his critical capacity. The real intention is quite different.

The example involves a manipulative workshop for creating critical capacity. A matchmaker is selected to choose a perfect bride for a young Jew. The young man who commits most of his time to study the bible has never dated a lady in his lifetime. As a great student, he learns from his mentor that the bride's value is determined based on her family's status. "The secret to a great marriage is that the bride comes from a good family," says the matchmaker.

Armed with this knowledge, our young hero goes for the first date to meet an unattractive, spoiled lady whose wealthy father "accidentally" paid the matchmaker a lot of money.

Funny stories involving manipulative strategies in traditional societies resemble rigid approaches to sales promotion in modern times. Most of the time, we need to purchase a device whose functions we don't understand, and we don't know how to compare several products. We step into the shop, and an elegant salesman is ready to assist. Tiny cases involve those where the manipulator has an excellent estimation of the target's preference. However, the potential to change critical capacity does not require this awareness. For instance, it can be sufficient to apply psychological knowledge and mathematical expertise to trigger a person's decision. A popular technique is to develop a decision-making problem that would damage any possible objection to the manipulator's desired result. An individual's choice can be reversed by defining a particular choice problem separately. If delivered as a choice between gains, one will probably go for the less risky option. But if it is offered as a choice between losses, one will go for the more dangerous option.

In general, the manipulator affects the target's decision by believing that he decides the best available option in a particular case. The target's understanding or misunderstanding of the situation shows that his critical capacity is paralyzed. In the following case, the manipulator can realize this effect through rational arguments, temptation, etc. The crucial point here is that manipulative behavior, as good as it may be, focuses on diminishing the target's potential to judge the manipulator's moves critically.

Chapter 8: Deception



Deception is an act of hiding the truth when an individual uses dishonest and illegal means to get something or cause people to believe something to be true when it is not.

Understanding Deception

Deception involves acting in such a manner that leads another person to believe something that you don't think yourself to be true. Most people claim they are not misleading others even when they intentionally withhold information from them. They do this because it makes it easier to deceive them. To know if you are deceiving a person, you can ask yourself a simple question as a test. "If you are not hiding anything, why not tell the whole truth?"

By asking yourself such a question, you can examine yourself and notice if you are withholding information to hurt another deceive another person. Deception is extensive and includes various kinds of behaviors.

When you think about your deceptive behavior, you become very narrow-minded and justify it. This makes it easier for you to get away with it and feel less guilty and accountable for your behavior. When a person takes a narrow view of deception, it helps them maintain a positive self-image that makes it easier to get away with lying. To best accomplish deceiving another person, one needs to withhold some information.

Unfortunately, when you discover someone you love, and trust has been misleading you deliberately, deception becomes broad in definition.

Most people are hypocrites when it comes to deception. When it is you leaving out information or giving misleading information, it is not wrong. However, when it is you at the receiving end of the deception, you feel deceived.

Regardless of how a person perceives it, deception is manipulative, and the person deceiving the other withholds the truth for their selfish gains. When a person intentionally hides the truth, misleads another, and promotes a belief purposely for gain, deception. Deception is a transgression as relates to relationships that lead to a person feeling betrayed and breaks trust. It violates the rules of a relationship and negatively abuses relationship expectations.

Naturally, every person expects their friends, partners, and in some cases, strangers to be truthful at all times. However, people find themselves using deceptive tactics without realizing the damage they cause. It is essential to be on the lookout to avoid deception as much as possible if one hopes to build a lasting relationship with a loved one or a friend.

Deception in Psychology

According to psychology, deception is the act of making a person believe something untrue. The action may be cruel or kind or even small or big, but the goal is the same. Studies indicate that an average person lies various times in a single day, mostly through little white lies. The excuse given for most of these lies is that the person wanted to avoid an uncomfortable situation, but in no way did they intend to cause harm.

Deception is not always about telling others lies. There are also lies that people tell themselves. People give various reasons why they deceive

themselves; to boost their ego and self-esteem. They start as small lies that grow to become severe delusions that they cannot control, and they end up manipulating themselves. These kinds of fantasies, in most cases, end up endangering the person's life.

However, some experts argue that there is some form of self-deception that can be beneficial to a person. For instance, when a person convinces themselves that they can achieve a specific goal even when presented with evidence, on the contrary, this can be of help. It may motivate the person to achieve the goals.

Over the years, a lot of research has been done to determine when a person is lying. A polygraph test is one of the methods of detecting when a person is telling a lie. Although controversial, it has been used widely, especially in dealing with criminal suspects, to understand the truth. It is argued that the polygraph is not 100% accurate in detecting deception.

Researchers say that individuals with certain personality disorders such as antisocial personality disorders cannot be measured by a polygraph machine accurately.

Why Do People Lie?

We indicated that everyone lies. Most of us lie each day through small lies that we perceive are not harmful. The question remains, why do people find it necessary to lie? No person likes to discover that they have been deceived. When a public figure is caught in a lie, it becomes a scandal that attracts attention to their personal lives and, in some cases, destroys careers.

Detecting Deception

It is difficult to detect deception. Many researchers have tried to identify anyone cue that may signify an act but have failed. However, one can detect fraud from the use of various signals that have varying degrees of deception. The probability of detecting a liar can be increased by identifying a cluster of nonverbal and verbal cues. These cues are placed against a given baseline established when a person did not need to lie.

Deviations from the baseline usually indicate the possibility of deception, although it is not always correct. The most effective way to detect fraud is

by comparing what people say against some facts though this may not always be the available approach. A lot of people, however, rely on both verbal and nonverbal cues to detect deception.

Some of the verbal and nonverbal cues that may indicate deception include:

- Most liars tend to answer questions you did not ask. Most liars avoid directly answering a problem; instead, they use another question as an answer
- Liars avoid correcting themselves to avoid being perceived as being unsure about what they are communicating
- Most liars feign memory loss by saying they don't remember or recall certain things
- Liars avoid reporting what they did and instead prefer informing what they did not do
- Liars always find it necessary to justify their actions and answers even when there is no need for justification
- Liars avoid being emotional when they are accounting for events. When reporting, liars like using exact dates and times to prove they did not commit the said offense
- Most liars ask for a question to be repeated because they claim they are not clear
- Most liars' express emotions, but they are not genuine
- •Most liars use few words to narrate about activities or events. Liars focus and describe the weaknesses and flaws of others to deviate attention
- When describing anything, liars use passive language.
- The reverse of a liar is a truthful person. They tend to:
- Refer to past lessons and experiences in the past
- When narrating something, they refer to mistakes in their past
- When a person is truthful, they welcome dialogue when describing events
- When reporting about different activities or events, they don't use dates or timelines
- When reporting about activities and events, a truthful person will not sound rehearsed

- When a person is truthful, they will report about unexpected or unusual events that happened
- When describing or reporting about an event, a truthful person may use sensory information like how the place smelled and so forth.

It is essential to be cautious when using the above or other verbal and nonverbal cues to detect deception. This is because; there is no one verbal or nonverbal cue that can be said to see a lie. It is also important to note that liars, when intentionally doing so, may say things that make something look truthful. At the same time, an honest person may also come out as a liar. It goes to say that although it is possible to detect deception, it is not an easy task.

Deceptive Tactics

A play that deliberately aims to deceive an opponent of the other person's capabilities or intentions is called deceptive tactics. A person using deceptive tactics wants the opponent to make decisions that are beneficial to their goals. As a person does this, they can also fail to decide, which is also a decision. When deception is successful, it decreases the options of your opponent while increasing yours. Some people are very calculating in life. They deceive intentionally and usually think through their deception tactics to ensure they succeed. Deception is a form of manipulation. A person intentionally deceives their opponent to get what they want.

So how does a person succeed in deceiving the other? There are various steps to follow for a person to succeed in deception. These steps, as used by master deceivers, are:

1. Define your goal – before you do anything or use any tactic, know your purpose. What do you want to achieve, and what is the best tactic to guarantee your results? You want to destabilize your opponent and gain leverage over them. Maybe you want to tempt your opponent by pretending to give them a one chance opportunity or want them to think they are the best at what they do. By doing this, your

opponent lets lose their guard because it was easy to get what you want.

2. Define your deception –master deceiver plans and can alter their tactics on the spot to avoid being detected. They ensure that their trick is simple and convincing. They come ready with what they want their opponent to believe. However, being simple, in some cases, may not engage the mind of your opponent. Ensure you get a balance between what you seek for your opponent to know and believe.
3. Assess your opponent – if a person wants to succeed in deception, they make sure the act is believable. They sit back and delicately plan how they will receive their opponent. They look at various questions their opponents may have and develop possible answers to make the lie seem authentic. When analyzing their opponent, a deceiver is careful to see the opponent as they are and not as they wish them to be. It is vital if they scheme to be successful.
4. Synchronize your information – you feel that your opponent will accept the deception. Now a deceiver will proceed and sell the illusion. Deceivers always make sure they have various alternatives to play their fantasy, but it is always synchronized to avoid detection. A person using deception to manipulate is often cautious that the lies fall in place smoothly.
5. Keep your mind and eyes open – a deceiver will be alerted to notice how their opponent reacts to their deception. They are keen so that they can change the narrative if needed to and maintain the facade. The aim here is to stay on top of the game and ensure the opponent detects nothing that would make them not do as the deceiver wants.

Deception tactics in Business

In business, negotiations are ordinary. Deceptions are used in various ways that the spectrum of the show is broad. In industry, the trick is used not to harm another person but as a way to gain leverage against your opponents or investors or customers. There are various types of methods deception is used in the business place. Some of these lies used in business are:

1. Lies regarding the bottom figures and alternatives

At the negotiating table, a counterpart may come with a statement indicating how low or high she may go if taken in. This kind of view should be carefully considered but not taken at face value. Do not allow yourself to be deceived; instead of research the claims presented and explore other alternatives before committing.

2. Perfect offers may often not be true

Some proposals may include offers that seem too good to pass out.

Avoid such offers, especially if they are coming from a counterpart. Most of the offers that come like this are usually offering a raw deal. Scrutinize every request you get and read through the terms. You may know a bad deal if you notice hypothetical questions in the narrative. When a request is framed abstractly, it is often hiding something. Always insist on seeing the fine print if in doubt.

3. Escalating commitment

Sometimes a person may be convinced to make a significant business commitment. The other party may be aware that you have been looking for something similar, and you can't pass on the opportunity. They use your need to push you to make a hurried decision with the threats that other people are looking for. Without thinking, and with the fear of possibly losing, you make a significant investment only to realize it was a bad investment. Do not be ashamed to walk away.

Staying in the deal that you were deceived to take in the first place will be more financially draining than walking away.

4. Lack of reciprocity

The norm of reciprocity indicates that concession should happen on both sides during the negotiation and must be done equally. If a counterpart fails to match your compromise and just talks instead of showing commitment, avoid further discussions with him. Confront him and if he doesn't cooperate, walk away from the deal.

5. Last-minute nibbling

Sometimes a counterpart may decide to make a request just as you are about to sign on the deal. This request may sound modest enough, making you agree to it. A counterpart may be using the opportunity of knowing you need to finish the contract to get more advantage over you. Be cautious about this and insist that you expect the counterpart to give similar concessions too.

Deception in Relationships

One of the cornerstones of a relationship is trust. Trust is very fragile. When partners in a relationship have secrets or use lies, they jeopardize their relationship. We all lie. We use small white lies like saying you are fine when you are not or complimenting a gift you didn't like. We often lie to people that we are not in a romantic relationship with as well. If someone was expecting a check from us, we could comfortably lie the review is in the mail when it has not been drawn.

Honesty in a relationship is essential. It is more than not lying. In any situation, deception includes making ambiguous and vague statements, withholding information by telling half-truths, manipulating information by emphasizing some points or exaggerating. Withholding feelings in a relationship is also a form of deception because it affects the relationship.

Most people consider themselves honest. The truth is few of us reveal the thoughts we have and feelings, especially if they are negative. Showing your negative emotions and thoughts about people close to you requires courage.

When we keep lying, it may cost us a lot. Most liars are always worried about the risk of being honest or being discovered. As a result, they lie more and more. When a person uses lies to manipulate their partner to do what they want is dark psychology. Deception in a relationship may cause harm. Some of the ways an act is harmful include:

- Deception blocks real intimacy with your partner. For a couple to be intimate, they must have trust and authenticity between them. Deception causes partners not to be

- Deception leads to cover-ups and more lies and omissions. These become hard to keep track of. Should the truth come out, it may hurt the relationship more than the original secret would have.
- When the truth is hidden for too long, it becomes harder to reveal it, and when told, it damages the trust altogether. The secret holder is always consumed with guilt and feels uncomfortable during intimate moments with the person they have deceived. Specific topics and closeness are avoided. Honesty is a moral norm but based on the context or culture. It may differ. Hiding the truth violates religious and cultural norms
- , and as a result, the deceiver feels anxious and guilty despite trying to hide the fact. This kind of physiological reaction is what is used in electronic lie detector tools.
- The guilt one feels it affects their self-concept. Deception over a long period can affect a person's self-esteem. The guilt a person feels that could have been handled with honesty becomes shameful and undermines one's dignity and sense of self-worth. Deception causes mental distress to the holder of the lie. Might, in turn, lead to health complications because of the stress.

Chapter 9: What is NLP?



Neuro-Linguistic Programming has to do with the study of thoughts (neuro) and language (linguistic) in a systemic way and the scripts that run the life of an individual (programming).

It deals with the understanding and development of the mind and the entire understanding of the mind's language concerning how it is designed to function and how the personal experiences of an individual mold it. It is merely a study of a person's subjective reality.

A proper understanding of the mind's language influences every aspect of a person's life, from his relationship with others to his communication skills with friends and clients to the general outcome of a person's life. It is a holistic study that puts the spirit, body, past, and present of an individual into consideration.

As Homo sapiens gifted with the ability to think, there is a presumption that our most important function is the thought or the thinking function. However, NLP brings one to the understanding that no thought process

exists in a vacuum, as they are a product of a person's perspective. It has a presupposition of perception as reality, and it holds that the things we think are colored by the way we think.

For different individuals, there are other ways of thinking and interpreting reality. What NLP does is assist in the understanding of these various representational systems to help each person narrow down his plan. It helps in the knowledge of the three different types of thinking patterns, which are:

- Visual: deals with both pictures and visual metaphors.
- Auditory: sound (hearing).
- Kinesthetic: deals with the five senses, as well as gut feelings.

In NLP, a person is expected to take absolute control of his mind and, ultimately, his life. Unlike what is obtainable in psychoanalysis, focusing on “why,” NLP presents a more practical approach focusing on the “how.”

How NLP Works

If you are just coming across this topic for the first time, NLP may appear or seem like magic or hypnosis. When a person is undergoing therapy, this topic digs deep into the patient's unconscious mind. It filters through different layers of beliefs and the person's approach or perception of life to deduce the early childhood experiences responsible for a behavioral pattern.

In NLP, it is believed that everyone has the resources needed for positive changes in their own lives. The technique adopted here is meant to help in facilitating these changes.

Usually, when NLP is taught, it is done in a pyramidal structure. However, the most advanced techniques are left for those multi-thousand-dollar seminars. An attempt to explain this complicated subject is to state that the NLP'er (as those who use NLP will often call themselves) is always paying keen attention to the person they are working on/with.

- Usually, many NLP'ers are therapists, and they are very likely to be well-meaning people. They achieve their aims by paying attention to those subtle cues like the eye's movement, flushing of the skin, dilation of the pupil, and subtle nervous tics. It is easy for an NLP user to determine the following quickly:
- The side of the brain that the person uses predominantly.
- The sense (smell, sight, etc.) is more dominant in a person's brain.
- The way the person's brain stores and uses information (the NLP'er can deduce all this from the person's eye movement).
- When they are telling a lie or concocting information.
- When the NLP user successfully gathers all this information, they begin to slowly and subtly mimic the client by taking on their body language and imitating their speech and mannerisms so that they start to talk with the language patterns aimed at targeting the primary senses of the client. They will typically fake the social cues that will quickly make someone let their guard down to become very open and suggestible.

For example, when a person's sense of sight is their most dominant sense, the NLPer will use a very laden language with visual metaphors to speak with them. They will say things like: "do you see what I am talking about?" or "why not look at it this way?" For a person that has a more dominant sense of hearing, approached with an auditory language like: "listen to me" or "I can hear where you're coming from."

To create a rapport, the NLPer mirrors the body language and the other person's linguistic patterns. This rapport is a mental and physiological state that a human being gets into when they lose their social senses. When they begin to feel like the other person, they are conversing with. It is just like them.

Once the NLP has achieved this rapport, they will take charge of the interaction by leading it mildly and subtly. Thanks to the fact that they have already mirrored the other person, they will now begin to make some subtle changes to gain a particular influence on the person's behavior. It combined with some similar subtle language patterns, which lead to questions and a whole phase of some other techniques.

At this point, the NLP will be able to tweak and twist the person to whichever direction they so desire. This only happens if the other person can't deduce that something is going on because they assume everything is happening organically or consent to everything.

It means that it is quite hard to use NLP to get other people to act out of character, but it is used to get a person to respond within their normal range of nature. It might come in the form of getting them to donate to a charitable cause or finally making the decision they had been putting off, or getting them to go home with you for the night if they had considered it at some previous point.

At this point, what the NLP user seeks to do may be to either elicit or anchor. When they are prompting, they use both leading and language to get the person to an emotional state of sadness. Once they can produce this state, they can then lead it on with a physical cue by touching the other person's shoulder, for example.

According to theory, whenever the NLP user simultaneously touches the person's shoulder, the same emotional state will resurface if they do it again.

However, this is only made possible by the successful conditioning of the other person.

When undergoing NLP therapy, the therapist can adopt a content-free approach, which means the therapist can work effectively without taking a critical look at the problem or without even knowing about the situation at all. It means that there is room for privacy for the client as the therapist does not need to be told about whichever event took place or whatever issue happened in the past.

Also, before the therapy's commencement, an agreement ensures that the therapist cannot disclose any information; hence, the therapist and the client's interaction remains confidential.

In NLP, there is a belief in the need for the perfection of human creation's nature. So every client is encouraged to recognize the senses' sensitivity and make use of them in responding to specific problems. NLP also holds the belief that the mind can find cures to diseases and sicknesses.

The techniques employed by NLP have to do with a noninvasive, medicine-free therapy that enables the client to find out new ways of handling emotional issues such as low self-esteem, lack of confidence, anxiety, and destructive relationship patterns. It is also a successful tool in effective bereavement counseling.

With its roots in behavioral science, which was developed by Skinner, Pavlov, and Thorndike, NLP uses the combination of physiology and the unconscious mind to bring about change in the thought process and, ultimately, the behavior of a person.

The Importance of NLP

Neuro-Linguistic Programming is necessary for understanding a person's being, but it also helps understand the way an individual is. It helps a person get deep into the root cause of the problem and the foundation of their being.

Here are some other reasons why NLP is essential:

- It helps people take responsibility for the things that they feel they may not be able to control. With NLP's help, a person can change how they react to past events and have a certain level of control over their future.
- People need to be aware of the body language of the members of their inner circle and those who seek to do business. With NLP, it is possible to use language with both control and purpose, and with this, it is possible to have control over your life.
- Remember, you cannot expect to make the same mistakes using the same mindset and hope to get different results. During an NLP session, the focus is placed entirely on the client as they are made the subject. It helps a lot because when someone can deal with themselves as a person, they gain more clarity into their dealings with other people.
- It improves finance, sales performance, marriage, health issues, parenting, customer service, and every other aspect and phase of life. It is because it helps in the holistic improvement of an individual. When a person is whole, his interactions and relationship with himself and other people become whole.
- It helps target your beliefs, thoughts, and values and target a person's brain functions and develop certain behaviors. It also shapes how these behaviors metamorphose into habits and how habits change to actions, resulting in results.

NLP applies to different vocations and professions. It is an essential tool in the mastery of sales, personal development experts and self-help, teaching,

communication, parenting, and
other facets of life.

Chapter 10: Hypnosis



Hypnosis is pretty easy to understand if you know how it works. Of course, it takes practice to master hypnotizing others; however, merely understanding how it works is very useful in observing dark psychology and manipulation in the way.

Hypnosis tends to be misunderstood as a parlor trick that requires someone to be asleep or in a nearly numbed state to become hypnotized. Then, when they are under the spell of hypnosis, they can be made to cluck like a chicken or bark like a dog or repeat any number of embarrassing phrases for a cheap laugh. Hypnosis happens every day because all hypnosis means is that someone has entered into an altered state or a trance state.

We enter trance states every day. All it takes to enter a trance state is to affix your attention on one thing so intently that some or all of your peripheral awareness can neglect. For instance, most people enter a hypnotic state every day at work or zoning out while on the subway.

Hypnosis can be a potent tool for getting people to compromise their critical faculties. It ties into what we have been talking about so far in terms of polarization and eliciting someone's desired response.

Stages of Hypnosis

Stage 1: Absorb Attention

The first step into altering someone's conscious state (hypnosis) is grabbing hold of their full attention. Believe it or not, there are verbal and non-verbal forms of this first stage of hypnosis. Take, for example, the situation mentioned above in which Someone canzone a person at work that everything around them sort of just fades away.

It is a prime example of how our psychological states are changed when we focus on something and non-verbal hypnosis.

Of course, gaining someone's complete attention can be a bit easier if you are using words. People tend to cling more completely to someone's words when describing images or to tell a story. It is a lot like how some people prefer visual learning over textual learning. The human mind can follow along better when pictures and mental images are involved because their visual sense is engaged.

You can practice this first stage of attention absorption in everyday speech. Go out with a friend or coworker and see how much more they pay attention to you when you say you have a story for them. Tell them a story, either real or made up, and be sure to include a lot of details. Paint the picture with your words, use a lot of adjectives to describe the scene. The more senses you can engage, the better. Give their mind and imagination something to contend with.

When you have them wrapped up in your story, you have successfully absorbed their attention, which will lead you into the 2nd stage of hypnosis:

Stage 2: Bypass the Critical Faculty

The conscious mind is a somewhat limited entity. It takes in the data that is thrown at you every day, and it processes it rationally. The unconscious mind, on the other hand, is a lot more whimsical. It does not get bogged down with matters of reality. Consider, for example, that your unconscious mind is active when you dream. You may have never seen a purple, flying

turtle in real life, but your unconscious mind is free to consider such things as completely real and viable.

The conscious mind deals with what is feasible. In hypnosis, this is what is known as the critical faculty. Think of the critical faculty as a guardian at the gate to the subconscious mind. The critical faculty is what alerts your mind to things that are impossible, unreasonable, and unlikely. If you are attempting to hypnotize someone, the critical faculty is the enemy of hypnosis. The point of hypnosis is transferring a person's mind from a fully conscious state to an unconscious or at least an altered state, and the critical faculties make it impossible for this switch to occur. It must be bypassed.

Bypassing the critical faculties can be achieved by first absorbing a person's full attention using simple techniques such as maintaining intent eye-contact with the subject and speaking a little slower and in a low tone than expected.

Speaking in a hypnotic tone can go a long way in inciting a trance state and bypassing the critical faculty. If you are hypnotizing someone, you want to watch out for signs that your subject is in a trance state. Most importantly, do not give any hypnotic suggestions until you are sure you are past the critical faculty and your issue is in a trance state. Otherwise, your offer will be rejected by the critical faculty.

Step 3: Activate an Unconscious Response

Activating an unconscious response does not have to be as extreme as getting a person to cluck like a chicken. It can be as subtle as evoking a laugh or making someone clap their hands to their mouth in shock. An unconscious response is an action carried out that a person is not aware of or is only cognizant of after taking action. In other words, it is a response that has not been regulated by the conscious mind.

Eliciting an unconscious response is very easy when a person has entered a hypnotic state. Look for dilation of the pupils, a change in breathing rate, or flushing of the skin. These are all signs that your subject has let their critical faculty guard down and have been ushered into a hypnotic state.

Once you observe this, try eliciting an unconscious response; maybe describe in vivid detail a delectable steak dinner so that their stomachs

growl in hunger or a swarm of bugs overtaking someone's body so that their skin crawls with goosebumps.

Stage 4: Lead to Your Desired Outcome

Here is the point where you, the hypnotist, can lead the subject towards the desired outcome through hypnotic suggestion or associated metaphors. This hypnotism stage is all about sensitizing the unconscious mind to a conclusion, result, or favorable decision.

One example of this stage is called priming. Say, for instance, that you want to go swimming and want the subject to go swimming with you. Try telling them a story involving cool, cascading, and refreshing water overcoming oppressive heat. It could lead to a post-hypnotic reaction that gears towards your desired outcome.

Chapter 11: Hypnotherapy



Hypnosis is a human condition including focused attention, lowered outer awareness, and an enhanced capacity to respond to the pointer.

There are completing concepts clarifying hypnosis and also related sensations. Altered state concepts see hypnosis as a modified mindset or

trance, marked by a degree of understanding different from the normal state of consciousness. In comparison, nonstate theories see hypnotherapy as a kind of placebo result and a redefinition of a communication with a specialist or form of imaginative function implementation.

Throughout hypnosis, an individual was stated to have enhanced focus and concentration. Hypnotized topics are reported to show an enhanced reaction to suggestions. Anesthesia usually begins with a hypnotic induction involving a series of initial guidelines as well as recommendations. "hypnotherapy." Simultaneously, its method as a kind of home entertainment for an audience is called "stage hypnosis." Phase hypnosis is often executed by mind readers exercising the art kind of mentalism.

Hypnotherapy for pain management "is likely to lower acute as well as persistent pain in most individuals." Using hypnosis in other contexts, such as therapy to get and incorporate early injury, is questionable within the clinical or psychological mainstream. The study suggests that hypnotizing an individual may help form false memories and that hypnotherapy "does not allow individuals to recall occasions a lot more accurately.

Hypnotherapy is a frame of mind of extreme focus, diminished peripheral recognition, and heightened suggestibility. There are numerous strategies that experts utilize for causing such a state. Hypnosis is usually used to help individuals relax, reduce the feeling of pain, or help with some preferred behavioral modification.

Therapists cause hypnosis (additionally described as hypnosis or hypnotic idea) with mental imagery and relaxing spoken repeating that alleviate the individual into a trance-like state. When loosened up, patients' minds are more open to transformative messages.

Hypnosis, also referred to as hypnosis or hypnotic is a trance-like state in which you have increased focus and concentration. Hypnotherapy is typically finished with the aid of a specialist using verbal rep and also mental images. When you're under hypnotherapy, you generally really feel tranquil as well as loosened up, and also are much more open up to recommendations.

Hypnosis can be made use of to aid you in gaining control over undesired habits or to help you deal much better with stress and anxiety or pain. It's

important to understand that although you're much more available to idea throughout hypnotherapy, you don't blow up over your actions.

Why it's done

Hypnotherapy can be an efficient technique for handling tension and anxiety. Hypnosis can also decrease tension and stress, and anxiety before a medical procedure, such as a bust biopsy.

Hypnosis has been examined for other problems, including:

- Discomfort control: Hypnotherapy might reduce discomfort due to burns, cancer, giving birth, irritable bowel disorder, fibromyalgia, temporomandibular joint troubles, dental treatments, and migraines.
- Warm flashes. Hypnosis may eliminate signs and symptoms of warm rays connected with menopause.
- Behavior adjustment. Hypnosis has been utilized with some success in treating insomnia, bed-wetting, cigarette smoking, and over-eating.
- Cancer cell therapy side effects. Hypnotherapy has been used to relieve adverse effects related to radiation treatment or radiation therapy.

Mental wellness conditions. Hypnosis may aid deal with signs and symptoms of anxiousness, phobias, and post-traumatic tension.

Risks

Hypnotherapy carried out by a trained therapist or health care expert is considered a secure, corresponding, and alternate clinical therapy. Nonetheless, hypnotherapy may not be appropriate in individuals with severe mental disease.

Unfavorable responses to hypnosis are uncommon yet may include:

- Migraine
- Drowsiness
- Dizziness
- Stress and anxiety or distress

- Creation of false-memory syndromes

Beware when hypnosis is proposed as an approach to overcome stressful occasions from earlier in life. This practice may create strong feelings and can run the risk of the development of false-memory syndromes.

Just how you prepare

Pick a specialist or healthcare specialist who is licensed to carry out hypnosis. Look for a recommendation from somebody you count on. Discover any specialist you're considering. Beginning by asking questions:

- Do you have training in any field such as psychology, medication, social work, or dentistry?
- Are you certified in your specialization in this state?
- Where did you most likely to the institution, and also where did you do your postgraduate training?
- Just how much training have you had in hypnosis, and from what institutions?
- What professional organizations do you belong to?
- How long have you been in technique?
- What are your fees, and also does an insurance policy cover your services?

What you can anticipate

Your therapist will describe the process of hypnotherapy and also examine your therapy objectives. After that, the specialist will typically chat in a mild, comforting tone and define photos that produce a sense of leisure, security, and health.

When you remain in a responsive state, the specialist will recommend ways to accomplish your goals, such as reducing discomfort or eliminating food cravings to smoke. The therapist might also help you visualize stunning, purposeful mental images of yourself achieving your goals.

When the session mores than, either you can bring on your own out of hypnosis or your specialist assists you finish your state of relaxation.

Contrary to exactly how hypnotherapy is occasionally represented in motion pictures or on tv, you do not blow up over your actions while under hypnotherapy. Also, you generally stay knowledgeable about as well as remember what takes place during the hypnotherapy.

You may become able to exercise self-hypnosis, in which you cause a state of hypnotherapy in yourself. You can use this ability as required-- for example, after a chemotherapy session.

Results

While hypnotherapy can help to aid individuals cope with pain, stress, and anxiousness, cognitive behavioral therapy is thought about the initial line therapy for these conditions. Hypnosis might also be utilized as a part of a thorough program to stop smoking cigarettes or lose weight.

Hypnotherapy isn't best for everybody, however. For instance, you might not be able to enter a state of hypnotherapy entirely enough to make it useful. Some specialists think that the more likely you are to be hypnotized, the more likely it is that you'll benefit from hypnotherapy.

Chapter 12: Brainwashing



Brainwashing is the process of plotting someone to give up their beliefs in the past to take on new ideas and values. There are many ways this can be done, even though not all of them are considered bad. For instance, if you're from an African country and then move to America, you're often forced to change your values and ideals to fit in with the new culture and environment you're in. Many people have misunderstandings of what brainwashing is.

During brainwashing practice, the subject will be persuaded by different tactics to change their beliefs about something. During this process, there is not only one approach that can be used, so it can be difficult to put the practice in a clean little box. The subject will be separated from all the things they know. From there, they will be broken down into an emotional state that makes them vulnerable before the introduction of new concepts. As the subject absorbs this new information, they will be rewarded for expressing thoughts and thoughts that go with these new thoughts. The rewarding is what is going to be used to reinforce the on-going brainwashing.

Brainwashing is not a new thing for society. People have used these techniques for a long time. Those who were prisoners of wars, for example, were often broken down in a historical context before being persuaded to change sides. Some of these most successful cases would turn the inmate into a very genuine convert to the new side. The brainwashing term has been developed over time, and some more techniques have been introduced to make the practice more universal.

Many steps accompany the brainwashing process. It's not something that's just going to happen to you as you go down the street and talk to someone you've just met. First of all, one of the main requirements for successful brainwashing is to keep the subject isolated. If the subject can be around other people and influences, they will learn how to think as an individual, and there will be no brainwashing.

Once the subject is isolated, they will go through a process of breaking down their self. They're told all the things they know are wrong and made to feel like they're all wrong. The subject will feel like they're bad after months of going through all of this, and the guilt will overwhelm them. Upon reaching this point, the agent will begin to lead them to the desired new beliefs and identity system. The subject will be led to believe that all of the new choices are their own, and therefore sticking is more likely.

For the most part, when someone is just trying to persuade them from a new perspective, those who undergo brainwashing did so. For instance, if you're in an argument with a friend and they're convincing you their ideas make sense, you've been through brainwashing technically. It may not be evil, of course, and you could logically think about it all, but you were still convinced to change the beliefs you had before. It is rare for someone to undergo true brainwashing, where their entire value system will replace them. It will usually occur in the process of coming to a new point of view, irrespective of whether or not the tactics used were forcible.

Techniques used in brainwashing

Brainwashing is not always as intense as described. The described methods are used for "real brainwashing" and are rarely used. Many other brainwashing types occur every day. Maybe they don't make you abandon your old identity completely in favor of a new one, but they help shift your thinking and thoughts about what is going on around you. Focus on some of the tactics frequently used during the brainwashing process, whether or not it is true brainwashing.

Hypnosis is sometimes a form of brainwashing. Hypnosis leads to a high degree of suggestibility. This is often thinly disguised as meditation or relaxation. During the hypnosis process, the agent can suggest things to the individual, hoping that they act or react somehow. Many people know hypnosis from the stage shows they saw. It is often also used as a means of improving health. Everybody has an innate need to belong to Peer Pressure. This could be with a specific group, family, friends, and the community. With the tactic of peer pressure, the doubt is eliminated that the subject feels and the release of its resistance against new ideas by exploiting this strong necessity. If done properly, the subject may be more willing to experiment with new things, less shy about new people, and make new friends easier.

Love Bombing

The feeling of family in people is powerful. It is the group into which you were born and supposedly have been around for your life. You know better than anyone, and those who missed such a relationship may find that they feel alone and unwanted. The manipulator can create a sense of the family with love bombing utilizing emotional connection, feeling and sharing, and physical touch. This enables the manipulator and the subject to bind in a family manner, making it easier to trade in the new one's old identity.

Unbending rules

The manipulator's rules are often strict and will not be modified. These rules make it difficult for the victim to think and act by themselves; instead, they will spend time doing what the manipulator tells them to do. Different

rules can fit into this category, such as those for disorientation and regression, down to how medicines, bathroom breaks, and food are allowed to be used. These rules are in place to control the victim completely during brainwashing.

Verbal abuse

Verbal abuse is one of the tactics used in the breakup phase. Often the victim gets desensitized when bombarded constantly with abusive and foul language. Physical abuse can sometimes supplement or replace verbal abuse.

Controlled approval

The manipulator will work to maintain confusion and vulnerability during the break-up period. One way to do this is by utilizing controlled approval. The manipulator will punish and recompense similar actions, in turn, making it difficult for the victim to know right

Rejecting old values

As mentioned earlier, the manipulator is trying to persuade the victim to denounce all of his values. This process accelerates by bullying, physical threats, and other means. In the end, the subject will denounce the values and beliefs that it once held and begin to accept the manipulator's new way of life.

Metacommunication

This tactic is used when the manipulator inserts subliminal messages into the victim. This is done when the agent emphasizes certain words or phrases which are essential to the new identity. The phrases and keywords are implanted into confusing, lengthy lectures through which the subject is forced to sit.

No Privacy

Privacy is a privilege that many victims will lose until they have become a new identity. This is taken as a way of making guilt and misdeeds more visible to the victim, but it also removes the subject's ability to assess the things that are said logically. If the subject has privacy, they will have time

to take the information they received in private and find that they are untrue or not up to what they already believe. Removing privacy means, agent or officer is always around and leads the victims to a new identity.

Disinhibition

The manipulator encourages the victim to give childlike obedience during this tactic. It facilitates the manipulator's shaping of the subject's mind.

The change in diet

Changing the food consumed by the victim is another tactic that creates disorientation while increasing the sensitivity of the subject to emotional excitement. When the manipulator drastically reduces the food that the victim is allowed to consume, the victim's nervous system was deprived of the nutrients needed to prosper. In this category, drugs may be added to the mix.

Games

Games are sometimes used to induce greater group dependency. Games will be introduced, and most of them will be victims of truly obscure rules. In some cases, the victim is not told about the rules, and it must be identified, or the rules are constantly changing. This tactic gives the agent more control.

No questions

The victim is not allowed to ask questions during the brainwashing process. Issues promote individual thinking, which is dangerous for the practice of brainwashing. If no questions are allowed, it helps the agent to accept the new identity automatically from the victim.

Guilt

The victim was told they are bad, and all they do is bad. Guilt is a common tactic used by the manipulator to challenge their beliefs and what happens around them. The sins of the victim's former lifestyle are exaggerated to bring guilt to life and strengthen the victim's need for salvation. Fear is a powerful motivator and can do much more than the other tactics listed. Manipulators may use fear to maintain the group's desired obedience and

loyalty. To do this, the manipulator can threaten the individual's limb, life, or soul for anything against the new identity.

Deprivation of sleep

If you don't have a sleep you need, you will often be vulnerable and disorientated. This can help to create the ideal environment the manipulator seeks during the brainwashing process breakdown and denomination.

Confession

Confession in people who are transforming from their old identity to the new identity is strongly encouraged. During this process, the subject destroys its ego by acknowledging the agent's innermost doubts and personal weaknesses. Once you can let go of these things, a new identity can be introduced.

Financial commitments

Financial contributions are required in some cases. This can help the officer in many ways. Firstly, the financial commitment enables the subject to rely more on the group because they may burn bridges to their past. They hope to overcome their shame and guilt and donate different assets, whether their car, home, money or some other financial contribution. They are now attached financially to the new identity. Also, these financial contributions can be used by the agent to foster their own needs.

Pointing your finger

If you can point your finger towards another, you will feel righteousness. This is your way of telling the world that you are good at simply pointing out some of the world's deficiencies. The manipulator may indicate all murder, racism, and gulf of the world before contrasting it with the good of the new identity to which the victim is directed.

Isolation

When you're isolated from everything around you, it's hard to get outside opinions that may change your mind. That is what the agent will try because they don't want to get away with all their work. The brainwashers

will be separated from society, friends, families, and any other rational references that will change their thinking.

Chapter 13: Tips To Protect Yourself From Mind Control



There are tips you can use to protect yourself (and break free) from mind control. There are various mental control strategies, but NLP, mind manipulation is a typical example that has been used in the public eye by someone from self-help geniuses and coaches to elected officials and other important figures. These kinds of mind manipulation were formerly described, but the language is used to stimulate a trance-like country, even an ambiguous speech. You could even gain freedom from the control of NLP's mind, and you can safeguard yourself. Below are a few clues.

Tip 1. Alert your eyes and unpredictably move them about

Eye contact is a very potent way of establishing a way to develop an emotional bond with someone. To some extent, even animals participate in this. An excellent way to misrepresent some of your control is by moving your eyeballs around in an unpredictable manner. It stops them from eye

contact as a power inducer, which can trip them up, which renders them nervous.

Tip 2. Be cautious of using unspecified language

Learning the strategies of mind control is interesting because many of them are so essential. Vague terminology has been proven successful in manipulating certain people's emotions and intentions. Public speeches that use ambiguous language, in particular, may cause a kind of community trance. Any type of language you hear from a prospective narcissist or manipulator is not specific to must be a red flag.

Tip 3. Pay close attention

Anyone who employs mind control methods would be firmly tuned to any loss of focus on your side, and it could be a signal for them to seek any mind control. Being mindful of the sorts of stuff you're asked when you don't appear to be paying notice or just paying more consideration in the coming time.

Tip 4. Hold on allowing others to touch you

We talked about handling in terms of coercion, so that still happens here. In this case, touching isn't intended to impact you, but perhaps to put you in a trance. Afterward, a further touch is enough to get you from a charm or keep you back in if you're out there already. It can be as simple to break free from mind manipulation not to allow others to reach you.

Tip 5. Be careful about those who talk without really mentioning something

Much of what renders hypnosis so disturbing that hypnotists' techniques to trigger a coma in the audience remain. There are some terms or forms of words that may trigger this condition, and it is necessary to consider individuals who talk in ways that look like nonsense to you. The concept isn't that the statements are false at all. Those who seem to have contributed that the words have little significance when collected together—talk of the traditional democratic dialogue.

Tip 6. Be wary about what others might say

Speech is the method that hypnotists utilize to handle you, so you have to be careful about what they say and what the phrases signify to break free. Someone qualified in NLP can make a point, but terms that may be interpreted differently is in there. Those may be recommendations concealed in another group. Be mindful of the ways NLP professionals recommend stuff to you.

Tip 7. Leave situations in which you feel led to a decision

Sometimes when the best step to free oneself from mental control is to get away from a situation. Practitioners are sufficiently skilled to regulate you through recommendations and other strategies while you are entirely clueless. If you feel yourself being driven into action or judgment, then it might be a smart option just to stop. It is like shutting the door to the Jehovah's Testimony, but sometimes that's what you'll do.

Tip 8. Let the individual instincts direct you

Your instinct about people is often correct, particularly when it comes to actions you encounter that seem odd. It is more like the picture in the vector where Neo perceives the same cat multiple times, and his captain tells him this is an indication that something has changed by the agents. If you see or experience anything that sounds unusual to you or appears odd to you, that is so.

Tip 9. Be wary of vocabulary that encourages you to indulge in behavior

You may believe manipulators or narcissist would indulge in terminology that would command you to do something or that, but that's not how programming in the neuro-language function. They use mild, restrictive language to lead you into a trance. Instructions aren't adequate permissive vocabulary is so looking for this.

Tip 10. Don't allow other people to copy your body language

Part of what's alarming about mind manipulation is that it appears to work because people are sensitive to mind power. In reality, you can't label it ignorant because many people don't realize what's going on. Anyone who copies the body language may indicate that they are interested in mind

control, and one step in stopping this habit is instinctively mindful of that and detecting risk.

Chapter 14: Dark Triad Personalities



Dark psychology is not a single, universally applicable medical diagnosis that can be applied across all cases of deviant personalities. There are many ways that dark psychology may manifest itself in someone's psychological and behavioral makeup. There is no absolute division of one abnormal

personality type from another. Many eccentric personalities with prominent dark psychology features may display more than one manifestation of dark psychology.

We will explore three types of dark psychology personalities. It is important to remember that although the internet has spawned a considerable growth in problems resulting from dark psychology, these traits have been part of human culture since ancient times. One of the dark psychology profiles we will explore here, Machiavellianism takes its name from a medieval politician. Another narcissism takes its name from an ancient mythological character. Together, the three dark psychology profiles talked about here—psychopathy, Machiavellianism, and selfishness—make up what is known as “the Dark Triad.”

The Dark Triad Personalities

Narcissism

The term “narcissism” originates from an ancient Greek myth about Narcissus, a young man who saw his reflection in a pool of water and fell in love with the image of himself. In clinical psychology, narcissism as an illness was introduced by Sigmund Freud and has continually been included in official diagnostic manuals as a description of a specific type of psychiatric personality disorder.

In psychology, narcissism is defined as a condition characterized by an exaggerated sense of importance, an excessive need for attention, a lack of empathy, and, as a result, dysfunctional relationships. Commonly, narcissists may outwardly display a too high level of confidence, but this façade usually hides a very fragile ego and a high degree of sensitivity to criticism. There is often a massive gulf between a narcissist’s highly favorable view of himself or herself, the resulting expectation that others should extend to him or her favors and special treatment, and the disappointment when the results are quite negative or otherwise different. These problems can affect all areas of the narcissist’s life, including personal relationships, professional relationships, and financial matters.

As part of the Dark Triad, those who exhibit traits resulting from Narcissistic Personality Disorder (NPD) may engage in relationships characterized by a lack of empathy. For example, a narcissist may demand constant comments, attention, and admiration from his or her partner but will often appear unable or unwilling to reciprocate by displaying concern or responding to their partner's concerns, thoughts, and feelings.

Narcissists also display a sense of entitlement and expect excessive reward and recognition, but usually without ever having accomplished or achieved anything that would justify such feelings. There is a tendency towards criticizing those around them, combined with heightened sensitivity when even the slightest amount of criticism is directed at them.

Thus, while narcissism in popular culture is often used as a pejorative term and an insult aimed at people like actors, models, and other celebrities who

display high degrees of self-love and satisfaction, NPD is a psychological term that is quite distinct from merely having high self-esteem. The key to understanding this aspect of dark psychology is that the narcissist's image of himself or herself is often completely idealized, grandiose, and inflated and cannot be justified with any real, meaningful accomplishments or capacities that may make such claims believable. As a result of this discord between expectation and reality, the demanding, manipulative, inconsiderate, self-centered, and arrogant behavior of the narcissist can cause problems not only for themselves but also for all people his or her life.

Machiavellianism

Strictly defined, Machiavellianism is the political philosophy of Niccolò Machiavelli, who lived from 1469 until 1527 in Italy. In contemporary society, Machiavellianism is a term used to describe the popular understanding of people who are perceived as displaying very high political or professional ambitions. In psychology, however, the Machiavellianism scale is used to measure the degree to which people with deviant personalities say manipulative behavior.

Machiavelli wrote *The Prince*, a political treatise in which he stated that sincerity, honesty, and other virtues were indeed admirable qualities, but that in politics, the capacity to engage in deceit, betrayal, and other forms of criminal behavior was acceptable if there were no other means of achieving political aims to protect one's interests.

Popular misconceptions reduce this entire philosophy to the view that “the end justifies the means.” To be fair, Machiavelli himself insisted that the more critical part of this equation was ensuring the end itself must first be justified. Furthermore, it is better to achieve such ends using means devoid of treachery whenever possible because there is less risk to the actor's interests.

Thus, seeking the most effective means of achieving a political end may not necessarily lead to the most treacherous. Also, not all political fortunes that have been justified as worth pursuing must be pursued. In many cases, the mere threat that a particular course of action may be followed may be enough to achieve that end. In some cases, the betrayal may be as mild as making a credible threat to take action that is not intended.

In contemporary society, many people overlook the fact that Machiavellianism is part of the “Dark Triad” of dark psychology and tacitly approve of the deviant behavior of political and business leaders who can amass great power or wealth. However, as a psychological disorder, Machiavellianism is entirely different from a chosen path to political power.

The person displaying Machiavellian personality traits does not consider whether his or her actions are the most effective means to achieving their

goals, whether there are alternatives that do not involve deceit or betrayal, or even whether the ultimate result of their actions is worth achieving. The Machiavellian personality is not evidence of a strategic or calculating mind attempting to reach a worthwhile objective in a contentious environment. Instead, it is always on, whether the situation calls for a cold, calculating, and manipulative approach or not.

For example, we had all called in sick to work when we just wanted a day off. But for most of us, such conduct is not how we usually behave, and after such acts of dishonesty, many of us feel guilty. Those who display a high degree of Machiavellianism would not just lie when they want a day off; they see lying and dishonesty as the only way to conduct themselves in all situations, regardless of whether doing so results in any benefit.

What's more, because of the degree of social acceptance and tacit approval granted to Machiavellian personalities who successfully attain political power, their presence in society does not receive the kind of negative attention accorded to the other two members of the Dark Triad—psychopathy and narcissism.

Psychopathy

Psychopathy is defined as a mental disorder with several identifying characteristics that include antisocial behavior, amorality, an inability to develop empathy, establish meaningful personal relationships, extreme egocentricity, and recidivism, with repeated violations resulting from an apparent failure to learn from the consequences of earlier transgressions. In turn, antisocial behavior is defined as behavior based upon a goal of violating formal and informal rules of social conduct through criminal activity or through acts of personal, private protest, or opposition, all of which is directed against other individuals or society in general.

Egocentricity is the behavior when the offending person sees himself or herself as the central focus of the world, or at least of all dominant social and political activity. Empathy is the ability to view and./understand events, thoughts, emotions, and beliefs from others' perspectives. It is considered one of the essential psychological components for establishing successful, ongoing relationships.

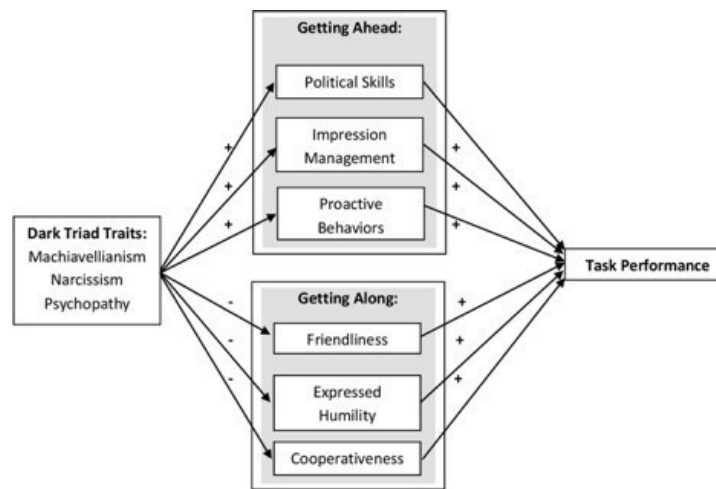
Amorality is entirely different from immorality. An immoral act is an act that violates established moral codes.

An immoral person can be confronted with their actions with the expectation that they will recognize that their actions are offensive from a moral, if not a legal standpoint. Amorality, on the other hand, represents psychology that does not acknowledge that any moral codes exist, or if they do, that they have no value in determining whether or not to act in one way or another.

Thus, someone displaying psychopathy may commit horrendous acts that cause tremendous psychological and physical trauma and not ever understand that what he or she has done is wrong. Worse still, those who display signs of psychopathy usually worsen over time because they cannot connect the problems in their lives and the lives of those in the world around them and their own harmful and destructive actions.

The Dark Triad in Practice

The professional workplace has acknowledged the presence of people exhibiting Dark Triad characteristics. The following diagram illustrates that they are tolerated for their efficiency and their ability to get things done but contrasts that ability with the adverse effects it has on their ability to form personal relationships:



(McLarty, 2015)

The remainder will discuss a wide variety of people and situations where you may find one, two, all three, or some combination of these Dark Triad personalities working in concert around you.

The clinical descriptions are easy enough to categorize, and in isolation, it can be reasonably straightforward to separate one type of dark psychology from another. The real world is a lot messier. Many of us have grown accustomed to so-called “toxic relationships,” whether they are relationships with our partners, co-workers, family members, bosses, or political and community leaders. Besides, dark psychology manifestations are often far more mundane than the dramatic examples we see in major television and film productions about serial killers and other criminals' romantic lives. The more we accept these relationships as standard, the more difficult it will be to identify them as problematic.

Remember that psychological, emotional, and social predators do not think of themselves as sick. Their lack of morality and empathy, and their adaption from a very early age to live according to rules and methods you may find wrong, can make their presence intimidating. However, you should also remember that even when their amorality and lack of empathy may allow them to enjoy an unfair advantage in relationships, their mental capacities result from underdevelopment, not a higher evolutionary state.

Chapter 15: How To Analyze People



Now, you are asking, is it possible to read people? The answer is yes! If you want to read people, you have to don garment a psychiatrist who can interpret verbal and nonverbal cues. You need to observe beyond people's masks into their real selves. You may not get the entire picture of anybody through logic alone. You have to surrender to their critical forms of information to interpret the essential nonverbal perceptive cues individuals exude. To achieve this feat, you need to be eager to offer emotional baggage like ego clashes or old resentments and any preconceptions that 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 'super-sense' to 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 read the cues of body language, you have to surrender the focus by releasing your struggle to understand body language's hidden signals. 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 a 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 crouch, or they walk irresolutely. You can also get a sign of a big ego when they have a 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. 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 put them behind them. With cuticle picking or lip biting, you will get a sign of people attempting to calm them 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 of 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, instinct 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. 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 the 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.

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. You will be happy to be around them for some people 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 people's presence. It is typical of a rain cloud or the sun that borders around our emotional atmosphere. In reading people, take note of if you get attraction by 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. You will also 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.

History and Analysis of Body Language

Understanding body language isn't just Voodoo mysticism and some metaphysical aspects of psychology that we don't quite understand. There's a ton of research that goes into body language. There's such an emphasis on this because it is so crucial in helping us communicate. We don't fully understand that body language is that it isn't just humans talking to each other. Think about animals. Even a dog can show what they're feeling through the way that they hold their bodies. If you're walking down the street at any given moment, you're likely going to walk into a few pet owners that are taking their dogs out for an afternoon stroll. You might pass one dog that starts to wag its tail, run-up, and try to sniff you. Then there's another dog that doesn't even look at you. Then you might run into a dog that's more aggressive and barks and growls at you.

We can look at each of these dogs' bodies and pick up on what they're trying to tell us. The first dog is excited and happy to see you. It is amicable and enjoys meeting new people. The second dog is mostly concerned with being obedient because it is a well-trained dog that likes its owner. That dog might be in a more high anxiety environment and is stressed out that it doesn't interact appropriately with others.

Look at babies as well. We use body language from the moment we're born. A crying whine can let the parents know that their baby needs to be changed or fed. Even after they start to develop more language skills, they might still use their bodies first. Rather than asking for something, they might simply reach their hand out and try to grab it. Perhaps they hold their arms up, letting you know that they want to be picked up. Maybe they tap their mouth or reach for your breast if they're going to feed.

Everyone else who doesn't have a well-versed adult-use body language as their primary source of communication doesn't have the communicative abilities. Babies, Animals, e.t .c fall into this category. For this reason, there's a lot of research that goes into determining why we might use certain aspects of body language and how we can best read and interpret these critical statistics (Thompson, 2012).

We can know that the facial expressions that somebody uses as a public speaker during a political debate can change the way people judge this speaker.

This is not only true for political debates, either. This is also true in other forms of public speaking as well. For example, a disapproving head shake can influence the audience more than the person who's talking. Think of a lawyer who's questioning a defendant on trial.

They might disagree with what the person is saying verbally, but they will give a disapproving head shake or maybe roll their eyes in the jury's view so that they can see what the lawyer is thinking.

According to a 1990 study, we also have to remember that just because somebody is giving nonverbal cues doesn't mean that these are always going to be as influential as others. Suppose a listener is incredibly focused on a subject before even hearing a speaker discuss it. In that case, they are less likely to be influenced by any of the nonverbal cues that the listener sees from the speaker.

This reminds us that though body language is essential, a lot of the times, we already have our perspective and images in our minds that we might either be validating or trying to disprove by looking for a higher truth to prove and fulfill individual empty holes and needs within a subject area that we don't always know.

It's also been studied that those who have a higher intelligence level will be more likely to use grand gestures and strict body language to share their messages. For example, an individual who is better at learning through traditional educational systems is more likely to have restricted body language when listening. Still, talking will use more clear body language. Part of this probably has to do with a person's focus. When you are focused, you usually sit there with your hands to the side and listen. When you're distracted or anxious, you're going to be fidgeting and moving around. Then, when it comes to public speaking, those who are clear, concise, and confident will have grand gestures and hand movements to try to influence those around them. Those individuals who are a little bit more distracted and lacking confidence will probably sway on stage, move back and forth, and just show general neuroses in the way that they speak.

As a body language expert, you should continue to keep up with new and emerging research on the subject to ensure that you're considering all realistic aspects of how we communicate using our physical body (Lebowitz & Akhtar, 2019).

Chapter 16: Speed Reading



Speed-reading people takes practice and experience. However, many of the skills you may need to develop may be skills you already have. When you look at a person to sum them up in your mind, you evaluate their body language in a split second; you perceive their facial expression, posture, and actions.

To speed read people effectively, you'll need to be well-versed in the practice of mindfulness. Mindfulness is being aware of the present moment without judging. This is a set up that allows for three parts to include in mindfulness. They are being present, being here and now, and being non-judgmental. Being aware is just letting yourself take in all of the sensory information you have and accept your state. The second part is about being in the present moment, whenever and wherever you are. This can apply to people who often find themselves caught up in their heads; the third part s

about non-judging. Non-judging is important because acceptance is a significant motivator in our lives. You must cultivate mindfulness to speed read people because it is the modality you can be comfortable in reaching people's signs and observable cues.

Start cultivating mindfulness by practicing. First, you can just sit in a comfortable position, with your body relaxed, just letting yourself feel your butt in the chair and your feet on the floor. You can do a variety of exercises, including a body scan. The body scan should start at one end of the body, like the head or toes, and go slowly to the other end of the body. This is just directing your attention to different parts of the body and feeling them and noticing what they are doing and what is going on. Direct your attention first at your toes, and just feel what they are feeling. You can feel the clothing they are touching, your socks, or shoes, or you can notice the ground beneath them. This will let you be more in touch with what is happening in your body.

You can also start by just paying attention to the breath. Just place your attention on the physical sensations of the breath. This is just a way to tune into the body and let you be in touch with the body. As you notice each breath, count to ten over and over again. See how high you can count up without losing your attention on one single bodily function. This is a practice that will help you with concentration and attention.

Mindfulness will let you be in the present moment when you are interacting with people and observing them. Being mindful means being aware, and this is your goal when you are trying to speed people. It is to be aware of their posture, body language, and other cues that are very important in analyzing people.

Concentration and attention are essential when you want to speed read people. You will need to employ attention and direction at a particular person when you are speed reading them. You must not appear to be outwardly focusing much of your attention on them, but instead neutrally observing them. First, you can notice their posture. Are they standing up straight? Are they crouched or leaning to one side? It can tell you about the physical state of their body. Older people will have a slightly more hunched over perspective. With younger people, a hunch can mean different things. It can tell that they want themselves to be smaller and less noticeable, and

maybe they don't like to be in the public eye. It might betray a sense of shyness in them, that they are not willing to stand up and look people in the eye.

People's sitting posture will tell you a great deal about them as well. Most people who are very mindful try to engage in proper posture most of the time because poor posture can cause the bones to weaken and results in all sorts of health problems. When someone is sitting up in a healthy and attentive posture, you know they are reliable. They take care of their bodies, and they are intentional about this. Sometimes, sitting posture will not be the best indicator, and sometimes, this can throw you off.

What do we mean by effect? The effect is the way that the face is expressing thoughts and feelings. An average impact is considered one with a wide range of expressions, for example, smiling when one is happy and having facial expressions that match what one is saying and doing. The effect is a big clue to how someone is feeling. People with some mental illness, for example, have flat expressions. It means that their impact does not change very much when they say different things, and they're not able to express feelings with their faces. It comes with a variety of conditions. However, much less severe cases of restricted effect can come from being shy or anxious or sad. A person may restrict their impact when they have social anxiety, for example. A person's thoughts can be wildly swinging all over the place, and their face is displaying a neutral, calm reaction. It can be a protective mechanism for some people when they hide their emotions. You and other people don't have to deal with the messy reality of where your feelings are. Some people display all of their feelings on their faces. When speed reading people, you just have to determine how much a person's effect represents their feelings. Then, you can engage. Eye contact is a massive part of this. How much eye contact is the person making? Is it sustained and intimate? Is it broken up? Sometimes, people can be aggressive with eye contact, and it can be a way for people to act out their dominance in a situation.

Eye contact is a proximal thing that can connect and divide people. The term "Male gaze" was coined to describe the interaction in eye contact or gaze alone. The male gaze is because of the power of the eye. It is something that we often forget, but an eye contact is a powerful tool when

you make eye contact with someone. You are making a connection. This connection might frighten some people, and people who are shy or have self-esteem problems will often avoid eye contact to a high degree. This is because they don't trust themselves, and they don't have confidence. A person with confidence can make eye contact with anyone they encounter and engage with. People might be intimidating, but you can always engage with someone in good faith and have confidence in yourself to represent yourself and your ideas effectively.

The only way to start speed reading people is by practicing. Give yourself some practice: go down to the corner store and buy a small thing or two. Look around and see who you see. If there is no one else, practice using the cashier, ask them how their day was, and see how they react. As you are going through this experience, try to pick up as much as you can. Try to focus on them, without lingering, and try to read into the person's body language and effect. You might notice something that you have never seen before.

When you get home, start writing. Start writing what you saw, what the person looked like, whom they acted, and everything else. Start to describe how you felt in your body when interacting with this person and see if you noticed any changes when interacting with you. Some important things to look out for are eye contact, facial expression, body language, and any other vibes you can pick up. Start writing all that you notice and see how much you can glean.

Chapter 17: How to Read Body Language



As you can imagine already, this part of communicating skills is vital in human relationships, both those that take place in the workplace and those that take place in private life. In particular, it assumes a relevant part of the relationship between man and woman. The language of the female body is different from the language of the male body. Remember that to better carry out the interpretation of body language, and help can come from proxemics, a discipline that precisely studies distances within proximity relationships. Would you ever have thought that flirting could be the subject of a scientific discipline? It probably gave you the importance of communication and why it is well studied in every corner of the world.

When it comes to non-verbal communication, the first thing to say is that it is challenging to decipher because body language is not an exact science. However, in a reasonably sure way, some signals associates with a precise meaning. Scholars usually group body language signals into groups and

subgroups that refer to the body's parts for convenience. To which they belong, we, too, in our practical guide to body language, will resort to this type of subdivision.

We will analyze the body parts: eyes, mouth, head, arms, hands, handshakes, legs and feet, personal space. If you are moving your head quickly, you are probably quite impatient to know how to read body language, and so here we go.

Eyes

The eyes have enormous importance in our body language: just think that the human being can make eye contact with another human being even 90 to 120 feet away. There is also a close relationship between the eyes and the brain: looking to the right is typical of someone who is in a creative phase while looking to the left usually has to do with memory.

Here is a possible reading of some signals that we send to others (or that others send to us) through the eyes:

- Looking to the right indicates creating, manufacturing with the imagination (also in the sense of lying); if below, it can mean that the person is drawing from his inner sensations or that he has feelings;
- Looking left means using memory, remembering, recovering facts; if upwards, they indicate security and certainty;
- Direct eye contact when speaking indicates honesty, but it can also be flaunted by liars who know they are lying; while listening, on the other hand, shows interest, attention, sometimes physical attraction;
- The widening of the eyes is also a sign of interest in a sexual nature;
- Rubbing your eyes or an eye indicates amazement, disbelief, disturbance, in some cases boredom or need to sleep;
- Rolling one's eyes can mean resignation and frustration;
- Dilating the pupils may in some cases indicate excitement or desire;
- Blinking can indicate excitement or agitation; if the eyes are fixed, this can mean a concentration or, when turned towards someone, hostility;
- Raising the eyebrows (or just one eyebrow) corresponds to a friendly greeting when the action is short-lived (flash eyebrow); if the eyebrows remain raised longer, this indicates surprise, fear, perplexity;
- Last but not least, winking indicates complicity.

Mouth

The mouth is associated with many body language cues, whether or not there is verbal communication. Smiling is undoubtedly one of the first signs of openness to others, but there are many types of smiles, some of which may also indicate rejection.

Let's find out the meaning of various signals associated with this part of our body:

- Smiling only with the mouth indicates a false, not sincere smile;
- Smiling through gritted teeth means rejection, dislike, or distrust;
- Smiling asymmetrically, with only one part of the face, indicates sarcasm or contrast;
- Protruding the lower lip indicates that you are irritated or moved (about to cry);
- Laughing with your mouth open indicates, accompanying the laughter with body movements, that we feel comfortable;
- Biting one's lips indicates nervousness or tension (in some cases, however, nibbling one's lips can also be a sexual invitation);
- Teeth grinding indicates worry, anxiety, fear;
- Chewing a pen or pencil has a self-reassuring function like sucking your thumb and in some cases smoking a cigarette;
- Putting the tongue in the center of the mouth indicates refusal. It is, in fact, the gesture we make when we put something we don't like in our mouth;
- Closing one's mouth with one or two hands is an unconscious gesture of self-regulation that indicates shock, amazement, sometimes embarrassment, as it is as if we wanted to block words so as not to express something wrong;
- Nail-biting is the result of a situation of stress, anxiety, and frustration. For some, it represents a form of aggression towards oneself.

Head

The head tends to determine the body's general direction, but it is also a very vulnerable part as it contains the brain. Since it rests on a very flexible structure (the neck), the head can move practically in all directions, and all these movements are associated with the meanings of body language:

- Nodding your head means that you have agreed with our interlocutor, but if you do it too slowly, it could be a sign of falsehood, too fast of impatience;
- Raising the head upwards indicates pride, arrogance but, in some cases, also courage, vigilance.
- Tilting the head to one side indicates submission, the exposure of the neck is a sign of confidence;
- Leaning your head forward communicates interest, positivity. If instead downwards, it can indicate reproach or disapproval;
- Shaking your head, especially if vigorously, indicates disagreement;
- Bowing your head on your chest indicates shame, abandonment, and defeat.

Arms

The arms are relatively reliable indicators of a person's mood: clenching the components, for example, indicates defense while opening the elements, keeping the palms open in front of you communicates safety and openness. We see other signs that you can communicate through the body language associated with the arms, also in combination with other parts of the body:

- Crossing arms and legs is a sign of defense if the fists are also closed with hostility;
- Girding one arm with the other, a typical gesture of women indicates nervousness or self-protection;
- Bringing your arms behind your back with folded hands, typical of men indicates strength, authority, self-confidence;
- Placing an arm table with an object on the opposite side can indicate nervousness, also scratching an arm or shoulder with the opposite hand;
- They held the arm in front of the body, especially if, with the hand close to the genitals, it indicates defense, self-protection (it is typical of women who hold the shoulder bag on the front as if they want to create an additional barrier).

Language of hands

The body language that involves the hands is extensive. They tend to interact with many other parts of the body; also, the manual gestures only partially respond to voluntary action. Most of the time, they are involuntary movements, such as touching the nose. Examples of prearranged signals are to do the OK with the thumb up or to greet; sometimes, we also use our hands voluntarily to communicate, for example, the size of an object. Here are the possible interpretations of some signals with the hands:

- Raising your open palm upwards is a sign of submission, honesty, and peace given "that you have no weapon in your hand";
- Hands raising on your face with open fingers is a defensive, sometimes offensive position, and also returning the hands
- Placing your hand on your heart indicates sincerity, the will to be believed;
- Pointing the finger at a person is a sign of threat, aggression; if the finger is pointed upwards, it is typical of a person who wants to add emphasis to what he is saying;
- Moving the index from one side to the other communicates refusal;
- Resting the fingertips of one hand on those of the other hand forming a triangle is typical of someone who is reflecting or explaining something complex; moving your fingertips on each other as if imitating a spider on a mirror increases concentration and reflection;
- Moving the palms of the hands facing downwards up and down towards corresponds to the urge to keep calm (a gesture often used by teachers to observe a class at bay);
- Rubbing your hands together indicates a positive expectation, savoring a win or a pleasant result in advance;
- Touching or scratching your nose with your hands while speaking indicates lying or exaggerating information content.
- Covering one's ears with one's hands is a gesture of refusal, instead of pulling one's earlobe can indicate indecision;

- Caressing your chin with your hands, a rare gesture in women but frequent in men, indicates that you are thinking about something; if the hand supports the chin, it means that you are pondering what to do about something, but if the action is prolonged it can also indicate tiredness, boredom;
- Scratching the neck usually indicates doubt, disbelief;
- Squeezing the wrist with one hand can indicate anxiety, worry, especially if the wrist is rotated inside the needle several times.
- Putting your hands in your pockets indicates disinterest, boredom, refusal to take action.

Handshakes

Once reserved only for men but now also extended to women, a handshake's firmness is not a reliable indicator of firmness of character, but many believe it is. However, the handshake can say many things about us and our relationship with others:

- Handshake with the palm down indicates dominance, willingness to take over;
- Handshake with the palm upwards communicates openness, hospitality;
- A two-handed handshake, in some cases, indicates honesty, reliability, affection. In others, paternalism or attempt to control the person in front of you (even when the second encircles the opposite arm);
- A vigorous handshake indicates enthusiasm, vigor, attempt to transfer energy to others;
- A weak handshake is not necessarily related to a submissive character. It often depends on other factors such as mood, gender membership, age, profession (musicians or surgeons may have delicate handshakes because the hands are their work tool, therefore, to be treated with caution);
- A firm handshake also, in this case, avoiding associating with a strong character. It could instead be an attempt to mask one's weakness or wrong intentions, such as the will to hide or do harm.

Legs and feet

Legs and feet can provide useful clues about feelings and moods, as long as you can decipher the signs.

However, always keep in mind that the position of the legs also affects gender (males usually tend to keep the legs more open than women), education, and age (the elderly both for joint problems and for education tend to keep narrower legs when seated only):

- Sitting crossed legs indicate prudence, confidentiality (in some cases if you also show disinterest), those open availability, openness;
- Parallel legs with knees well closed when seated are typical female attitude indicating good manners or fear;
- Pointing the knees towards someone with crossed legs indicates interest in that person;
- Closing the cross legs keeping the legs independent is a security posture that denotes an open, unconventional character; if, on the other hand, the legs are surrounded by the arms, the position indicates self-protection;
- Legs open when seated (especially in males) indicate arrogance, self-confidence, in some cases generalized sexual interest (the knees not only pointed towards a single subject but towards a wider audience);
- Legs entwined while seated (in the female) may indicate sexual interest as the inner part of the thigh is exposed or insecurity, search for protection (especially if with the hands placed on the inside);
- Clenching your knees with your hands while sitting with your legs parallel indicates a defensive attitude or that you are uncomfortable.

Conclusion

Now that you can recognize who the manipulators may be in your life (or whether you've been guilty of using these techniques as well), identify signs of being manipulated, and learn how to handle them, you can better evaluate the relationships around you to make the educated choices you need in your own life. Through a more realistic view of life, you may share your thoughts, opinions, and wishes without feeling guilty, realizing that they are indeed your own.

You can detect and understand persuasion and manipulation signals by evaluating and examining your relationships' contact signs. When that is evident, you will exercise your right to be treated with dignity. In a contact exchange, you regain the power and request to be equal individuals to yourself. In a relationship with an equal balance of control, you CAN say 'no' without feeling guilty and CAN set your goals to build a better life or world for yourself and others you care for.

The ability to interpret people's body language and see beyond misleading phrases stops you from being extorted or abused unknowingly. You are more open to opportunities around you and less likely to be affected by others' purpose and motivated by it. But being able to identify those tactics means that you too can manipulate these tricks. Be sure to consult with your moral compass and be always mindful of treating each person as an equal citizen, worthy of the right to be treated and free to choose.

The principle of Dark Psychology assumes you're ignorant of previous devious actions or just do not care. Here's an opportunity to change the trajectory of yours and start anew. Whatever predatory activities you've engaged in, criminal and sociopathic, there's usually a decision to cease, desist, and part from the abyss of getting sociopathic.

The head's capability might be said to be very vast, and this might be noted that the individuals that see how the mind of their functions might tend to get much more out of life. Additionally, learning how you can take control of the sense of yours might enable you to be in charge of the points that occur in daily life. Thus, rather than allowing life to come about for you, you can decide what goes on in the life of yours. The survivalist mentality

is the norm of ours, and this what society tries to do is manage the wild beast in every man by teaching them out of an early age to obey the laws, morals, and rules of the controlling team, typically the rich, who dominate our institutions and governments.

Thus, must we condemn the ones that think society isn't providing them a fair offer - which they need to take whatever they have to endure an often hostile atmosphere in which privilege relies on the school of yours, wealth, or loved ones? Dark Psychology Secret itself needs to come out of the closet and acknowledge that the typical human action is opposing rules and societies strict.

The individuals resent society, but since they're powerless against people who control law-making and morality, they are helpless to live among the sheep.

On certain occasions, individuals take the responsibilities of creating a better society for themselves to enable a comfortable life free from external control from their communities. As we have seen, all eventual breakdown

All empires can't see the demise of theirs! Exactly how will Dark Psychology Secret then contend with this particular question of human behavior like a simple survivalist mechanism, in which humans are brutal, harsh, and dominating others that are weaker than themselves?

Psychiatry in mental hospitals is frequently viewed as an element of societal control. In case you are not coherent with society and the rules of it, you should be insane - for that reason, you need to be dedicated and managed for the security and the advantage of all.

On the other hand, dark psychology is viewed as the liberating part of psychological health - the place we help those out of synch with the society of finding the location of theirs and fit back into what's regarded behavior that is ordinary for that team.

Anywhere will the solution be for individuals who rebel against the society they live in and would like another method of presence without the interference of the practical and independence to live a life they select as suiting themselves. Or perhaps do we wait - for the films to come true the

disaster that awaits a return, as well as all humans to a dog, called survivalism - the genuine cultural majority!

Around this junction, it's some time to determine from these observations which societal norms, laws, and morals are, in fact, "not normal" for man, and this society typically forces group conduct depending on what the highly effective want with the powerless.

Thank you for reading this book!