

DARK PSYCHOLOGY **and** **MANIPULATION**



3 BOOKS IN 1

THE COMPLETE GUIDE TO DARK PSYCHOLOGY,
BODY LANGUAGE, NLP SECRETS, EMOTIONAL
AND NARCISSISTIC MANIPULATION

WILLIAM DEENEY

DARK PSYCHOLOGY AND EMOTIONAL MANIPULATION

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1

NLP AND DARK PSYCHOLOGY

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NARCISSISM AND MANIPULATION

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AND
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PSYCHOLOGY, NLP SECRETS, EMOTIONAL AND
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By WILLIAM DEENEY

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Dark Psychology and Emotional Manipulation

*7 Ways You Can Handle the Cognitive
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Techniques, Art of Persuasion, and by
Working on Empathy and Body Language*

Introduction

Dark Psychology is the study of the human experience as it refers to people's psychological essence by preying on others. Humanity, as a whole, has this ability to persecute other human beings & living things. Although this urge is controlled or sublimated by several, others act upon these urges. Dark Psychology attempts to explain the emotions, feelings, and beliefs that contribute to human predators' actions. Dark Psychology believes this development is purposive, and 99.99 percent of the time contains a logical, goal-oriented motive. Under Dark Psychology, the remaining .01 percent is the violent victimization of someone without purposeful aim or fairly characterized by evolutionary theory or moral ideology.

An individual, community, or state that explicitly or indirectly engages in the abuse, victimization, intimidation, harassment, stealing, or dismissal of others utilizing Information and Communications Technology [ICT] are called iPredators. If the perpetrator is a cyberstalker, cyber harasser, cybercriminal, practices online sexual abuse, an internet troll, cyber extremist, cyberbully, online child abuse consumer/distributor, or engaging in Internet slander or malicious web fraud, they come under the jurisdiction of iPredator.

Cyberstealth, an iPredator's sub-tenet, is a clandestine tool through which iPredators seek to create and preserve full secrecy when engaged in ICT operations, plotting their next attack, testing new monitoring technology, or studying their next target's social networks.

There are also the Arsonists. An Arsonist is an individual with an obsessive concern for the setting of a fire. These people also have emotional and physical trauma overflowing in social backgrounds.

Thanatophobia, Necrophilia, and Necrologies all describe the exact form of an individual who is disordered. There are individuals who have a physical addiction to corpses. Experts who have published Necrophile profiles suggest that they have great trouble having a desire to be familiar with others. Sexual intimacy with the dead feels safe and secure to these people, rather than sexual intimacy with a living human being. When they are in a corpse company, Necrophiles has revealed in interviews of having a strong sense of power. The predominant desire for perceived power becomes subordinate to a sense of relation.

A serial killer is a real human murderer usually described as one that kills three or more victims within a 30-day or longer duration. Interviews of several serial killers showed they undergo a time of cooling off during each attack. The cooling off phase of the serial killer is a mental refractory era, during which they are briefly satiated with a desire to inflict harm to others.

The book aims at informing and orienting the readers on the satanic tendencies of those who practice Dark Psychology in order to fulfill their secret motivations. It is because the more you ponder over Dark Psychology, the more you feel able to mitigate the risk of becoming victimized by human predators.

Chapter 1: An Insight into Dark Psychology

Dark Psychology is the study of delinquent & deviant behavior within all individuals. Bill Steele, Chronicle Online (2011), provided a logical reason for this inhumane nature. He says psychiatrists define a psychopath as an emotionally empty individual who loses concern towards other people's emotions and is immune from guilt. Psychopaths function as though the system were to be manipulated to their favor, and utilize deceit and feigned emotions to exploit others.

1.1 Dark Psychology Explained

Psychology is an analysis of human behavior. This human behavior is central to our feelings, behaviors, and interactions. The phrase Dark Psychology describes how people use ways and techniques of motivation, manipulation, and persuasion to achieve their desired results.

Dark Psychology is the analysis of the human experience as it refers to people's psychological essence of preying on other individuals driven by immoral and deviant impulses that lack intent and general theories about instinctual drives and the philosophy about social science. Every single human being has the ability to damage fellow human beings and living creatures. Although this urge is controlled or sublimated by several, others act upon these urges.



Dark Psychology attempts to explain certain emotions, desires, beliefs, and cognitive thinking mechanisms that contribute to aggressive actions that are antithetical to contemporary human behavioral understandings. Dark Psychology believes that violent, deviant, and harmful activities are purposive, and 99.99 percent of the time contains a logical, goal-oriented purpose. There is an area inside the human mind that Dark Psychology

postulates, causing certain individuals to perform atrocious actions without intent.

Dark Psychology posits that all humanity has a pool of malevolent purpose against others varying from minimally obtrusive and transient thinking to absolute psychopathic deviant actions lacking some coherent reason. This is usually referred to as the Dark Continuum. Mitigating agents that serve as accelerators and attractants to penetrate the Dark Singularity, and where nefarious acts of an individual collapse onto the Dark Continuum, is what Dark Psychology refers to as Dark Factor.

"Dark Psychology is not just our moon's dark side, but the dark side of all moons combined."—Michael Nuccitelli, Psy. D.

Dark Psychology includes all that makes us who we are linked to our dark side. This proverbial disease is found in all nations, all religions, and all of humanity. From the moment we are born to the time of death, inside us, there is a dimension hiding everywhere that others have deemed bad, and some have described as immoral, deviant, and pathological. Dark Psychology proposes a third conceptual framework that takes a different view of these behaviors from religious dogmas and contemporary social science theories.

"It is the one who is not concerned about his fellow men who has the greatest difficulty in existence, and who gives others the greatest harm. Every human weakness emerges from such people."—Alfred Adler.

1.2 Why Do Humans Act as Predators

There are individuals who perform these same actions, as postulated by Dark Psychology. They do so for control, wealth, sex, revenge, or some other known reason. Without an objective, they perform such horrid deeds. There are individuals who, for the purpose of doing so, abuse and harm others. The capacity resides inside each of us. It is a capacity to damage others without intent, reason, or intention. Dark Psychology believes that this dark potentiality is extremely elusive and much tougher to describe.

Dark Psychology believes that we all have the capacity for coercive actions, and the ability has links to our emotions, feelings, and experiences. According to dark psychology, we all have this ability, but only a handful of us can act upon them. For one point or another, we all had thoughts and emotions to act in a harsh way. We have always had feelings where we want to seriously harm people without remorse. If you're frank about yourself, you'll have to admit that you've had thoughts and believe like you want to perform evil things.

Because of the truth, we think ourselves to be a sort of benign species; one would like to assume that these thoughts and feelings will not occur. Unfortunately, we all have these ideas, and fortunately, never act upon them. Dark Psychology suggests that individuals have the same ideas, emotions, and experiences but act upon them in a premeditated or impulsive fashion. The apparent distinction is that they operate upon them when others have only vague thoughts and emotions to do so.

Dark Psychology claims that this type of predator is purposive and has certain logical, purpose-oriented motivation. Religion, science, and other dogmas have been cogent in their efforts to describe Dark Psychology. It is possible that most human conduct, linked to bad acts, is purposeful and

purpose-oriented. Yet Dark Psychology suggests that there is an environment where purposeful activity and purpose-oriented motivation tend to become nebulous. There is a spectrum in victimization in Dark Psychology spanning from feelings to total psychopathic deviance, with little clear logic or intent. This spectrum allows the Dark Psychology theory to be conceptualized.

Dark Psychology discusses the aspect of the human experience or basic human nature that enables sexual activity and can even impel it. Any of the features of this behavioral pattern are its absence of apparent logical motive, its universality, and its lack of predictability in certain situations. Dark Psychology believes that this common human experience is distinct or is an evolutionary development.

If you've ever seen a video about wildlife, the antelope torn to shreds by a group of lions would have cringed and created a sense of grief in you. While barbaric and tragic, the aggressive intent matches in with the evolutionary self-preservation paradigm. The lions are hunting for food, which is important for life. At times, male animals battle over the right of territories or the right to force to death. All these cruel and barbaric events are part of life.

When animals prey, the smallest, poorest, or females in the group are always stalked and killed. While this fact seems psychopathic, it is because of their preferred victims that their own risk of damage or death is minimized. The means, all animal life acts and behaves in identical fashion. All of their barbaric, aggressive, and gruesome acts contribute to evolutionary biology, natural selection, survival, and reproductive instinct. There are no aspects in Dark Psychology that cannot be applied to other forms of life on the planet. Human beings are the ones that embody what Dark Science is seeking to discover.

As we look at the human essence, ideas of nature, natural selection, and animal behavior and their metaphysical principles appear to disappear. We are the only beings on the planet's face to rely on one another for the species' existence without the excuse of procreation. Human beings are the only species who prey upon others without a logical explanation. Dark Psychology discusses this aspect of the human experience or basic human nature, which enables predatory predisposition and can even impel it. Dark Psychology believes that there is something intra-psychic that drives and is anti-evolutionary to our behavior. We are the only creatures to kill each other for purposes other than life, health, property, or procreation.

1.3 Scientific Research and Evidence on Dark Psychology

Over the course of the ages, thinkers and ecclesiastical authors have sought to clarify this trend. Studies suggest that only humans with a total lack of apparent logical motive will injure others. Dark Psychology believes that there is an aspect of us, as we are humans, fostering sinister and violent behavior.

There is no race of individuals today, before, or in the future roaming the face of the planet who do not hold this dark side. Dark Psychology argues that this aspect of human experience requires logic and meaning. It's a component of all of us with no acceptable explanation.

Dark Psychology also suggests that this dark dimension cannot be predicted. Odd in understanding of behaves on these risky urges and perhaps more surprising to the extent others would go absolutely nullifying their sense of justice. People attack, injure, torment, and abuse without reason or intent. Dark Psychology refers to these acts of behaving like a predator pursuing human targets without objectives that are explicitly specified. As people, we and any other living being are extremely harmful to ourselves. The causes are various, and attempts are being made by Dark Psychology to investigate such hazardous aspects.

Let's now explore the essence of Dark Psychology to attempt to explain the root of the creation of psychological processes driving humans in the lack of any clear objective motivator to demonstrate predatory behavior.

We will now elaborately discuss the work of different psychologists and studies that have been conducted on the subject to discover the underlying reasons behind the human's unjustified behavior.

There have been a plethora of philosophers, great thinkers, religious figures, and scientists who have tried to explain Dark Psychology in a contextual manner.

According to Michael Nuccitelli, [2006] Dark Psychology is both a concept of human cognition and an analysis of the human experience as it applies to the psychological essence of individuals to prey on others driven by psychopathic, deviant, or psychopathological criminal impulses that transcend intent and general principles of instinctual forces, evolutionary biology and philosophy of social sciences. Everyone in humanity has the ability to persecute all living beings and people. Although this urge is controlled or sublimated by several, others act upon these urges. Dark Psychology investigates the thoughts of terrorists, deviants, and cyber-terrorism. He assumes that Dark Psychology all over the human race occurs globally and expresses itself as predatory behavior (inclinations) without a clear, logical motive. He says it's important to explore Dark Psychology and its evolutionary basis. He does not claim that Dark Psychology is part of our genetic history, but he does agree that research into the evolutionary basis of Dark Psychology is important.

Among the characteristics reflecting the malevolent dark aspects to human behavior are egoism, narcissism, Machiavellianism, psychopathy, spitefulness, sadism, among others. These features share a similar 'inner heart,' as the findings of a recently released German-Danish study project indicate. But, if you have either of those tendencies, you will have one or two of the others as well.

Examples of persons behaving ruthlessly, cruelly, or selfishly are full of both global history and modern life. We have numerous terms in psychiatry as well as in common talk for the many dark impulses that individuals can have, most specifically psychopathy (absence of empathy), and

Machiavellianism (the assumption that the results explain the means), narcissism (extreme self-absorption), the so-called 'dark triad,' with several different such as egoism, spitefulness or sadism.

While there tend to be notable variations between these features at first glance—and it might appear more 'appropriate' being an egoist than a psychopath—latest studies indicate that all dark facets of human behavior are very strongly related and focused on the same pattern. Most dark characteristics can be interpreted as aromatized examples of a certain universal fundamental nature: the dark center of personality. This suggests that you are often more likely to have a heavy inclination to exhibit one or more of the others if you have a propensity to demonstrate either of these dark personality characteristics.

As the new study shows, the common denominator of all dark characteristics, the D-factor, can be characterized as the general propensity to optimize one's usefulness, accompanied by views that serve as reasonings, disregarding, embracing, or malevolently triggering disutility for others.

In other terms, all the dark characteristics can be linked down to the general propensity of putting one's desires and ambitions above those of others even to the point of finding delight in harming others—coupled with a set of convictions that act as justifications and therefore remove feelings of remorse, shame, or similar. The study indicates that dark features may usually be interpreted as manifestations of this universal core. Still, they can vary on which facets are prominent (e.g., the rationale component is quite high on narcissism, whereas the key attribute of sadism is the element of malevolently provoking disutility).

Ingo Zettler, Professor of Psychology at the University of Copenhagen, and two German professors, Ulm University's Morten Moshagen and Koblenz-

Landau University's Benjamin E. Hilbig, have shown how this common denominator is found in 9 of the dark personality characteristics most frequently studied:

- **Egoism:** Excessive consideration of one's benefit at the expense of others and society.
- **Machiavellianism:** A deceptive mentality and confidence that the goals justify the means.
- **Moral disengagement:** Cognitive processing style, which allows for unethical conduct without experiencing distress.
- **Narcissism:** Excessive self-absorption, a feeling of dominance, and an overwhelming desire for someone to pay notice.
- **Psychological entitlement:** A recurrent assumption that one is more excellent and merits greater care than another.
- **Psychopathy:** Lack of self-control and empathy, coupled with impulsive behavior.
- **Sadism:** Wanting to inflict emotional or physical damage to somebody for one's enjoyment or gain.
- **Self-interest:** A tendency to emphasize and focus on one's social and financial position.
- **Spitefulness:** Destructiveness and desire to harm others, including when one is hurting oneself in the phase.

In a collection of surveys involving more than 2,500 contributors, the study questioned how often respondents approved or disagreed involving comments like "It's hard to go forward despite cutting corners here and there," "It's worth occasionally watching someone get the treatment they earn," or "I realize I'm exceptional because everyone tries to convince me so."

The mapping of the standard D-factor by scholars, which was just reported in the scholarly journal *Psychological Analysis*, maybe comparable to how Charles Spearman demonstrated around 100 years earlier that individuals

who score highly in one form of intelligence test usually often score highly in other types of general intelligence, so there is anything called a general intelligence part.

"In the same sense, there is often a common denominator in the dark facets of human nature, which implies that one might assume, close to the intellect, that they are whether expression of the same dispositional inclination,"—says Ingo Zettler.

'For example, the D-factor may usually manifest itself in each individual as narcissism, psychopathy or either of the other dark characteristics or a mixture of these. By mapping the popular denominator of dissimilar dark personality characteristics, one can only determine that the individual has a high D-factor. He notes that the D-factor shows how likely an individual is to indulge in actions linked to one or more of these dark traits. In fact, this implies that a person who displays a certain malevolent behavior (like bullying others) would also have a greater probability of participating in other malevolent behaviors (such as lying, cheating, or stealing).

The nine dark characteristics are by no ways the same, and each can contribute to different forms of behavior. Though, the dark characteristics, usually have much more in common at their heart, which literally sets them apart. Understanding this 'evil heart' may play a vital role for studies or clinicians dealing with persons with particular evil personality characteristics, since this D-factor, sometimes mentioned in the media, causes multiple forms of irresponsible and aggressive human activity and acts.

For example, we see it in private or public sector incidents of severe abuse, rule-breaking, fraud, and deceit. Awareness of the D-factor of an individual may be a helpful method here, for instance, to determine the risk that the individual may reoffend or indulge in more risky behavior, he says.

Given below are the Dark personality traits that were studied in a research project:

- Egoism
- Machiavellianism
- Moral disengagement
- Narcissism
- Psychological entitlement
- Psychopathy
- Sadism
- Self-interest
- Spitefulness

1.4 Dark Psychology vs. Theories on Human Aberrant Behavior

There was a multitude of philosophers, great thinkers, religious figures, and scientists who tried to conceptualize Dark Psychology convincingly. Dark Psychology encapsulates all previous theories and assumptions of violence against humans.

Dark Psychology occurs consistently throughout the human species and expresses itself without apparent moral motive as a predatory behavior (inclinations). Dark Psychology is like a spider's web trying to capture all of the personal victimization's previous theories and convey them to others that encourage empathy and promote self-awareness.

The more you can imagine Dark Psychology, the more you are equipped to reduce your chances of being victimized. It is vital to have at least a minimal understanding of the Dark Psychology before proceeding further. Six tenets are then needed to understand Dark Psychology as follows fully:

- Dark Psychology is a part of the human condition as a whole. This concept has had historical influence. This facet of human health is maintained by all cultures, societies, and the people who live in them. Known to be the most benevolent people, they have this evil realm, but never act upon it and have lower rates of violent feelings and thoughts.
- Dark Psychology aims to explore the human condition as it relates to the ideas, sentiments, and perceptions of people associated with this innate potential to prey on others without clear definable reasons. Since all action is purposeful, goal-oriented, and conceptualized by modus operandi, Dark Psychology puts forth the notion that the closer

a person comes to the "black hole" of pure evil, the less likely he/she is motivated.

- In its latent form, Dark Psychology may be overlooked due to its potential for misinterpretation as an aberrant Psychopath. History is full of examples of this latent tendency to manifest itself as active, destructive behavior. Current psychiatry and psychology describe the psychopath as an unrepentant abuser for his practice. Dark Psychology posits there is a continuum of severity ranging from thoughts and feelings of violence to severe victimization and violence without a reasonable purpose or motivation.
- On this spectrum, the Dark Psychology's severity is not considered less or more egregious by victimization actions but maps out a system of inhumanity. Comparing Ted Bundy and Jeffrey Dahmer would be a straightforward illustration. Both psychopaths were severe, and their acts were heinous. The difference is that Dahmer committed his atrocious assassinations for his insane need for companionship when Ted Bundy was murdered and sadistically caused suffering from pure psychopathic madness. On the Dark Continuum, both would be higher, but one, Jeffrey Dahmer, can be better understood through his desperate psychotic need to be loved.
- Dark Psychology believes that all individuals hold the potential for violence. The ability is latent in all humans, and through internal and external influences, increase the potential's probability of manifesting into unpredictable behaviors. Such habits are predatory and can sometimes work with no excuse. Dark Psychology is simply a human phenomenon, and no other living creature experiences it. In other living organisms, aggression and mayhem can exist, but humankind is the only species that can do so without intent.

- An awareness of Dark Psychology's underlying causes and triggers would better allow society to identify, diagnose, and possibly reduce the dangers inherent in its influence. Understanding Dark Psychology principles serves a twofold purpose, which is beneficial. Second, by recognizing that we all have the capacity for evil, those with this information will reduce the likelihood of erupting. Understanding Dark Psychology's tenets ties in with our original evolutionary purpose of struggling to survive.

On the milder side of the Dark Continuum is vandalism of others' property or the increasing levels of violence in video games children and teens plead for during the holiday season. Vandalism and the need for a child to play violent video games are mild in comparison with overt violence but are clear indicators of this universal human trait. The vast majority of humanity rejects and covers their existence, but still in all of us, the characteristics of Dark Psychology lurk silently beneath the surface.

It's ubiquitous across culture and everywhere. Some religions define it as an entity that they call Satan. Many cultures believe that demons are the culprits that trigger malicious actions. Dark Psychology has been described as a psychiatric condition by the brightest of many cultures or spawned by genetic traits passed down from generation to generation.

We all have thoughts, emotions, and actions which influence behavior through cognitions and affective states. Conversely, the act of a person affects his or her cognitions and emotions. Defined as a system or what Adler called a constellation of human experience's triad or trinity is composed as an orbiting system of thoughts, feelings, and behaviors. Adler also applied subjective interpretation to that human experience framework.

Childhood experiences, placement of birth order, family dynamics, consistency of social acceptance, and dynamics of inferiority vs. dominance

function in a way that generates the persons' perception and course of engaging with his environment.

Visualizing a pair of sunglasses is the best way to understand emotional perception and the perceptual system. Such shaded glasses block out light and shield the eyes from harmful rays from the sun. Your eyes are a real reality, and the sunglasses are your filtering device that distorts the harsh sunlight's life. Therefore, your "perceptual sunglasses" are filtering, distorting, and altering the way you perceive and respond to details.

The contextual reasoning functions like this but applied to the human condition. Reality exists and occurs all around us, every moment. Subjective thinking filters out our experience to shield us from what we believe may be counter-indicated to our purposeful objectives. If the person evolves in an environment where he perceives that he is part of, belongs to, and acknowledges, his subjective perception filtering system allows for more reliable feedback. When a person is socialized in what he perceives as a discouraging environment, his processing becomes distorted and convoluted with selfishness and narcissism.

Regarding Dark Psychology, the goal is to presume that all people use subjective thinking to filter their environment. Those hostile, threatening, or abusive people wear a pair of proverbial, myopic, and fuzzy sunglasses. Such people perceive others as being out to hurt them and move first to threaten or exploit them. Their subjective interpretation distorts common decency, acts of kindness, and selflessness. Acts of kindness are impressions from abroad or used to exploit their social environment driven by an egoistic *modus operandi*.

Adler's postulated social value is the accumulation of experiences, emotions, and feelings that have been transformed into altruistic behaviors. Stated, the higher a person feels accepted by others, the more they feel a

part of it, and the higher sense of belonging links directly to the social interest of a person. Inherently generous, selfless, charitable, and sensitive are people with high social importance. All of these Social Interest values further enhance their emotional thinking to be optimistic and compassionate. High Social Interest is equivalent to a low impact on Dark Psychology.

Because we all have a Dark Factor within us, his Dark Factor subdues the person with high social interest. The lower the Social Interest, the higher the likelihood that the Dark Factor manifests. When a person feels disheartened, does not feel part of, does not experience a sense of acceptance, and perceives his environment as isolating, he is at a higher risk of unstable, violent reactions.

1.5 Evidence on the Effective Use of Dark Psychology to Manipulate People

Humans have a built-in propensity towards kindness, empathy, benevolence, justice, patience, sincerity, contentment, courage, detachment, selflessness, generosity, honesty, conscientiousness, etc. However, humans, despite being bestowed by the said virtues, have to cope with other malevolent and devious traits that have been infused into their very being since creation. Humans are thus hybrid beings fully capable of doing morally appreciable and socially detestable and abhorrent acts at their own will. Humans who successfully manage to subdue their evil and deviant desires become paragons of excellence and morality, in contrast to others who fall victim to socially unacceptable behaviors, impulses, and dispositions.

iPredator

In the next century, ipredators will become, if not squashed, a global phenomenon and social epidemic with their acts of theft, violence, and abuse. iPredator divisions cover cyber-speakers, cyber-bullies, cyber-terrorists, online sexual predators, cyber-criminals, and cyber-war-engaged political/religious fanatics. Just like Dark Psychology considers all deviant/criminal behavior on a spectrum of seriousness and purposeful intent, iPredator's theory fits the same paradigm that includes violence, harassment, and online harassment using ICT. Any group, person, or nation that uses Information and Communications Technology [ICT] to exploit, victimize, coerce, stalk, theft, or dismiss others. The iPredators are motivated by deviant impulses, urges for strength and control, revenge, religious fanaticism, psychiatric illness, political repression, perceptual distortions, peer recognition, or personal and financial benefit. iPredators

may be of any age group or gender and shall not be bound by race, economic status, religion, or public heritage; iPredator is a worldwide concept used to identify those who use ICT to engage in violent, manipulative, abnormal, or abusive behaviors. Core to the concept is the idea that psychopathological classifications unique to humanity are the Information Age offenders, deviants, and the aggressively disturbed.

Whether the perpetrator is a cyber harasser, cyberstalker, cybercriminal, internet troll, cyber-terrorist, online sexual predator, cyberbully, consumer/distributor of online child pornography, or involved in internet defamation or scandalous online manipulation, they fall within reach of iPredator. The following criteria are used to describe an iPredator:

- A Self-consciousness of harming others using ICT, directly / indirectly.
- Using ICT to acquire, exchange, and supply dangerous information.
- Common knowledge of Cyberstealth used to participate in or profile illegal or deviant acts, classify, find, stalk, and aim.

Unlike predators, before the information gets old, iPredators rely on the multitude of advantages that Information and Communications Technology [ICT] has to offer. Such help includes the exchange of knowledge from long distances, the speed of transfer of information, and the seemingly unlimited access to available data. Intentionally malevolent, iPredators usually deceive others in the artificial electronic universe called cyberspace, using ICT. Therefore, since the internet provides anonymity to all ICT users, iPredators deliberately develop online profiles and tactics to remain hidden and undetectable if they want.

Cyber-stealth

It is an iPredator sub-tenet and a secret method by which iPredators strive to create and maintain complete anonymity. At the same time, they involve in ICT actions planning their next attack, researching innovative surveillance technologies, or investigating their next target's social profiles. Concurrent with an idea of cyber stealth is iPredator Victim Intuition [IVI]; iPredator's IVI is their ability to sense ODDOR [Offline Distress Dictates Online Response], psychological weaknesses, offline and online vulnerabilities, technological restrictions, increasing their achievement with minimal ramifications in a cyber-attack.

Arsonist

The arsonist is one who is obsessed about setting the fire. These people often have a history of development filled with physical and sexual abuse. Popular among serial arsonists are the tenderness to be loners, have little friends, and are fascinated by the setting of fire. Serial arsonists are extremely ritualistic and are likely to show patterned behaviors regarding their fire-setting methodologies.

Concerned with the setting of fires, Arsonists often imagine & fix on how to schedule episodes of their fire setting. Many arsonists experience sexual gratification once their goal is set to ablaze and continue with masturbation as they watch. The serial arsonist draws pride from his actions, despite their pathological and ritualistic patterns.

Necrophilia

Necrophilia, thanatophobia, and necrology all describe the same kind of person is disordered. These are individuals who have a sexual appeal to corpses, and they do exist. The American Psychiatric Association's Diagnostic and Statistical Manual of Mental Disorders categorizes necrophilia as a paraphilia. A paraphilia is a biomedical word. It is used to

define a person's sexual excitement and concern with situations, objects, or individuals that are not a part of normative stimulation and can trigger a person's pain or severe issues. A paraphilia of a Necrophile is thus sexual stimulation by an entity, a deceased human.

Experts who have collected Necrophile profiles indicate that they have too difficult experience an ability to be familiar with others. Sexual attraction with the deceased feels secure and safe to these men, instead of a sexual relationship with a living human being. Necrophiles, in the company of a corpse, has disclosed in consultations feeling a good sense of control. A sense of relation is secondary to the perceived power primarily required.

Serial killer

A serial killer is a real human murderer normally identified as someone who kills three or more persons over 30 days or more. Discussions with most serial killers showed they are experiencing a time of cooling-off between each killing. The cooling-off phase of the serial killer is a mental refractory era, during which they are briefly satiated by their necessity to give pain to others.

Experts in Criminal Psychology have hypothesized their inspiration to kill is to pursue an experience of psychological satisfaction achieved only through brutality. After the assassination, these people have a sense of liberation combined with selfish power. The experience gives such joy that they become immoral to feel once again the feeling of independence and gratification.

"The word 'serial killings' implies a series of three or more murders perpetrated within the United States, none less than one of which has similar characteristics."—FBI.

Rape, sexual assault, humiliation, and cruelty are often engaged in their murders. Other motivations besides anger, attention-seeking, rage, thrill-seeking, and monetary gain, were outlined by experts at the Federal Bureau of Investigations. Serial killers often show similar patterns in the selection of their victims, how they assassinate their victims, and body disposal methods. Criminal experts in conduct analysis agree that serial killers have a past of substantial behavioral, emotional, and social pathology. Serial killers are usually loners who suffer functional relationship difficulties.

Four examples of offender groups and offenders committing abusive and violent, bizarre actions that share the ordinary connection of having profound mental deficits with distorted world views are provided above. These dangerous constructs of personality, which can metastasize throughout their being, defy reason. What about these human hunters? How do they work in their everyday lives and socialize? These short profiles speak parts of the human condition's dark nature. Besides sharing minor to severe psychopathology, they are all perceptual loners with deep forces that govern their decision-making capacity.

As with the serial killer may not target anyone or find pleasure in being a human predator. Still, from his setting on fire, he experiences pleasure and delight. This is a source of accomplishment for him. Additionally, he derives pleasure from the damage that he has caused. The fire setting episodes are dangerous, given that he can harm others, but his modus operandi is not the goal of causing pain or physical injury.

The big payoff for the serial arsonist is his feeling of pride and inaccurate perception of bringing about brilliant genius achievement. At times his corrupt sense of accomplishment leads him to get sexually provoked, and masturbation follows. The conduct of the incendiary is shameful, illegal, and hazardous.

They live inside an ocean of hellish madness. While the Necrophile does not cause pain to another human or victimize others, its acts are exceedingly bizarre and lack any sense of reasoning. The demand for perceived control of the Necrophile is so devious that it arose a sexual temptation towards a corpse. Imagine what it must be for him to feel. A dead body that is emotionless and devoid of blood makes him sexually aroused. Many people crave for sexual intimacy, but the Necrophile does not need this. The experience of complete isolation makes him aroused—his mind shifts into a very dark space.

One of the most repressive personalities manifesting from the dark side is the serial killer. The serial killer is often a subject of mystery in movies, court cases, and news coverage. The nature of this essence of deviant horror repeats a part of the human mind, which can be felt only by the serial killer itself. The serial killer becomes addicted to murder just as an addict craves his next beer.

The serial killer tells about the pleasure and exalted sense of freedom after his crime is over. Not Like the serial arsonist or Necrophile, the main goal of the serial killer is to quench life. They get sexually aroused by punishing their victims. Though a popular theme, there are other similar drives that cause their victims to be tortured.

These four examples demonstrate the degree to which people will go for the enjoyment of strength, gratification, and achievement of goals. All of the mentioned criminal profiles include attackers feeling gratified by their violent and heinous behavior. The fact is that these examples are simple portraits of four parts of the men and women's population that participate in violent, violent, or deviant behavior. The degree to which people are going to engage in sexual pleasure, perceived power, or financial gain is extensive and complex.

Before the emergence of scientific advances and society's capacity to understand divergent human behavior, the origin of such confusion was ghosts and demons. Not able to understand how humans could commit these crimes, the only sensible explanation was supernatural entities. Primitive cultures concocted stars and stories of demonic creatures instead of fearing their neighbors. Vampires, Werewolves, and Ghouls stalked their victims through the night.

While contemporary society considers itself as improved in its capacity to understand the human potential to commit brutal and evil acts, it remains elusive to learn how to minimize and prevent the human from bizarre and fatal behavior. We, human beings, belong to the group of living beings involved in activities that are hostile to our survival.

Chapter 2: Safeguard Yourself from the Manipulation Techniques and Tactics

Psychological manipulation is a type of social control that seeks to alter others' behavior or opinion through deceptive, indirect, or underhanded strategies. By enhancing the manipulator's interests, often at the expense of others, these methods could be considered devious and exploitative.

Social influence does not always have a negative effect. Individuals like friends, relatives, and doctors, for example, may try to convince people to alter obviously unhelpful attitudes and behaviors. In general, social control is viewed as innocuous if it regards the right of the affected individual to admit or refuse it, and is not excessively intrusive. Social influence may constitute underhanded bribery, depending on the situation and motives.



2.1 Effective Manipulation Theories

According to psychology professor George K. Simon, effective psychological manipulation mainly involves the manipulator with the following intent and actions:

- Hiding and being affable to hostile activities and behaviors.
- Understanding the victim's psychological weaknesses to assess which tactics would probably be the most successful.
- Having a sufficient level of ruthlessness to allow no misgivings about harming the victim if needed.

Consequently, the abuse is likely to be done through covert violent means.

According to Brake Harriet B. Braiker (2004), manipulators manipulate their victims in the following ways:

Positive Reinforcement

It includes encouragement, superficial charm, superficial compassion (crocodile tears), excessive apology, money, acceptance, gifts, publicity, facial expressions such as a forced smile.

Negative Reinforcement

It is practiced by removing one from a negative situation as a reward, e.g., "If you allow me to do this for you, you won't have to do your homework."

Intermittent/Partial Reinforcement

Partial or intermittent negative reinforcement may establish an efficient climate of fear and doubt. Partial or sporadic positive reinforcement may motivate the victim to continue—the gambler is likely to win now and again in most forms of gambling, for instance, but still, lose money overall.

Punishment

It involves nagging, shouting, silent treatment, bullying, threats, cursing, emotional blackmail, guilt trip, sulking, weeping, and the victim- playing.

Traumatic one-trial learning

The manipulator uses verbal abuse, explosive rage, or other intimidating actions to establish dominance or superiority; only one instance of such conduct can condition or train victims to prevent the manipulator from being offended, challenged, or contradicted.

According to Simon, the following deceptive methods have been identified:

Lying (by commission)

It is hard to tell if someone lies at the moment they do it, although often the facts can later become evident when it is too late. One way to minimize the risk of being lied to is to realize that certain personalities (particularly psychopaths) are experts in the art of lying and cheating.

Lying by omission

This usually is a subtle form of lying practiced by maintaining a substantial amount of the facts. They also use this strategy in propaganda.

Denial

Manipulator refuses to admit they did wrong.

Rationalization

An excuse for inappropriate behavior is made by the manipulator. Rationalization relates closely to spin.

Minimization

This is a kind of denial combined with rationalization. The manipulator argues that their behavior, for example, is not as cynical or insensitive as someone else suggests, saying that a taunt or threat was just a joke.

Selective Inattention or Selective Listening

Manipulator refuses to pay attention to anything that can detract from their goals, saying things like, "I don't want to hear."

Diversion

The manipulator does not give a straight answer to a straight question, and instead is diversionary, moving the discussion to a different topic.

Evasion

It is similar to diversion, but with meaningless, rambling, and ambiguous responses.

Covert Intimidation

Manipulators force the target into the defensive mode by using veiled (subtle, explicit, or implied) threats

Guilt trip

It is an intimidation technique of a unique nature. To the conscientious victim, a manipulator suggests that they don't care enough, are too greedy, or have it easy. It usually leads the person to feel bad, leaving them in a position of self-doubt, anxiety, and submissiveness.

Shaming

Manipulator uses sarcasm and put-downs to heighten the victim's anxiety and self-doubt. Manipulators use this technique to make others feel undignified and unworthy by making use of shaming tactics, such as a stern look or smile, offensive tone of voice, sarcastic remarks, or overt sarcasm. Manipulators can cause one to feel ashamed even to question them. It is an effective way for the victim to build a sense of inadequacy.

Vilifying the victim

This strategy is, more than any other, a powerful means of putting the victim on the defensive while still masking the manipulator's violent intent. In contrast, the manipulator falsely accuses the victim of being an abuser in retaliation when the victim stands up for or defends themselves or their role.

Playing the Role of the Victim

The manipulator presents himself as a victim of circumstances or actions of someone else to gain pity, sympathy, or elicit affection and thus receive something from someone else. Caring and conscientious people can't stand to see someone suffering, and the manipulator always finds it easy to get help to capitalize on compassion.

Playing the Servant's Role

The manipulator conceals a self-serving agenda in the name of centered a more noble cause, for example, pretending that they are behaving in a certain way to be "obedient" to or "duty" to a figure of authority or "just doing their work."

Seduction

The manipulator uses charisma, encouragement, flattery, or openly supporting others to bring them down their defenses and give the manipulator their faith and allegiance. They will also offer help to gain trust and access to a charmed unsuspecting victim.

Projecting the Blame (Blaming Others)

They manipulate scapegoats in ways that are often subtle and hard to detect. The manipulator will often transfer his thoughts onto the victim, making the victim look like they did something wrong. Manipulators will also argue that the victim as if the victim induced the manipulator to be deceitful, is the one who is at fault for believing lies that they were conned into believing. The blame is done to make the victim feel guilty for making

healthy choices, right reasoning, and positive habits, except for the portion that the manipulator uses to admit false guilt. It is often used as a way of manipulation and control over psychological and emotional matters. Manipulators lie about deception, only to re-manipulate the less credible original story into a "more reasonable" fact the victim would believe. Another common method of control and coercion is to project lies as being the reality. Manipulators tend to falsely accuse the victim of being "deserved to be handled like that." They frequently say the victim is insane and violent, mainly when the evidence against the manipulator is present. Feigning innocence: Manipulator attempts to claim that any harm done was accidental or did not do something they were suspected of. Thus the manipulator may put on a look of surprise or outrage. This strategy causes the victim to doubt his own decisions and probably his health.

Feigning Confusion

Manipulator attempts to play dumb by pretending that they don't know what the victim is talking about, or that they're puzzled about an important issue brought to their attention. The manipulator intentionally confuses the victim so that the victim questions their quality of perception, frequently pointing out key elements that the manipulator purposely included in the event there is room for doubt. Manipulators will sometimes have used cohorts in advance to help back up their story.

Brandishing Anger

The manipulator uses anger to brandish the force of frustration and indignation to scare the victim into submission. The manipulator isn't mad, and they just put on an act. They want only what they want, and when rejected, they get "angry." Controlled rage is often used as a technique of deception to avoid confrontation, to avoid telling the truth, or to mask more aim. There are often threats the manipulator uses, like going to the police or

to falsely disclose crimes that the manipulator deliberately created to threaten or bully the victim into compliance. Blackmail and other publicity threats are different types of controlled rage and coercion, especially where the victim rejects the manipulator's initial demands or suggestions. Anger is also used as a shield so that the manipulator can avoid telling lies at times or situations that are inconvenient. Anger is often used to fend off inquiries or suspicion. The victim becomes more focused on the rage, rather than the technique of coercion.

Bandwagon Effect

Manipulator allures the victim into submission by implying (whether true or false) that a lot of people have already done it, and the victim should do so too. These include phrases like "Most people like you..." or "Everyone does this anyways." Such coercion can be seen in cases of peer pressure, frequently happening in instances where the manipulator tries to manipulate the victim into trying drugs or other substances.

2.2 Effective Manipulation Techniques

If you've ever felt for a narcissist or a psychopath and toss your wheels through every photo, interaction, text message, and email searching for hints as to where things went incorrect, what was actual and what was wrong, and any indicators you may have overlooked beside the way, what you'll come to find are the hidden traces of very manipulative and effective manipulation tactics used to control and seduce you. Pathological individuals (most commonly psychopaths and narcissists but also extremely manipulative non-pathological people) appear to be latent, master manipulators. And, when deception happens under the radar by its very definition and just beyond the space of our awareness, this makes it very hard to identify.



Manipulating people's emotions is much simpler than one might think. Consider what happened in 2012, for example, when investigators from two main campuses teamed up with Facebook to perform an experiment in

which they purposely manipulated the feelings of over half a million Facebook users. For a week, Facebook updated a subset of its users' newsfeeds so that half of them would see only positive articles and updates, and the other half would see only negative stories and updates. Once users in both groups posted their status updates as planned, they mirrored the mood of the updates and posts they had been subjected to.

What's troubling about this study is that if Facebook could influence its users' emotions just by manipulating what they look in their news feeds for a week, imagine how simple it would be for somebody to impress you, who knew you and had an idea that what makes you sick?

Positive and Negative Manipulation

We can essentially classify the coercion techniques used by manipulative people to manipulate and regulate their targets into two major strategies: positive manipulation tactics for reinforcement and negative manipulation tactics for reinforcement. The term "positive manipulation tactics" may sound like an oxymoron since coercion is not considered a successful or a positive thing to do. As that never is the case, though, the tactics are the most manipulative of all tactics.

Throughout the relationship, pathological individuals use both negative and positive tactics of reinforcement manipulation, but positive tactics of reinforcement are most intense during the initial phase of the relation. The psychopath or narcissist uses the prospect of some benefit or increase (positive reinforcement) to achieve the following targets:

- Rapidly regain your confidence.
- Lower your guard.
- Invest yourself emotionally and sometimes financially in the relationship.

- Strengthen desirable habits.
- Win you over.
- Set up to take the violence to obey.

The following seven manipulation strategies are illustrated in the perspective of a loving relationship, but they are applied in all relationships. Not every narcissist and psychopath uses each of these strategies, but many do so to some level or another.

Charm

Isn't it ironic how that turns into the word harm when you delete the letter c from the word charm? It's said you don't need anything else if you have charm. Writer Albert Camus defines charm as "The capability to say" yes "without posing a question." Charm is normally the first hint that you may be in a manipulative person's crosshairs.

Narcissists and psychopaths after one encounter will make you feel like you've known them for ages. They can be charming, friendly, welcoming, confident, and they always look like to know just what to say. Even though, if you stick around them for a long time, you'll perhaps observe that those funny comebacks are just a group of rehearsed lines that they reuse with every person they meet. Psychopaths and Narcissists use the charm techniques to establish a link with you quickly, so you'll lower your guard immediately and not tap into your self-serving interests.

Society forces us to perceive beauty as an appealing and positive attribute, but, according to the writer, Lundy Bancroft, "Individuals who decide to put that much excessive effort into the way they represent themselves often do so as they have something to keep secret. We move around the world, taking the benefit of people, so in a box that seems attractive or everyone

runs away from them, we need to put their way of operating. Usually, the exploiters are charming."

Me Too!

The role of the charm of the addictive personality is the willingness to let you feel like you both are amazing and so much the same. We're attracted to those who share mutual interests, ambitions, preferences, beliefs and understand us at a level many people don't. You know the instant bond feeling you get whenever you meet up with someone and disclose a bit about yourself, and they're answering with, "Me too!" Not only do these two small words express empathy, understanding, and the assurance of I get you, although they can also be profoundly bonding.

We expect a more positive opinion immediately, and are easier to trust persons who recall us of ourselves, which is why psychopaths and narcissists claim to have the same beliefs and opinions as to their goals. Their uncanny skill to persuasively morph into your best match is why it's so tough to trust when we see them change their whole identities and going to be someone who was a country music-loving, hardcore red meat-eating, traditional, foodie to unexpectedly pretending to be a carefree, other music-lover or a vegan in the other relationship.

Furthermore, by using a tactic called mirroring, establishing relationships and bonding by "resemblance" can be communicated just as actively, if not other then, in non-verbal ways. Mirroring is a proactive listening strategy that not only represents the substance of the disclosure of the client but also closely emulates other features of their non-verbal actions, like; the sound and pace of their voice and the language of their body. Simply put, mirroring is a useful means to get connected with people and control their feelings as we have cells in our brains that are called mirror neurons. The mirror neurons respond to a similar way, whether we are performing an

action (that is, throwing a ball) or observing an effort (that is, watching somebody throw a ball). So, when our actions are unconsciously reflected on us, the reciprocal shooting of our mirror neurons strengthens our partnership feelings and generates similarity perception. When salespersons were ordered to use mirroring methods with their buyers, numerous studies confirmed their clients responded more positively, and they offered high ratings on buyer satisfaction checks.

The Illusion of Intimacy

The faster the psychopath or narcissist can get you financially and emotionally invested in them, the little time they have to devote keeping up with Mr./Ms. Good guy/girl action can begin by manipulating and controlling you to concentrate on their actual goal-meeting their needs. Upon meeting you, the psychopath or narcissist will deliberately share anything very intimate with you to achieve the illusion of intimacy quickly and gain your confidence. However, they will communicate it in a manner that makes them look genuine and insecure, not socially awkward, as a TMI (Too Much Information).

Another way for psychopath or narcissist to use the sense of intimacy is to advise that there are higher powers engaged in bringing together the two of you. It might be Allah, the cosmos, the stars, destiny, the supernatural, or anything that could appeal to your pious side. And who are you to question the divine will, after all?

Love Bombing

You know you're bombed when the frequent expression of love or adoration makes you feel dizzy. This is a common trick for lowering your defenses, knocking off your balance, and getting you to do quickly, but it's just a function of having you hooked. All that self-esteem increasing attention,

admiration, and flattery also provide short-term, dopamine-level boosting. The neurotransmitter dopamine offers you that small rush of joy and energy when you're bombarded with love. Over time, the brain starts associating the love bomber with the joy-producing chemical dopamine spikes. So when the bombing of love stops and the violence begins, it can feel like withdrawal of drugs and send you into frenzy-seeking dopamine.

Social media and smartphones are a favorite tool for a love bomber as they allow better access to the goal and the way of continuous Communication and passionate love bombing. A narcissist could fill up your social media with comments, likes, Snapchat, tweets, and DM's. They could be sending you around the clock. "I'm just thinking about you," tell the messages and kiss face emojis, or ring you and talk to you on the call for hours. They will show you lasting affection, declarations of soul mate status very early on in the relationship, or send you presents or tokens of love. One of the hardest things to avoid is love bombing from somebody you're interested in and invited to because it not only appeals to your natural wish to be loved and respected, but it's going to make you think, "Why can anything that feels so amazing be wrong?"

Carrot Dangling

Carrot dangling happens once the psychopath or narcissist has learned what you want and has taken stock of your future desires (i.e., love, friendship, marriage, babies, holidays in Italy, country house, and so on), which will, of course, suit their desires and future dreams together. Not only will they reassure you that they share your goals and look to the future, but they will also be able and will let them come true. Since they have no intention of satisfying your wishes and potential hopes, they will take you on by always hanging in front of you Hopeful glimpses and hopes of a future together (i.e., future faking), but only a little out of control.

Trance

Pathologic people use trance and hypnosis to seduce and manipulate their targets, which is a comfortable state of extreme suggestibility. They manipulate their subject into a trance state by using a variety of strategies that can include; a musical voice, strength, repeated eye-contact, and then verbally give suggestions at the back of their mind.

Unlike the conscious mind, the subconscious mind does not use reason, logic, or even think for itself. Its purpose is to store data permanently and to follow instructions. The knowledge that gets placed in your subconscious mind remains there forever and causes you to behave accordingly.

Studies have also shown that only an act of gazing warmly, non-aggressively into someone's eyes for five minutes or longer creates changed states of awareness. Mostly, look lovingly into the eyes of your lover for an extended period and say things as, "Do you predict your future? "We are ideal together" is not only perceived as romantic, intense, and bonding, but it can be a strong form of brain control.

Isolation

The isolation technique is used to achieve three core goals. To detach you from your beloved ones' guidance and power, to preemptively reduce your circle of social support so that you won't have others to turn to once the violence starts to cause you to be reliant on and focus only on the psychopath or narcissist. This strategy will probably suit both groups, depending on how it is performed. Nonetheless, as the failure of social support is an adverse effect of isolation, it is not exploited through explicit or implicit threats of failure, retribution, rejection, or abandonment, but it could certainly be. Also, a significant amount of time spent with the pathologist during the initial phase of the relationship is usually preferred by the client and viewed as enjoyable.

The technique of solitude can be easily missed early in the relationship because it is common to yearn to spend maximum time with a new loved one. The manipulator might say things like, "I want to be with you in my spare time as I am in love with you." Or they could take something you've said about a trustworthy friend and use it for their benefit. For instance, "I don't like you going out with Judy as I'm worried that she'll stab you as she did with your holy sister in the back." Love is a fantastic feeling, but it's sometimes blind and has great judgment. It's beneficial for the narcissistic person to monopolize your time, secure your affection first, and get you involved in the relationship before your family has a good impression of it and influences your view. They may also postpone presenting you to their friends or family, so you don't unintentionally hear something about them that might seem alarming or deny the narrative and the person they've been portraying to you.

Great family ties can be a challenge to a pathological person's need and desire for control. So, they can try to detach you under the pretext of suggesting that both of you move in or move abroad that will suitably take you farther away from your loved one's support and protection.

Chapter 3: Does Anyone Really Pay Attention to What You Say?

Communication is the method of transmitting concepts, feelings, records, and thoughts amongst two or more individuals or sharing them. If there is a positive relationship with entities, successful Communication occurs. Communication is essential at all levels in human life, without which one can't survive in this social environment encompassing personal as well as professional. The main aim of Communication is to accurately transmit the details to the recipient, thereby providing consistency of thoughts and eliminating doubt. Otherwise, the entire concept of the conversation may be eliminated. But Communication has distinct modes or categories, the key being Verbal and Non-Verbal Communication, which is not obvious to everyone.

3.1 Verbal Communication

Thoughts or feelings or knowledge are shared by persons using speech in verbal Communication. Each conversation when an individual uses the terms to converse, it's known as verbal communication. Verbal Communication includes the usage of vocabulary, voice, auditory language to convey feelings or ideas, or share knowledge. It is both formal as well as informal. It gives precise information.

Examples of verbal Communication are letters, reports, meetings, emails, memos, group discussions, notes, interviews, face-to-face conversations, counseling, radio, telephone calls, etc.

3.2 Non-Verbal Communication

In the communication phase, non-verbal Communication is the commonly used way in which a person does not use a single term or language to pass on their message or knowledge to other people.

If a person does not use the words to interact with others but utilizes visual signs such as facial expressions, movements, eye contact, stance, body language, voice tone to show their emotions or transmit the meaning, it is considered a non-verbal communication.

It is often known as an indirect strategy by which people interact without using words or vocabulary with others. It's all informal. It is quite detailed as it displays the real emotions of the subject. It's complicated, and it's frustrating even.

When a person enters some conference, arrives for an interview, steps into the community conversation, or in other activity, so how people handle themselves by physical means shows their non-verbal answers.

For instance, bad posture in an interview shows unprofessional and informal behavior, refusing eye contact or downward glance shows that an individual is not secure enough, the individual sits or stands with crossed arms implies he may be offensive, etc.

It is not feasible to acquire non-verbal communication skills. They are unique to individuals as they represent the person's specific attitude towards life and other individuals.

This unique capacity will build or destroy the individual's relationships at the personal as well as professional level.

It is not a formal system that is regulated by strict rules & regulations, but non-verbal contact is a representation of the individual who is engaged in

the communication phase.

One needs to consider how the other individual may be influenced by their gestures and must thus be very alert.

3.3 Advantages of Non-verbal Communication

Given below are the advantages of non-verbal over verbal Communication.

Non-Verbal Communication Uses Multiple Channels

The difference between verbal and non-verbal communication is that, when we communicate verbally, we use one network (words). When we communicate non-verbally, we use multiple networks. Try out that exercise! At the same time, tell your first and last name. You soon come across this as a difficult mission. Now, with your right hand, tap the top of your head, wave your left hand, pass a smile, shrug your shoulders, and simultaneously chew the gum. Our capacity to do so despite being silly and uncomfortable shows how we consistently utilize multiple non-verbal networks to interact.

It may be very difficult to decipher a single verbal communication from a sender, owing to the subjective, vague, and unclear language existence. Just imagine how much difficult it is to decipher the much more vague and numerous non-verbal signs that we all carry in at the same time, including eye contact, facial expressions, body motions, clothes, personal objects, and tone of your voice. Despite this problem, as babies, we learn to make sense of non-verbal communication. Females are much better at understanding the many non-verbal indications they send and get more accurately than men.

Non-Verbal Communication Is Continuous

A second distinction between verbal and non-verbal Communication is like verbal contact is discrete (linear), while non-verbal Communication is constant (in continuous motion and proportional to context). Different means of communication have a simple start and finish, which are represented linearly. They continue and finish phrases and sentences in a

sequential way to make it easy for us to comprehend and observe. When you say the term "cat," start with the letter "C" and end with "T." Constant implies that the signals are constant and function in addition to both non-verbal and verbal signs. Speak about the disparity between a computer and analog clocks. The analog clock reflects non-verbal contact, such that we create significance by taking into account the interaction between the various weapons (context). The arms of the clock are also in perpetual motion. We note the velocity of their movement, their place in and around the circle, and their connection with the environment.

Non-verbal contact is identical in that we interpret non-verbal signals in relation to each other and take into consideration the context of the case. Assume that you see your buddy from away. She comes, gestures, smiles, and says, "hi." You concentrate on the gesture, smile, voice sound, moving action, and the spoken greeting to understand the sense of this. Even if there is an urgent demand to go to work, you may remember the time of day, etc. Compare this now with a digital clock, which works like verbal Communication. A digital clock isn't in a continuous motion, as opposed to an analog clock. Instead, displaying time (its text message) substitutes one number for another. A digital clock uses a linear pattern of distinctive numbers. When we use visual correspondence, like the optical clock, we do it. They speak one word at a time, to convey context in a linear way.

Non-Verbal Communication Is Used Unconsciously

The third distinction in verbal and non-verbal communication is that we actively use verbal contact while implicitly use non-verbal Communication in general. Aware contact implies that, when we talk, we care about our verbal interactions. Unconscious Communication means we don't think of all the non-verbal messages we convey. When you have encountered the phrase as a kid, "Think before You Talk," a basic concept of verbal

Communication was being taught. Truly speaking, it's almost hard not to think until we talk. We do so intentionally and deliberately when we are speaking. By contrast, whenever anything funny happens, you don't think, "Okay, right now, I'm going to laugh and smile." Despite this, you react unintentionally, showing your feelings through these non-verbal manners. Non-verbal contact may take place as involuntary reactions to circumstances. Not all non-verbal contact is ignorant of this. Certainly, at times we make deliberate decisions to use or delay non-verbal contact to convey the sense. Angry drivers communicate with other drivers using many conscious and non-verbal expressions! You make conscious decisions regarding your posture, wardrobe, and eye contact in a job interview.

Non-Verbal Communication Is Universal

The fourth distinction between verbal and non-verbal communication is the universality of a certain non-verbal communication. Verbal contact is limited to members of a single language group, while societies understand such non-verbal Communication. Though societies may have different significances and use for non-verbal means of communication, there are similar non-verbal activities that are understood by almost all. People around the world, for example, understand and use gestures such as frowns, smiles, and a finger pointing at an object. Notice: Not every single non-verbal movement is universal! If you are traveling to different states of the world, for example, find out what's appropriate! If you're going to South Korea, for example, don't give payment with only one hand.

3.4 Origin of Non-verbal Communication

Body language use dates to ancient and even pre-English periods. After all, we had to communicate with non-verbal signals when we didn't know about verbal Communication.

Some indications are universal. Everybody around the world knows that smiling shows happiness, joy, or showing you mean no harm. The cry is used with suffering or sorrow. How basic are such facial expressions? Why do we learn each other through body language? Certain cultural differences do exist, but there are many similarities, as well. Given distinct racial variations in body shape and color worldwide, there is a lot of connection among humans that leads directly to similar uses for body language. When are we just the same? The response remains in breakthroughs and studies conducted over the last era, particularly in the genetics sector (Wade 2007).

Remov

Perhaps the biggest revelation is that all human beings alive today are descendants from a tiny population who existed around 50,000 years ago. It explains that we have so much overlap and that we will articulate ourselves equally from across the globe in the form of body language based on how we sound. This, in essence, implies that we have now established a body language framework that helps us to decipher non-verbal messages and messages that are transmitted by movements, attitude, eye movement, and facial expression. On top of what's said orally, we will then perceive them. Note, the field just exists to permit us to understand certain people through what they actually mean, or to find them out if they lie. Much as vocabulary learning was directly related to the idea of trust and deceit, so is the analysis of body language. Basically, it's about deeper comprehension of others, particularly when they don't readily verbalize

their feelings or ideas. Equally, it's all about understanding whether to conceal or manipulate your feelings and behaviors while engaging with others to achieve a specific goal.

Given below are interesting facts about the origin of non-verbal Communication:

- Body language is something that has evolved to respond to the needs of human society. Scientists and anthropologists are still researching what movements have formed and what they are proposing. Many of them can be studied from prime apes that communicate with each other using gesticulations.
- In communication, body language may be divided into several groups. Some gestures and reactions are innate and are universal throughout the world. Others are developed by study, while others are modified through age and use.

The response, instead, is: "it depends." For starters, no one told you how to scowl in anger—when upset, you are born 'programmed' in your brain to react that way. On the other hand, you've probably heard and learned a positive image of standing upright and smiling projects.

Reasons Behind the Creation of Non-verbal Communication

Another important question is, "if we have words to serve us, do we still need non-verbal Communication?"

First of all, the usage of expression is only fairly recent to human discourse (there are several speculations on the precise date, so we're thinking of "fresh" hundreds of thousands of years. Before, much of our contact was close to that of other animals—understanding and transmitting non-verbal messages.

As the saying goes, "old habits die hard," so, in our Communication, body language still plays an integral part, whether we like it or not.

When speaking on the phone, you may notice an example of this behavior—although the other person never sees you, you still wave your hands and make facial expressions while speaking.

All this can appear quite simple now. However, in the days before we learned how to articulate, grunting and waving were always enough to get to the stage. Of course, we couldn't produce "Hamlet," but it was nice enough to tell, "let's go kill the boar." You are always shaking your hands and creating facial gestures when communicating.

Nobody language, there's no real face-to-face touch. Verbal and non-verbal interactions support each other.

Think of the role of body language in Communication as the 'flavor' that comes on top of the main idea; you can say 'I'm OK' using a different voice and facial expressions in hundreds of different ways—each time, the attitude varies and affects the message.

The Practical Study of Non-verbal Communication

Probably, the practical study of non-verbal communication began with actors, particularly during the 19th century, when silent films were first introduced. Actors taught how to express emotions, behaviors, and rank by mimicking the character's body language they were performing—not a simple task at all.

The most impressive thing about it is the fact that even if they lack speech and vocabulary, it is so easy to hear them and to relate to the story.

Who Was the First to Study Non-verbal Communication?

No other than the father of evolution, Charles Darwin himself. In his 1872 book "The Nature of the Feelings in Man and Animals," he was the first man to research the human and animal body language.

He noticed by careful observation that humans, like animals, share certain inborn behaviors that are common to all of us. These non-verbal signs either reflected internal feelings or were used to help interact with others.

He basically founded the science of body language in this book; many of the studies and observations made today are based on his studies.

But the big analysis of non-verbal communication really started, interestingly enough, only in the last century's '60s. It has since become a subject in many fields like sociology, social science, psychiatry, and even industry.

Kinesics is the name used to study body language in communication. The goal is to categorize and understand the meaning and evolution of various communication gestures.

Critical Point

Body language is something that has developed over time to respond to the needs of human society. Scientists and anthropologists are still researching which movements have evolved, and to what end. Most of them can be learned from prime apes that interact with each other using gesticulations.

The 7-38-55 Rule and Non-verbal Communication

Body language is something that has developed over time to respond to the needs of human society. Scientists and anthropologists are still researching which movements have evolved, and to what end. Most of them can be learned from prime apes that interact with each other using gesticulations.

Men are not as effective at interpreting body language signals as women, and when translating, they use specific parts of their brain. Women could be better at interpreting body language, as they have 14 to 16 active brain areas when analyzing others, whereas men have only 4 to 6 active.

Men and women lie slightly non-verbally as they prefer to lie on different grounds. Men lie about becoming stronger, more interesting, and more effective, while women lie more to protect others' feelings.

Non-verbal indications such as body expression and tone of voice may say more about a person's emotions than their vocabulary in a high-stakes negotiation. 7-38-55 rule by Albert Mehrabian is a theory which seeks to measure how much meaning is conveyed through verbal and non-verbal methods of communication. Understanding how to apply the rule 7-38-55 in a negotiation environment, as a negotiator, will help you understand what your negotiating partners are saying and better manage your response.

What Is the 7-38-55 Rule?

The rule 7-38-55 is a concept relating to emotional communication. The law notes that 7% of the sense is conveyed by the spoken expression, 38% by speech sound, and 55% by body language. This was created by the University of California, Los Angeles, psychology professor Albert Mehrabian who set out the idea in his 1971 book *Silent Messages* (1971). Throughout the years after Mehrabian's book was written, his ideas were introduced by many to clarify how humans express their emotions. Chris Voss, a former FBI lead hostage negotiator, has applied Mehrabian's research to the area of negotiation research; he postulates that non-verbal signals and body movements communicate far more than words in a business negotiation or informal negotiation process. Knowing non-verbal interactions and interpreting body language is important to someone who

wants to develop their bargaining abilities to prevent misinterpretation during structured negotiations.

Using the 7-38-55 Rule for Effective Negotiations

In a face-to-face negotiation, the best possible outcome is generally a win-win situation with mutual gains for all parties. If you are reacting solely to the terms spoken during a conversation without obtaining hints through non-verbal outlets, you are likely to misunderstand what your bargaining partner is saying, and the chances of reaching common ground are dwindling. Studying the rule 7-38-55 would significantly develop your listening skills and allow you to interpret the room better during a business negotiation. Below are few guidelines for implementing law 7-38-55 in the sense of the negotiations:

Observe Your Counterpart's Body Language

Ninety-three percent of the meaning is communicated non-verbally, according to rule 7-38-55. Your tone of voice and body language is far more important than you actually say. If the body language of your partner suggests they're going to lose their composure, talk softly and clearly to soothe them and slow down the speed of discussion. You should always look for a course of action that encourages the other side to lay down their guard. You will seek to establish a professional partnership with your bargaining partner in a successful meeting, and consider opportunities to defuse conflict whenever necessary.

Look for Inconsistencies Between Spoken Words and Non-verbal Behavior

When at the negotiation table, look out about how your colleagues talk and behave. Will the terms they speak suit the way they express themselves? Look at those individuals who don't speak—what's their body language

communicating to you? Recall that their spoken words constitute just seven percent of their speech and search for non-verbal signs that refute their expressions. It's always essential to ensure that you hold your non-verbal signals in sync with what you're doing. When your facial features are pained, and you can't hold eye contact, no matter what you do, you convey your discomfort to your counterpart.

Monitor Your Counterpart's Speaking Patterns

We just have a common way to say the facts. If you can identify how your counterpart looks and sounds when they're honest with you, you'll be able to detect any deviations from that pattern that might signal a lie. Those who are deceptive seem to use more language and time to make their argument than is appropriate. Using the communication abilities to achieve an upper hand and have an ear out for such verbosity.

Learn to Use Different Vocal Tones

According to the law of 7-38-55, voice tone accounts for 38% of speech sense. Through effectively presenting your points, improving the use of your speech will enable you to become a stronger negotiator. There are different key tones of voice in the negotiation room: Assertive speech is declarative and usually ineffective. A welcoming speech encourages teamwork in a friendly way and can be used mainly.

Calibrate Your Non-verbal Communication

The ability to calibrate how you interact includes good cooperation during a consultation, dispute resolution session, or problem-solving sessions. Tap your listening abilities, determine how your counterpart thinks, and, in turn, change your non-verbal contact. It can say far more of your response than what you might inform them. Seek to change your attitude while arguing the key issues in a discussion, depending on the feedback you get from your

opponent. Also, if the reasons don't alter themselves, it may be beneficial to alter the non-verbal language.

Studying non-verbal communication will benefit you in a range of contexts like multinational market meetings, dispute mediation sessions, and even social circumstances that are run-of-the-mill. Learning how to implement the 7-38-55 law can help you fully grasp your negotiation partners' goal and inner feelings, and significantly improve your capacity to achieve the upper hand.

Bottom Line

We interact with our families, acquaintances, employers, and even strangers every day, but just a tiny portion of what we communicate is spoken during any of these interactions. Studies show that the overwhelming amount of what we communicate is natural and instinctual, defined as non-verbal interaction in our encounters with others. Non-verbal expressions such as body motions and posture, facial expressions, eye contact, hand signals, and voice volume all relate to the way we interact and comprehend one another. We are also oblivious of our role in social, non-verbal interactions as these acts are implicit in how we converse as individuals and are rooted in our everyday lives.

Understanding the value of non-verbal communication with a client or prospective consumer tends to improve trust and transparency and bring excitement to the business-critical conversations—or does the very opposite. If prospects think you're irritated, disturbed, frustrated, or sort of off-putting, they'll be free to refuse your offer. People are not generally conscious that they send harmful non-verbal signs that others observe. Conversely, demonstrating constructive non-verbal communication that improves your trustworthiness and reputation might allow you to land the contract. Customers want your behaviors and facial gestures matched with

the words. However, if you are on an audio-only call during these crucial calls, your energy would be lost when consumers or prospects have no means to decipher your non-verbal contact. Face-to-face video conference calls, by comparison, enable you to create more of "in-person" contact and pick up crucial non-verbal signals.

Chapter 4: NLP Tips and Tricks

Change is difficult. Why do too many of us fight to switch from idea to action?

Let's say that you choose to stop smoking. You're talking to yourself: It's such a terrible thing—I must quit. Just wait, in a couple of weeks, my birthday comes up. I should just wait. I realize I am going to be too tempted. I have little chance to make some headway between now and then. See what happened in there? Within seconds, the emotions were spiraling out of grasp. You leaped incredibly far forward when you began dreaming of a target that you needed to reach. You've been procrastinating, and you feel nervous. You chose not to act.



From a psychological standpoint, procrastination is the manner in which our brain handles anxiety. Our minds, built to shield us, prohibit us from doing stuff that may be harmful—something that we consider as a challenge.

We need to alter the way we perceive, to generate transformation. We can rewire our emotions and actions with Neuro-Linguistic Programming (NLP).

4.1 NLP Brief History

NLP holds for Neuro-Linguistics Programming. Neuro-Linguistics programming is the formal research of man intelligence. The subjective perception framework may be changed, enhanced, and deleted. NLP establishes the foundation and encourages a deeper level of the system to expand and evolve.

It is widely accepted that NLP started in Santa Cruz, California, in the early 1970s when Richard Bandler, a 20-year-old psychology student at U.C. Santa Cruz, encountered and became acquainted with Dr. John Grinder, who was an assistant lecturer of linguistics at the college in his late 20s.

Richard Bandler began as a Mathematics major and later learned computer science. Ultimately he got more involved in the world of behavioral research, and he switched his major. It is also claimed that NLP started with computer programming and a linguist. Techniques used by Virginia Satir, American writer, social worker, and a widely recognized family therapist, were modeled by Bandler.

Bandler also got inspired by Fritz Perls' practice (1893–1970). Fritz Perls created a method of psychotherapy he had identified as gestalt therapy. Influenced by the work of Perls, Bandler organized groups of research and planned seminars based on gestalt therapy.

Grinder and Bandler teamed up to research the concepts that controlled gestalt therapy's language system. They tried to describe the strategies and competencies the good therapy utilized.

They researched Perl and Satir's work, books, and interviews, to discover the meaning that rendered these two therapists outstanding. Why did their job achieve excellence?

Modeling the approaches utilized by Perls and Satir after obtaining excellent performance, Bandler and Grinder began modeling other great communicators. Gregory Bateson had a strong impact on them, and they researched the work of Alfred Korzybski (1879–1950). They also used the work of the American linguist Noam Chomsky (1928–present).

Bandler and Grinder became captivated by the methods of Milton Erickson and introduced the conversational hypnosis approach of Erickson into the NLP. Communicating to the unconscious through "artfully ambiguous" methods and doing away with signs of authority. Erickson concentrated on developing bonds and approaching the individual in their world model to get rid of the implicit resistance. Erickson's methods have been a central feature of NLP and have been dubbed the "Milton Model."

As expertise and knowledge of Bandler and Grinder improved, others began to broaden and to add to the NLP. NLP is growing through research, sharing ideas, and training.

4.2 What is NLP?

Neuro-Linguistic Programming is a modeling methodology that provides a toolkit of approaches to address the opportunities and challenges of life. It's a rather realistic methodology in today's world trying to get outcomes.

Effective NLP practice will illustrate how to utilize the strategies and provide the knowledge and ability required to adjust them constantly and develop new ones based on particular clients' unique responses.

Neuro means related to the nervous system. The knowledge that we collect from our senses impacts our neurological function. If we improve the accuracy with which we receive information, that is to say, we listen better and are more observant, so we are more responsive to the experience of our own and others. This ensures that our minds have more knowledge that can help us make choices. We are all increasing our capacity to interact (both knowingly and unconsciously) successfully.

Linguistic implies language. If we learn and are more mindful of language—the words themselves, as well as their meaning and the way they are spoken (speed, voice sound, rhythm), then we get more knowledge for decision making and conscious and unconscious contact.

Here programming implies behaviors. We are forming patterns, some beneficial ones, some less helpful ones. NLP shows one how to build and improve helpful habits and how to eliminate less productive habits.

One of an NLP consultant or therapist's key duties is to recognize a person's preferred method of expression (PRS)—a person's preference for one sensory experience. That can be defined by language. For instance, if you prefer to say more phrases along the lines of "I hear

what you're saying" vs. "I see what you mean," which means that you have more of an auditory PRS than a visual PRS.

The five representational structures include the following:

1. Visual (sight)
2. Auditory (sound)
3. Olfactory (smell)
4. Gustatory (taste)
5. Kinesthetic (touch)

4.3 NLP Tips

Explained below are a few effective NLP tips you can try today:

Practice positive affirmations



The affirmations are successful as they function at every goal-setting level. Let's assume your affirmation, for example, is "I am positive regarding my romantic life. I am sure that I will find someone that can make me feel content and secure. "The confidence can turn as you encounter someone and reach the partnership stage into" I am in a safe and caring partnership of reciprocal interest.

Practicing affirmations can make you do well in the workplace, according to a report published in the journal *Personality and Social Science Bulletin*. Participants who regularly remember their work qualities achieved in their work settings showed greater trust under strain.

Visualization

Visualizations make the visions transparent. The more optimistic visualizations we receive, the more constructive feelings we get,

contributing to productive actions.

They help to improve our bonds with families, our interpersonal links and help accomplish demanding targets in difficult environments.

If you're longing for intimacy, you can imagine what it sounds like to be in a relationship. Be as descriptive as possible, and strive to include as many senses as necessary. Just smell, taste, sound, and touch, everything that you can. The idea is to immerse self fully in the simulation, so it looks as natural as possible.

Content Reframing



The meaning we assign to everything is a result of our perception. Look back to a moment where you felt frustrated and furious. Let's assume you missed your work or terminated a partnership, for example. You are more definitely experiencing depressive feelings as you think about it. You reframe the scenario and turn the unpleasant feelings into constructive.

For instance, you're now open to a better-fit work or partnership. You have the ability to try different possibilities, and you emerge as a better, improved version of yourself from this challenge.

When you miss a job or split up, it's normal to despair, but this just causes more mental stress. You'll feel more at ease by moving your attention and adjusting your outlook.

Anchoring



This NLP approach entails linking an emotional or thinking feeling to a single sentence or action. This would teach the brain to connect the good emotion to the expression or action.

Firstly, consider what kind of feeling you like to experience. Will you want to feel calmer, healthier, and more confident?

Imagine then the last time you've noticed that feeling. Create a vibrant mental picture as appropriate.

Then pick an anchoring sentence like “I am glad. I am silent. I'm sure” with your fist clenched.

Repeat every day before you can actually utter the anchoring word or clench your fist, and the attitude changes almost immediately to satisfaction, calmness, or trust.

Whenever you make a new decision that is compatible with your tomorrow, you train your brain to mount the neurological hardware to truly think, behave, and sound like the person you want to be in the future. The system ultimately becomes the software program making decisions that are compatible with your future. It becomes more intuitive if you keep running and connecting the networks in your brain.

4.4 Why is NLP useful?

Repetition is what it requires. The longer you use all these methods, the more rooted they become in your brain. You disrupt the loop of bad behaviors as you start to experience, imagine, and behave according to your plan.

Perhaps notably, realize that these methods are just techniques. To feel the beneficial results, you have to keep putting the effort in. You have to try to improve and change your behavior genuinely.

Your sense of smell can be used as an anchoring tool. Do you know Jordan Belfort (more widely recognized as Wall Street's Wolf)? He constantly utilized anchoring? He takes a sniff of his essential oil inhaler to stay in the optimistic mental condition, as he finishes a sale and feels the amazing feeling that comes with performance.

It will help you develop your communication skills substantially. Practicing these methods will also improve your endurance and willingness to manage change – like working out in a gym will develop your endurance, flexibility, and stamina.

The strategy will help you dramatically increase the outcomes you produce in business by helping you develop your expertise in leadership, distribution, management, and relationships. NLP will help you relate to your goal in your personal life, various agreements, and help you discover the path of your hero or heroine.

Illustrated below are multiple life domains in which NLP may be used for successful performance.

Clarity on your vision, purpose & values

Personal improvement tools and classes frequently only concentrate on how to achieve goals effectively. NLP helps make you aware of the underlying patterns you convey in language and through your senses and, where appropriate, alter those patterns.

NLP coaching teaches you how to get these involved in setting your goals and your tasks.

Overcoming limiting beliefs

We also have a lot of beliefs that support us, but there are beliefs that get in the path of what we want to do.

NLP shows you how to reframe your existing beliefs by introducing various concepts to attitudes, life circumstances, and modern concepts you want to hold.

It will bring about a very important shift in how you see the environment and how you cope with life challenges.

More self-confidence

NLP provides the ability to leverage resources from your history or build new opportunities for the present and the future. This will give you greater self-confidence in situations you need it.

Managing difficult people

NLP helps you to cope with the hard people, that is, the individuals we always contend with, or that irritate us. These are the people we do not know how to get along with us or have them move along.

NLP shows you how to build relationships by mirroring and balancing them at multiple stages, teaching you how to communicate with challenging people, and encouraging them to connect with you.

Improving leadership capabilities

NLP will improve your leadership skills. This allows the opportunity to get people to follow you and improve your success by state control.

Developing new strategies for problem-solving

This includes looking into how we unintentionally organize our thinking and our tendency to segment the issues into pieces, as well as the influence of reframing the issues and converting them into productive situations.

Coping with pain & allergies

NLP enables you to listen to your body signals. It also teaches you how to deal with pain as a signal.

Creating more freedom & choice over your mindset

Mindset encompasses your thoughts, state of success, and, eventually, outcomes. NLP will help you build states and improve output by means of state changes.

Breaking behavioral patterns

NLP is extremely successful in breaking unproductive behavioral patterns with the help of a blend of metaphors, motivation, the discovery of intention, tasks, and perpetual training.

Developing stronger & healthier relationships

NLP can help to improve your interactions in relationships. This is accomplished through the unconscious mind and body.

Improving your communication & presentation skills

Using words and senses, as well as your condition, presence, and the way you utilize the space and establish space in your main story can further develop communication and presentation skills.

Improving your coaching skills

Neuro-Linguistics Programming assists you to learn new ways. It also teaches you how to motivate others. Besides, it enables you to get to the depth of complex issues quickly that, in turn, allow you to communicate effectively.

Comprehending the strategies & mindsets of successful people

Comprehending the strategies and mindsets of successful people allow you to achieve excellence in life and business. NLP teaches you this technique through a method called "modeling."

Creating more energy & relaxation in your life

NLP coaching will help you find ways to minimize tension and anxiety in your life by evaluating your lifestyle in the broadest sense and anchoring states and using breathing and your senses to improve your condition.

Improving team & organizational performance

NLP provides resources to better direct or control teams or partners by integrating cognitive roles and evoking optimistic states. It provides a really successful way to boost results for your teams.

Achieving greater success in negotiation & sales

Successful instruments for negotiation and sales are essential in a world full of challenges. Using a more optimistic purpose, NLP lets you develop your negotiating abilities by teaching you how to combine multiple pieces for a more effective outcome.

Chapter 5: Why Do People Follow a Leader? Discover the Art of Persuasion

Persuasion is convincing others to do something or to make others agree with your standpoint on a specific subject.

By employing effective persuasion methods, you can build a win-win situation. You pitch an idea in such a way as to make it impossible for others to refuse. You make an offer by applying lucrative cosmetics to it. It is not only a good deal or a position that makes sense to a particular person, but you can also embellish a less attractive idea in an efficacious and smart manner to achieve desired results. Some strategies can make your job more comfortable and make your case more convincing.

There are different techniques and tactics to help you persuade others with such skill that your actions are not practically measurable. They are discreet. The use of Covert Persuasion's resources in your personal and business life is not only ethical and appropriate, and it is vital for your overall success too.



5.1 Studies on Covert Persuasion

Covert Persuasion typically addresses the exact prediction of human behavior in any given context. Numerous attempts have been made in history to categorize people to understand them better and anticipate their behavior. A brief overview of this initiative shows various of the most famous names in psychology, philosophy, Neuro-Linguistic Programming (NLP), consumer behavior, and business from the days of Aristotle, Freud, B.F. Skinner, Jung, Carl Rogers, Abraham Maslow, and William James, to the more modern brains of psychology, industry, along with marketing, came up with some brilliant ways of trying to understand our collective thought and decision making to persuade us and influence and direct our behavior.

The Hermann Brain Superiority Predictor, the Myers Briggs Type Indicator, and the Language and Behavioral Profile are some examples of attempts to categorize us all. Of course, there are the endless personality tests that try to determine if you are well suited to a sales career. Moreover, there is the Enneagram of individuality and, obviously, the traditional 4-quadrant explanation of us as a Relator, Socializer, Thinker, or Director.

There is a famous theory that all of our actions stem from our need to avoid grief and attain pleasure. But it's not as easy as that. There's also the whole area of language analysis where it's assumed the words you're using will dictate your feelings. The labels (words) you put on your experiences determine your emotions.

5.2 Examples of Great People Manifesting Effectiveness of Covert Persuasion

Everything you have or will ever get, become, do, or learn, you'll get with and through others. Life is but persuasion! The world is the perfect context for persuasion and convincing. Marketers and advertisers are making virtually endless attempts to understand every one of us accurately. Every year they will spend hundreds of millions of dollars trying to catch our attention, convince us to buy their product or service, sample their offer, vote for their candidate, and donate to their cause. In reality, if you live in the US, each year, you alone are the recipient of more than \$3,200 of marketing and advertising messages. That's a lot of money that's invested in convincing people.

Persuasion techniques help you understand and apply these to achieve your goals in the real world. Starting with the self-talk inside your mind that is important for the trust required to manipulate others, all the way to the final act of communicating directly with the person you want to convince, your target person, it's all here.

Drawing from a wide cross-section of persuasion studies, including experiments in social psychology, neuro-linguistic programming, language analysis, creative thinking, sales techniques, business communication skills, and personal communication skills, you'll discover startling new perspectives that will change the way you communicate forever.

Through mastering the powers of persuasion, you will find it easy to get more of what you want and when you want. If you are in sales, you will now have tools at your disposal, which will double or even triple your profits and commissions if you consciously and regularly put the ideas and techniques to use every day in your work life. It sounds insane, but you're

not going to be in the first 1,000 to tell us this was what happened. If you're in business, you have to convince colleagues, managers, and superiors to go along with your proposals. Here you will find plenty of methods that you can use instantly to persuade others to think your way covertly.

Persuasion strategies also include phrases that are more convincing when it comes to your personal and business life. Combining these terms with powerful stories will help you convince more people, more often.

The strategies and techniques would encourage you to have more of what you want more often by subtly or covertly persuading the other person to think your way. It doesn't take any more time to achieve it; however, you get everything you want, and you don't have to compromise or give up anything.

The methods of persuasion often consist of powerful hidden powers like emotions and the influence of well-structured, well-thought-out, result-based questions.

Persuasion starts in Mind. There are millions of words written about how the human brain works, and about just as many different opinions and hypotheses on how we think precisely. Yet, one thing is sure. To convince someone else to believe your way, you have to sync your mind with theirs. Effective persuasion begins and ends when a "mind meld" of real meaning, emotion, and comprehension is present. So how do we create this mind meld? How do we become more adept at persuading other people to think our way? The answer lies in knowing what motivates the other person and pushes him. Equipped with that experience, you can organize your thoughts and demands in such a way that other individuals with little or no questions can easily and quickly embrace them. They will see you as much as they do and feel compelled to satisfy your requests.

Persuasion bypasses the vital human mind component without the message recipient being aware of the process. It is a question of getting through both resistance and response. This is achieved when one person sends a message, and the message is received from the recipient without any critical thinking or questioning.

Persuasion is sometimes about controlling and handling the "state." What is the state of mind of that other person? For example, in the selling atmosphere, the consumer does not have to buy the product or service; in fact, purchasing is not an indication that there has been Covert Persuasion. An individual without money could easily be convinced and put in a state of purchase, whereas he did not have the money.

Steve Jobs

The truth is that visionaries like Steve Jobs haven't been popular because out of thin air, they dreamed of something brilliant and unique. Actually, they were gifted to convince many people on their path to something spectacular and unique. Startup entrepreneurs ought to practice the art of convincing as an ability and behavior to survive. That's how they get the money, the expertise, the energy to get their ideas running.

Tyler Odean

As Google's long-standing product chief for Chrome, Odean identified himself using persuasion as a tactic for herding large organizations—engineers, programmers, and managers—toward product decisions and growth. He realized how effective it was—especially as a product manager—to be able to mobilize people to the points of view of himself and others. He talks daily on the subject today and applies it at Reddit in his capacity as head of rating, relevance, and search items.

He discussed the science which had influenced his methodology in an interview, as well as the many themes that had appeared in his work. He shared valuable knowledge on how information is stored by our brains, the implicit prejudices that affect our realities, and how this insight can be utilized to influence the minds of others.

Odean identifies five cognitive prejudices that are especially critical to the mission of the entrepreneur to keep consumers, investors, and workers on board:

- Availability
- Anchoring
- Representation
- Coherence
- Framing

Politicians and Statesmen

Have you ever seen some sort of childhood battlefield? Some kids are arguing, and others might be attempting to solve it-maybe only one. The boy, the mediator, and not the combatants are likely to learn and use the skills that will contribute to adult life, gaining authority, and having control. This observation reflects a deeper perception of how and when certain individuals go through life getting their way, along with several others who now align with it, while some obey them. It's a talent that baffles the envious that watches them and asks what might be the key to this achievement.

Most of the psychologists have also started outlining some of the basic qualities that are shared by that many, if not many, convincing individuals, from Gandhi to the Rev. Dr. Martin Luther King Jr. to Franklin Delano

Roosevelt. These people have been incredibly effective in convincing others to adopt them and had an intrinsic center of ability that could easily be tracked to early childhood.

One of the most valuable abilities, the study indicates, is shown in individuals who have an almost unerring capacity to perceive other people's motivations and interests, independent of what is said or done on the surface. These same individuals, regardless of what they hear themselves doing, seem to understand themselves and realize what they are actually aiming at.

The study indicates that this sort of sensitivity, coupled with self-understanding, is also paired with self-confidence and a need for control. The consequence is an individual who can balance his intentions with those of others in order to work towards a solution. Such a facility should be paired with an intuitive understanding of who is in a circumstance with the really significant individuals.

Today's politicians cannot assume that they have the confidence of the public at the onset. Second, the leaders ought to win the confidence of the citizens. Then they will succeed in mobilizing the public.

Social honesty is the bedrock, clearly. Few state heads, as President Nixon and, to a smaller degree, President Clinton realized that dishonesty would sabotage a leader. People must, therefore, repose trust in his/her integrity and steadiness to have confidence in a leader. That's why it's so essential that leaders have both charisma and capability. Each is crucial to winning the confidence of citizens.

What characteristics make the strongest leaders so convincing?

We usually describe convincing as the art of well-speaking as generally, great orators have become the strongest leaders. One recalls Martin Luther

King, Jr., or the two Kennedy, Roosevelt, and Reagan, among the leaders of the twentieth century. Great leaders, though, ought to do more than speaking good. I earned a nickname, the Great Communicator, as Reagan stated in his farewell speech as president. But I never felt that what made a difference was my type or the terms I used: it was the substance. I wasn't a perfect communicator, but I was communicating great stuff.

Reagan understood that you have to give expression to your own inner emotions in order to stir others, encouraging them to think that they may scale mountains that they once felt were so high. The leader and advocates must come together around a common mission. If there is a misconception, then a speech is not going to work. Reagan understood that you could give power to your inner impulses to stir people, encouraging them to feel they would scale mountains that they once felt were too tall.

How can politicians use stagecraft without knowing it as a means of deception?

Stagecraft has been a feature of governance throughout history, and it is an essential technique when it's performed correctly. "Reagan once said," There were moments that I thought in this department how you could perform this work if you weren't an actress. "And George Washington made heavy use of theatrics."

The British could not pack up and return home when the Independence War concluded, and the same is true about American troops as they couldn't either. Cops in Newburgh, New York, whipped up a near-rebellion because Congress did not compensate them. General Washington stepped before the officers in a prominent event, began reading a declaration, then dug in his side pockets and took out his reading glasses. The guys previously had never watched him wearing glasses. "In support of my country, I have already grown grey, and now I'm growing blind," Washington said. The

officers were moved by his words that they gathered behind him and quit the revolt. Many researchers will inform you that Washington really didn't want those glasses. He was behaving. And the acting was very useful.

Persuasion Qualities of Renowned Trainers

Effective coaches often effectively communicate—in particular, they are highly convincing. Trainers need to convince viewers to appreciate the exercise, and, honestly, wellness requires degrees of voluntary suffering. Since exercise can strain one's muscles painfully, the fitness viewer can avoid such repetitive strain naturally. Trainers aim to uplift fans to accept the suffering in reaction to their innate resistance. To this end, trainers are also artfully uplifting, particularly good trainers.

What, in addition to popularity and riches, do Jennifer Lopez, Gwyneth Paltrow, and Kristen Dunst have in common? They both have Tracy Anderson, the same coach. Tracy is most renowned for the Tracy Anderson Method: "My strategy is to constantly and strategically open up new conversations with your brain and your body. By breaking limits on what we believe is feasible, we may discover different ways to tap into your energy and make sure that you are strongly functional, safe, and feeling the best at any level" (Tracy Anderson).

Neghar Fonooni is one of the best established personal coaches and fitness trainers. She is a veteran, blogger, business manager, and spiritual guide, as well as a fitness coach. She urges ladies to live with a happier life that is free from strain and guilt. She claims that it can be done successfully by remaining active, eating properly, and living cheerfully.

She seeks to influence people to realize that fitness and nutrition are important to a happier life and not ruin it or make it fill with pressure and disappointments.

NLP and Persuasion

There are NLP persuasion techniques that can be used effectively for attaining the desired results. Given below is the utility of these NLP persuasion techniques.

NLP and your voice

NLP discusses the complexities of interactions in the cognitive environment, vocabulary, and behavioral patterns and shows how a person with the proper NLP strategies may improve his or her life. Using the voice is a perfect illustration of those dynamics.

There are basic voice features you have to be mindful of to really appreciate the voice you have.

Volume

This is how loud or soft you communicate. For a significant message, a message you really want to get through, it is used to build effect. Loudness gives off an air of faith and excitement, which is also why we shout when we want people to rally towards our side.

Pace

Often called speech pace, it's like how quick or slow you usually talk. It will be ideal to talk a little faster for motivating or enthusiastic presentations. This also prohibits the public from getting bored with your content.

Pitch

This applies to whether the voice is high or low. It is worth remembering that the lower pitch would allow the speaker to appear authoritative to the crowd. The vibe of enthusiasm and pleasure is created by a higher pitch. The pitch's rise and fall are often used to get the listener to recognize the details that you offer.

Tone

This is the manner in which you express your speech, usually referred to as the “emotional tone” you use while communicating. To offer a clearer impression, the somber, enthusiastic, straightforward, and pleasant are some of the potential tones that might be used. Among the other attributes, this is the attribute that will make your speech impressive and unforgettable to your audience is this one.

NLP and Charisma

The NLP methods help to build proximity, confidence, and strengthen intimacy in business relations.

Be gentle and cautious about this phase in the office and with fellow workers. Touching may seem open to some, may seem normal to others (and for certain persons, in some situations, unless you touch their arm or vice versa, it's too impersonal).

Take some care, to begin with, the very gentle phase of space invasion/withdrawal. You will find out what other people feel relaxing by paying attention to this method and expand the envelope minimally, steadily, paying attention to the signs that people send you, and achieve a point of full comfort—beyond which reduced personal returns reside.

It is a chain! Invade, step back, and seek relaxation. Anchor it with a facial expression, or a phrase, or a tonal marker like "ahhhh!." Continue pinning the warmth when you withdraw/invade. Keep on with this method, with essentially a certain amount of space-invasion, without constant further invasion. You can inevitably find no annoyance; you hop into their space with the occasions. You're going to condition them to be more relaxed for those sporadic maneuvers that don't lead anywhere more awkward (and you're going to enhance that NLP anchor confidence that comes in handy later).

Let's presume you have advanced to rubbing the sides of their shoulder, or the upper arm, or the forearm, or the lower half, as you talk to them

sometimes. Often you don't want the contact to be an obstacle for unexpected irritation, but don't touch unless you note how relaxed they are with the present degree of closeness.

Now let's assume you are connected to them. And they are showing signals of ease. Now you may stroke their arm softly. Typically, you'll obtain prompt approval. But look out for the immediate physiological signs; if they're not satisfied with the contact, withdraw the contact and keep the anchor coming back many times. If you have placed the anchor properly, they can relax. If there's only the smallest pain, lean back your head a little & relax to minimize the intrusion while maintaining the contact of the shoulder! It reduces the potential adverse reaction and may allow them to accept the good reactions to contact. But again, in some settings, some individuals do not want to be touched. Be mindful of and value them after you have gone past reasonable limits. Charisma is created with every scenario, not only in dating or flirting scenarios. This is how you move closer to a simple degree of connection with someone else. In any case, whether it is a sales scenario or a pleasant setting, or also on a special relationship basis, you will create intimacy. You have to be respectful to the other party, be responsive to their reactions, and take care of them, and you can end up having meaningful outcomes just about everywhere.

This approach lets you reach into someone else's zone, quickly and effortlessly, almost magically.

NLP and state control

The first thing you require with anyone when it comes to influencing and convincing is connection.

When you don't have a bond, people won't respond to you, you won't be able to guide or persuade them, and you won't be leading them. How can

you use NLP to build bonds with someone?

The power to join or quit or connect inside oneself, any chain of psycho-emotional states at will on the invitation, is state control. Now, the explanation for that is that if you study the rapport strategies that the NLP wants to teach you, although you don't have power about your state, you'll be at the hands of whatever arrangement you have.

So, when you have had a partnership with someone in a poor mood, did you feel all of a sudden energetic?

One of the aspects we ought to understand, therefore, is that our verbal language is tertiary to everyone else as human beings. If you aren't in the right state, it doesn't matter how much you know about NLP, and you won't be able to get a relationship.

5.3 NLP and establishing rapport with people

You always have to fit the psycho-emotional condition they are in to get associated with persons, and NLP can send you mechanical strategies to do that:

- Matching the way they breathe in and out.
- Mimicking their rate of blinking.
- Employing the verbs they use.
- Mimicking their tones.
- Copying their postures.

Any time you're able to take your physiology and align it, or mirror the person you're trying to connect to, you'll get it.

In reality, rapport is something that cannot change as long as you have the closeness to the other guy. It's just that NLP's strategies would enable you to speed up the method and move into the other person's frequency quicker.

Classical NLP can teach you to carry on as many of the traits of the individual you are attempting to affect as you can, to imitate them, for want of a better word, and then, now and again, just make a new step or alter something to see whether they obey you. And that's what they term pacing and guiding. Pacing, in this sense, implies feeling like someone.

Chapter 6: I Am Exactly What You Want Me to Be: Empathy

Empathy is important basically when we communicate about those who are distinct from ourselves. And it may be incredibly important when we speak about exactly certain aspects that make us distinctive to those who are different. If we want fruitful discussions through differences, then it seems like we ought to cultivate empathy for individuals who are fundamentally different.



6.1 Types of Empathy

Empathy is described as 'feeling for' others—being able to position yourself in their role and experience certain emotions as though you were them. It's saying that empathy is made up of many separate components.

But there are also various forms of empathy that psychologists have described. These include abstract empathy, moral understanding, and sympathy.

This is an example of what each of these kinds of empathy means. This further illustrates how and when one or more of the three forms of empathy may be displayed but behave in a reckless manner.

Cognitive Empathy

Cognitive empathy, also known as 'perspective-taking,' isn't quite what any of us can speak of as empathy. Cognitive empathy will literally position yourself in the role of someone else to see that viewpoint.

This is a valuable skill, for example, in deals or for managers in particular. This helps you to place yourself in the hands of someone else, without actually being entangled in their feelings. But, it does not really tie in with the concept of empathy as 'feeling with' and is a far more reasonable and logical operation. Effectively, rather than emotion, logical empathy is 'empathy by thinking.'

Emotional Empathy

Emotional understanding is when you sense the feelings of the other individual with

them very simply, as though you'd 'caught' the emotions. Often named 'financial pain' or 'social contagion' is social empathy. It is similar to the normal definition, albeit more dramatic, of the term 'empathy.'

Emotional empathy is perhaps the first kind of empathy all of us experience as infants. When a mother smiles at her baby, it can be seen, and the baby 'catches' her emotion and smiles back. More happily, maybe a baby may often start screaming anytime he or she sees another baby crying.

6.2 Qualities and Tips for Manifesting Empathy With the Interlocutor

Empaths are emotionally connected with the people. They can really look into circumstances and listen closely. Not everybody has the behavioral qualities of empaths, and the empaths are lucky enough to get. Perhaps at first, it can sound like a challenge just because they experience something too profoundly. Emotions may run strong and often trigger anxieties and moodiness from inside. Yet as deeper perspectives into life, even such emotions are included. We have different perceptions of the universe than most, which is exceptional.

You can be an empathic or someone you meet. If you are, then you will be the one other people turn to for guidance, comfort, and just a welcoming face forever. That's a tremendous strength to get. Signs which identify you with empathy are provided below.

Knowing

A sense of empathy makes you able to understand other people without visible signals, and can explain what is actually going on beneath the skin. You know whether anyone is lying or doesn't talk their facts.

Effective listeners and communicators

A good capacity to listen with all the senses that are finely tuned helps the individual to sound as though they are being noticed and understood. They will intuitively direct a dialogue with genuine sensitivity that encourages even the most guarded individual to react and convey their darkest and most difficult thoughts and feelings they usually wouldn't share. For most situations, it is done with an unspoken faith and trust, but where a circumstance actually needs external interference (i.e., self-harm), they may

weigh up the necessity to behave in the person's best interest, not themselves, even though it implies compromising existing ties.

The magnetic pull of trust

Some, even outsiders, are attracted to empathy like a magnet, who consider it convenient to communicate themselves on a profound, emotional level that connects with them. They would always seem like they've known each other for several years, even if they may only have met. Individuals have this inherent feeling of confidence and feel secure and confident in their company, but they are conscious that they usually would not act this way.

Silent achievers and unnerving leaders

With empathy, you become silent achievers who tend to do the heavy work behind the scenes because of your capacity to remain concentrated, disciplined, compassionate, fast-thinking, and able to encourage and empower others with outstanding poise. Rather than embracing it, you are more confident in offering genuine support to others and are frequently seen mediating to preserve a degree of unity.

Humanitarians, peacemakers, and mediators

Conflict is profoundly disturbing irrespective of whether it is overtly or implicitly, geographically or abroad, with families, associates, employers, or also total strangers. With empathy, you will be able to express your thoughts about this and seek to reach a positive settlement even though it involves becoming a mediator. You have empathy and admiration for all citizens and communities and are strongly opposed to violence, civil instability, brutality, prejudice, hostility, and separatism because you sincerely believe that we should all exist in peace together.

You try hard to promote this in one manner or another, if not by being instrumental in creating or helping charitable organizations. In this way, you

can become a center of attraction.

People with empathy love and do not fight

Empaths want to serve someone and be accepted in exchange and would pursue lasting partnerships during their lives, while they are not necessarily skilled at self-esteem because they are willing to willingly lend themselves to others. They will grow up believing (by what we know from society) that loving yourself is selfish, and that conduct is narcissistic.

They do not like getting wrapped up in battles, whether mental or physical, because contact falls to them easily; nevertheless, they are not going to be passive, so they are going to strive for a successful settlement because soon as possible. They would feel very irritated because the other party isn't able to settle the issue entirely because they don't understand the point of pushing it on.

When there is any problem, their solution lies automatically, and they won't pause before they discover it—even if that means inventing it themselves!

Give the person your full attention to make them feel important

Get rid of all potential hazards, such as your phone or screen, so you can concentrate fully on someone else. This provides a secure, welcoming place for the individual to share their experiences, and it demonstrates that you value their opinions and concerns and worry about them.

Let the person speak without interrupting them

Try not to inject your own emotions and ideas into the discussion. Understand, much of this is about the perceptions and emotions of the other person. Give them the ability to express everything they need to communicate without disrupting them.

Manifest support and understanding by acknowledging their feelings

Acknowledging the feelings of others helps them feel understood and accepted. Pay heed to the words they utter. Look out for other hints regarding their emotional condition, such as their verbal inflection, voice tone, amount of interest they display (or lack of it), expressions of the face, appearance, etc.

Repeat what they say to validate your involvement

When the individual stops talking, or if the topic has a natural pause, quickly repeat what they just said to you. You may brief it in a general fashion, restate its key ideas or remember the particular feelings that the individual exchanged with you. Do whatever to create a feeling of concern and care.

Share your experiences

It is crucial to listen, but empathy is usually built on reciprocity. Sharing your weaknesses or experiences—particularly if you've been through a similar circumstance—will facilitate in the development of an emotional bond between you and the other individual. It's not really necessary to share your encounters, so work it out and pick your changes carefully.

Offer your help to show them that you are concerned about them

Offering your support tells the individual you're able to take time out of your day to do anything for them without requesting something in exchange. Sometimes, only giving your support is all that the other individual ever requires to be seen, appreciated, and less insecure. If you're providing your support and they're exhibiting their trust in it, then it's very necessary to turn up and make the offer nice.

Physical affection can make them feel comfortable

This technique cannot be employed with everyone. It is recommended only if you know the individual well, and you can begin by hugging, or place an

arm around their neck or touch their hand or arm slightly. The touching act establishes a bond between you, and a lot of people get comforted by touch.

Try to learn more about their lives

Make it a routine task to have a talk each week with at least one different person to get a snapshot of their life. Do not question them. Just try to sit down and speak to them.

Try putting yourself in someone else's shoes

Not every single occurrence that might relate to another human can be witnessed, so you can use your imagination to offer you an impression of how it would feel to be them. If you see a homeless guy begging for donations, for instance, try to picture what it might be like to live on the sidewalks.

Chapter 7: Your Body Talks, Someone Else's Mind Listens - Body Language

Knowing and learning about non-verbal communication is key for everyone. We don't only change our bodies instinctively when interacting with others, so we create movements. The movements we do, our several body gestures, and the facial expressions we put on are all linked to the manner we act at every moment.

The body language is, in other terms, an external reflection of the inner emotional condition. Not only are the face expressions showing how an individual thinks, but even gestures of other parts of the body, especially the ever-elusive feet, may offer clear hints to the emotional condition of a person.



Freud said communicating can occur from one person's unconscious to another person's unconscious without the conscious being involved. That's only really real. Have you ever experienced that sense of unease after

meeting somebody you said things like, 'Something was off with him' or 'I just don't trust her'? What's going on down here?

Although you cannot understand the explanation of why you question the motives of the guy, you are naturally persuaded that something is fishy. Later, sometimes when the individual does something impish, your hunches may come out to be real.

7.1 Receiving and Sending messages

People always use their body language to communicate their genuine feelings. It's just that you don't have open eyes enough to know them. Understanding how the person truly feels may have myriad advantages in any given situation. You can now become conscious of the messages you give to other individuals as you learn body language so you will realize what sort of effect they may have.

For instance, you'll realize ahead when dialogue doesn't move the direction you need it to go, and so you can take action to change the situation into your favor.

It's necessary to study body language as it can allow you to build the impression you want or falsify the impression you want. It will help you to monitor the view that others have of you.

Body language is the nearest reading you can bring to mind. To show how valuable non-verbal communication experience can attest to be in understanding the internal emotional condition of an individual.

7.2 Knowing about non-verbal communication and body language

The non-verbal conversation takes place without the usage of language. Body language is a branch of this communication that focuses mainly on the various gestures of the body and the facial expressions.

It doesn't seem like anything at first-how does someone explain something without using words? Will you claim "I love elephants" without being verbalized?

But apparently, there is much to be said from the unsaid. All sort of information can be gathered from:

Facial expressions	Physical appearance
Posture	Personal space
Gestures	Stress of voice
Touch	Clothes
Rate of speech	Hygiene
Volume of voice	Hairstyle
Tone of voice	Engagement with others (like how long you maintain eye contact)

Perhaps on a subconscious basis, we perceive and use this non-verbal contact—you don't know yourself—I'm going to itch my nose now or talk about why you are doing that. When something does happen, you still won't even know.



7.3 Why bother about body language?

In the analysis of body language, the aim is to become more conscious of this "dirty" communication and learn how it functions, that is, how we communicate and interpret and react to various behaviors. It is about keeping contact under control. Do you not want to know how to deal better with social interactions, or feeling other people's moods and emotions going from their behavior and gestures? Think of it as an opportunity to develop and develop your social competencies. It's not about doing makeovers and personality changes. It's an opportunity to understand your social environment and get the 'know-how' to deal with it better. If you need to be more convincing, the top reasons given below are why someone should bother with non-verbal communication and body language:

You can connect with people effectively

So much is involved in the conversation, and understanding and thinking at any given moment regarding the value of this will have a profound impact on your life.

There is evidence that 60–93% of our communication is by our body language, depending on which study you consult. Most of life is going around worrying about what to do, and not whether to do it. Understanding body language will allow you to properly communicate with others, as it will encourage you to improve your communication skills. When you can pick up on small movements, the other individual can help you better understand them and contribute to deeper communication.

Fosters your business

Particularly if you're some sort of entrepreneur, learning the body language is critical. Recognizing and adjusting correctly to the language of one's

body will make or break your company. Suppose you're in a prospective customer meeting, and just keep moving with your pace. During the process, you neglect to note that your prospect is crossing his shoulders, interlocking his ankles, and shifting his torso down. Ultimately you walk away with no contract when you felt you were doing a fantastic job. Training to understand such body gestures during sales interactions will also benefit you. Addressing the just described body language may just keep the chat and save your agreement. This can make you so much money in the long-term!

It Prevents Conflict

There is a particular kind of body language that we use when we're upset or angry. By learning non-verbal protective body language and rage, you can recognize when your companion is angry before they intensify. Just think about how many negative comments or fights. If you had the proper insight into body language, you could stop dead in their ways.

Sends Improved Signals about your Presence

You'll even think about your appearance by talking about body language. What sort of messages should you put out? How do you view others? What do they do about your pose? When you begin learning the body language, you become much more conscious of your own body. How do you position your arms? When is your head tilted in conversations? What does that say, then? Using body language awareness will help you understand your body language and allow you the ability to improve it. By strengthening your body language, you will have a beneficial effect not just on others but also on yourself.

It Opens Up your World

In everyday interactions, there is so much going on that we do not talk about. People will send in more than 800 non-verbal signs in 30 minutes.

You can tell your brain to actively know what to search for by learning the body language, and you'll be amazed at how much you can see suddenly. Once you begin to study body language, it's like looking at the world in high definition. You will continue to see an additional layer of knowledge all of a sudden.

The Importance of Body Language in Public Speaking

No one should ever underestimate the importance of body language when speaking and presenting in public. Pass off the wrong vibes, and wind up turning away the viewers. But you can just as quickly win them over with the correct body language.

Some people only want to get their speeches 'over and done with' without offering expressions and body language much attention at all. Body language is the way the body expresses without the aid of spoken words. This is the mixture of facial expressions, emotions, and actions that convey in your head what's going on. Look at yourself to see whether you feel right now seated or standing. What's the expression on your face? Are you smiling or scowling? Are you standing up or slouching in your seat? If somebody is trying to take a photo of you right now, what do you think people would say about you based on your present body language? Are they going to tell you to appear nice and approachable, or are they trying to suggest you are somebody not to be messed with?

Body language is also involuntary, implying you may verbally agree with it or disagree with something, but the body language would tell the exact opposite. If you've ever wondered why body language in a speech or presentation is relevant, here's why: People may always want to sound

optimistic, but they may tell differently with their body language. And, they're trying to say things like, "I'm glad and happy to be here," but their facial expressions and movements suggest they're not.

If you're out somewhere and you get introduced to a bunch of new people, you may tell them you're glad to meet them, but your body language really says the exact opposite without knowing it. In that social condition, you may think you have performed fairly well. Yet in fact, the people you just met obviously didn't think too much of you, because they just didn't sit right with anything about your body language. The truth is our body language is notorious because it betrays our inner emotions. We might not utter anything out loud, even we might vigorously refute it, but our body language would let the world know what we really think about anything or anyone.

Importance of Body Language in a Presentation

When it comes to meetings, there is the strength of body language to make one excel or struggle. If we study our body language and bring it to good use, we will excel and lose if we let our body language get stronger. It's necessary to focus on your body language, too, while you practice your voice. You'll be calm, happy, and assured on the day of your presentation that you've got what it takes to ace the presentation! Here, the truth with meetings is that there are always two aspects when it comes to body language. There is the body language of the host (that is you), and there's the body language of the crowd. You will not only know how to be an amazing interviewer, but you also need to be able to interpret and gauge your audience's response to your delivery.

It is pretty important to learn how to interpret the crowd. You don't want to be one of those presenters who think they are doing a fantastic job on stage when they bore their audience to death, in fact!

7.4 Non-Verbal Communication is extremely effective in getting a Job

You might assume it is the way to get a job and get the right degree at the right college. Think about it once again! It could be a good way to get an interview, but what matters once at the interview? Body language accounts for 55% of the intensity in each reaction, while verbal material accounts for just 7%, and paralanguage, or intonation—pauses and sighs offered in answer—reflects 38% of the focus. If you are chewing gum, inappropriately dressed, and listening to music on your phone, you are probably in trouble. Some effective non-verbal practices in interviews are given below:

- Make eye contact for a few seconds at a time with the interviewer.
- Smile and nod as the interviewer talks. Just don't overdo it. If the speaker does first, don't chuckle.
- Be polite, and keep your speech even in tone. Don't be too quiet or too loud.
- Never slouch.
- Relax and lean towards the interviewer a little so that you're interested and engaged.
- Don't backtrack. You're going to look too casual and relaxed.
- Keep your feet on the ground and back against the bottom of the chair.
- Be careful, and be careful and interested.
- Gain information.
- Never interrupt.
- Remain calm. Even if you've had a bad experience or were fired at a previous position, keep your emotions to yourself and don't show anger

or frown.

- Aren't sure what your hands will do? Hold a pen and a notepad, or put your arm on the chair or your lap, so that you look comfortable. Don't allow your arms to fly around the room when you make a point.

7.5 Non-Verbal Communication can be used to spot Romantic Interest

There are non-verbal clues to see if someone is romantically interested in you. What are the signs that somebody flirts—conveying subtle non-verbal sexual interest signals? Any of such signs are obvious, and others are very subtle. Here are signs in body language which indicate sexual interest.

Eye Gaze

Holding an eye gaze a bit longer than usual is a sign of interest. Mutual eye gaze—looking in each other's eyes—can be arousing, and we typically hold it for a limited period. A prolonged look indicates a desire and a will to communicate.

Open Body Position

Sitting directly in front of the other person, leaning forward, eyes wide open, with open arm positions (for example, not using crossed arms as a "barrier") suggests a person wishes to become more intimate, which are often called "immediacy" signals.

Finger to Lips/Breast Brush

Much more clear indications when someone is flirting with you include unique self-rubbing signals, such as soft rubbing or lip and/or breast brushing.

Touching and Accidental Touch

Touch is a way of establishing contact. It may not be of interest or attraction, but it is about reaching out. It is more intimate to touch the skin than to touch the clothed body parts. Although handling other body sections is more personal than the lower limbs, shoulders, or upper back.

Smiling More Than Usual

Even though we often smile when interacting with other people we like, when sexually attracted to someone, the rate of smile tends to increase. Also, when someone is sexually interested, there tends to be more open-mouth smiling.

Prolonged Body Glances

Prolonged glimpses of another's body—scanning and "sizing up" the other person—is a definite sign of interest on the more obvious end.

Leaning and tilting

Leaning is a way of showing anybody's interest. People prefer to turn toward others they are involved in, and maybe even drawn to. This non-verbal cue is easier to spot when in a group, as it is easier to see if somebody is leaning more towards a particular person than others. Tilting head is another fascinating non-verbal signal.

Feet pointing

Like leaning, feet tend to point to the person of interest and point away if there is no interest, or if the attention is occupied by something else.

Dressing

Making yourself attractive through clothing is primarily about exposing just as many of the prevailing features of life mentioned above. Tight clothing will do the trick with who's in the correct positions for the muzzles/curves, relaxed garments for someone who doesn't want to draw fewer facial characteristics.

Gender-Specific Cues - Women

In addition to general non-verbal desire signs, there are several indicators that are more or less unique to gender. Among many are some of the more

obvious women-related ones here.

Showing skin

Showing more skin than expected may be an indication of becoming a possible mate, but it is always necessary to understand the circumstances.

Smile

Whether intended or not, she smiles to whom she likes, unless she comes with her job to smile. She can attempt to conceal the grin, turn away, or place something in front of her mouth to escape visibility. She is probably aware that either she planned for it or not, the smile can be taken as an invitation.

Blush

Blushing is another non-verbal indication of desire-a more genuine one because it becomes more challenging to conceal or falsify. Not only the cheeks and throat may blush; the lips get red and filled as the heart pumps more blood to the face. Make-up may hide most of it, but as women compensate for the loss of color on the cheeks with red rouge and red lipstick on the lips, the visual signals are still being brought through. If you are the official purpose of this act, it sends an open invitation in a strict sense of body language: "I am eligible."

Pelvis

Women appear to tip their pelvis slightly up/toward an individual they are drawn to, and down/away from an individual they are unhappy with while coming in close.

Touching the hair

This may be an intentional sign of attraction. The gesture aims to get the hair right and make it a bit prettier. She cannot hold the hair at all but whip

it to get it right instead. Even rubbing the hair bottom or actually placing it behind an ear for practical purposes (like holding it hidden when picking up shoes) are realistic desirable motives. Take a note in this, and whether the movement is backed up directly with a smile at someone else.

Body language tips for selling

Listed below are ways that you must use in your body language to be able to sell:

- Manifest confidence and stop slouching.
- Connect with others. Match the speed you are speaking to others in the room.
- Be calm, cool, and composed.
- Put yourself on equal footing.
- Do not touch or rub your nose or other body parts.
- Make the eyes count.
- Watch the arms.

Chapter 8: Someone Else's Problems Aren't Yours; Do Not Play Their Game

Manipulators are everywhere—in families, colleges, churches. You name it; everywhere individuals, who are manipulators, may be identified.

If you find yourself on a manipulator's receiving end, don't lose heart; in this sort of partnership, there are ways to defend yourself and take care of yourself. One crucial concept is to recognize the core component of self-protection, that is, to avoid having the acceptance of others.

A sub-premise is, do not let yourself be defined by others.

Deception will function only if you do not counter it effectively. Your manipulator has studied you, and he knows your shortcomings. He knows that you want to look after him, to be a hero, to be forgiving, to be sacrificial, and so on. He would use his manipulations to manipulate your vulnerabilities (and strengths).

The only way out of this sort of dynamic partnership is to avoid caring about whatever the implicit meaning he tries to communicate to you.

8.1 Ways to Protect Yourself from Emotional Manipulation

Although we have already discussed ways to deal with a deceptive person, there are still measures that you can do to improve your own self-esteem. Getting more self-confidence can help you tackle a manipulator until they can harm your general well-being. Follow these suggestions and instructions below if you are actually struggling to break out of a coercive partnership or environment.

Don't fall into their guilt trap

In order to really get under your skin, people who enjoy playing with the feelings of others will use all kinds of tricks, such as blame, confusion, and questioning. If, like in your office, you sometimes have to contend with these styles of individuals, either disregard them or impress them by doing something sweet, instead of meeting them with a combative attitude. Emotional manipulators depend on having a rise out of you, so make sure you don't owe them what they want-they will tend to leave you alone after many unsuccessful attempts.

Using guilt is a type of emotional abuse that aims at controlling their emotions to influence another person. What difficult family members are doing too well is making you feel bad about what you have achieved or have not. The idea is that if you don't do anything that they want, or if you don't think about the party, you are a bad guy. Don't collapse because of it. If you start feeling like you're being drawn into a guilt pit, kindly inform them you don't enjoy being abused verbally, and you won't accept it from anybody. Manipulators don't want to get their dirty tactics found on. So they are on the attack right now. If the guilt trip persists, clarify that you cannot

do what they're asking you to do this time and that you need them to support your choices.

Start writing down whatever is said during conversations

Emotional manipulators have a way of making you seem like the bad guy and bending their language to suit some agenda, although this may sound a little excessive. Often, you might really begin to think that you have done something wrong, although you have simply fallen prey to their awful scheme. To guarantee that you can really show them what they meant in past discussions, note down any information that you suspect they could alter easily later to explain their behavior. They might even want to tell you that they have never mentioned a certain thing, yet you can really show that they have said something in your records. Get wise in defending yourself from their vengeance, and they can quickly be prevented from using you as their emotional toy.

Steer clear

Of course, preventing mental manipulators and instigators would mitigate the chances of being abused by them to the maximum. In order to accomplish this, try your hardest to interpret the emotions of people when you first encounter them. If you don't get a positive feeling from them, just trust your instincts and make an agreement where you can stay clear of them. Working in the same position as an emotional manipulator may be a little trickier but just try to restrict as far as possible your encounters with the guy. From doing so, you can save yourself a lot of resources and sanity.

Call them out on their behavior

These individuals have possibly for too long been bossing about others and have never been questioned for it. Get up to let them realize they make you feel insecure about taking advantage of it. Even if they dispute their actions

or want to force it around on you, you will at least be happy knowing that you were really protecting yourself and standing up for the facts. Perhaps if you touch a nerve with them, they'll start to shift their tune; after all, if they drive anyone away, they won't have anybody to exploit anymore, anyway.

Do not get emotionally attached to them

Though it may appear an easy task, it is rather complex, especially if they don't instantly reveal their true colors. Pay attention to the first sign of them steaming your emotions completely, slowly back away from the relationship, and be sure to let them know your boundaries. Emotional manipulators are always searching the ground for their next prey. However, if you haven't spent that long in the relationship, it's much simpler to break free, first. If you need to speak to them, establish a cordial, polite partnership, but if you respect your mental health, don't let things go any deeper.

Frequently Meditate

You ought to calm the mind, relax slowly, and stay in contact with the higher realms in order to maintain your energies up, to manage yourself properly on Earth. It would make you cope much easier with mental manipulators, and you can have inner harmony no matter how much turmoil around you happens. Specifically, loving-kindness meditation would encourage you to develop compassion for this person and even open your eyes to what they've been through in their lives. Meet animosity with love and empathy, and after a while, you could only watch them turn themselves into a new human.

Inspire them

It's necessary to "be the shift," and in this case, it will unintentionally shield you because after motivated by your own non-manipulative, constructive acts, they won't emit any negative vibes. Acquire the effects of yoga, take accountability for one's own actions, pursue one's real interests,

help, and consume a safe diet and exercise. Using all the experience you have acquired in being your true self to make them all become your best self.

Tell them you are right

Your conscience would send you a round of applause as rough as this may be for the ego, and maybe a standing ovation too. Emotional manipulators thrive on drama, but agreeing with them would render them speechless and fire the fires of their fantasies out easily. Only basically let them gain the debate for the sake of maintaining the peace of mind. You realize deep down that their actions and allegations were incorrect, but still, they're going to have to contend with that fate eventually.

Let go of harmful relationships

If you find this kind of conduct in your partner, girlfriend, or mother, then you can leave the arrangement behind in favor of your own wellbeing. No matter how many times you bring up their unpredictable actions, you can't compel an individual to adjust. You deserve someone who can cultivate your feelings and manage them, not someone who needs to exploit you for their own personal gain.

Develop a strong mentality

Never encourage their threats or outbursts to get into your head, laugh at them, or merely entertain your thoughts without agreeing with them. Nothing they say could ever get you down if you realize what type of person you are and have a good sense of self-worth.

Give yourself positive self-talk

Your otherwise peppy attitude may be totally tarnished by an emotional manipulator, so make sure you fix yourself throughout the day with uplifting affirmations and texts. They depend on watching your attitude fall down the toilet because they won't have a justification to taunt you anymore as they see you untouched by their brash remarks.

8.2 Why do manipulators manipulate?

The main reasons are:

- To handle and manage the relationship and/or situation.
- To avoid personal responsibilities.
- Feelings of helplessness, hopelessness, or worthlessness.
- Fear of being left alone.
- Need for strength and power over others.
- Willingness to put their emotions above the well-being of others.
- Need to increase self-esteem.

Typically, individuals who are narcissists are more susceptible to this form of conduct and have inherent wicked propensities to manipulate and affect other individuals. It's because:

Narcissists are self-obsessed people who, for their benefit, manipulate others; they employ a few basic strategies to gain and retain power.

Second, by attacking codependents, narcissists ensure success: the narcissist takes advantage of the shortcomings of the codependent.

Narcissists often attempt to make people feel unique in order to take control; they can, for instance, complement or flatter the person to get them to their side.

So, they interact with challenging feelings such as outrage, awe, and shame to hold their victim under control.

Narcissists often gaslight or exercise master manipulation; in order to maintain power, they degrade and destabilize their victims.

Finally, in their aim, they're hot and cold, implying they use optimistic and pessimistic thoughts or moments to manipulate others.

They also disrupt interactions, exploit their loved ones, and participate in profit-making manipulative behaviors. We want to stay away from these disingenuous creatures; however, we fall prey to their exploitation as well.

Conclusion

Dark Psychology is the study of the human experience as it applies to individuals' psychological nature to prey on others. All humankind has this propensity to persecute other individuals and living beings. At the same time, this tendency is restrained or sublimated by many, some act upon these impulses. Dark Psychology attempts to explain the feelings, emotions, and beliefs that relate to sexual conduct in humans. Dark Psychology claims that 99.99 percent of the time, this development is purposeful and has a logical, goal-oriented motivation. Under Dark Psychology, the remaining .01 percent is the violent victimization of someone without purposeful motive, whether fairly described by evolutionary theory, whether moral ideology.

Over the next century, if not crushed, iPredators and their actions of robbery, brutality, and harassment would become a worldwide problem and social epidemic. Cyberstalkers, cyberbullies, cyber terrorism, cyber offenders, graphic sexual abusers, and political/religious fanatics engaging in cyber warfare are segments of iPredators. Much as Dark Psychology considers all criminal/deviant activity on a spectrum of seriousness and purposeful intention, iPredator's philosophy fits the same structure but excludes computer and networking infrastructure harassment, attack, and cyber victimization.

Book 2

NLP and Dark Psychology

*9+1 NLP Techniques for Beginners and
Advanced to Manipulate People by
Improving Your Art of Persuasion and Body
Language*

Introduction

There are a lot of great things about NLP, but many people have a lot of misconceptions that come with NLP. Some people, even within the field of psychology, are against NLP and think that it is a bad thing. They worry that this tool, when put into the wrong hands, could end up causing more damage than good, even if it does end up benefiting the one who learns how to use it.

This book contains proven steps and strategies on how to apply Neuro-Linguistic Programming in all areas of your daily life. It also explains what Neuro-Linguistic Programming is, who can use it, when to use it, its benefits, principles, techniques, and application to different areas of your day-to-day life. This system will improve the way that you perceive the world and give you a wider perspective.

Although Neuro-Linguistic Programming may sound very complex, it's easier to incorporate into your life than you may think. With the aid of this guide, even the beginner can understand the principles and apply them to the way that everyday decisions are made. This can enhance life and give learners a much wider geographical perspective, thus enriching their lives. When these techniques are employed, they open up a whole new way of thinking.

With NLP, you can upgrade your mindset. You can make your memory better, have better communication skills, your intelligence quotient will most likely rank higher the next time you take the test among other skills that you can improve, modify and enhance either on yourself or on someone else.

The following chapters will discuss how to use neuro-linguistic programming and dark psychology techniques to manipulate people and get everything that you want out of them.

NLP is something that helps you to learn more about the people around you. It helps you to learn how to read the body language of those near you, and to get what you want. Any tool, when put in the wrong hands, can be dangerous. But NLP is an effective tool that can do a lot of good, especially for the one who knows how to use it.

It focuses on the practical NLP methods and techniques for persuasion, negotiation, mind control, and manipulation, along with tips to help you understand and avoid dark psychology tactics. It provides simple, straightforward NLP techniques for self-development and enhancement of your skills in dealing with the people around you, as well as aids to create a positive and meaningful environment.

The techniques can be used to better business skills, improve interpersonal skills, and discover the formula to live your life your way while striking a balance with the ethics, morals, and principles that you have set for yourself.

This guidebook is going to take some time to explore NLP and all of the parts that come with it. Inside, we are going to explore what NLP is, some of the controversies that come with NLP, and how you need to learn a bit of self-mastery before you stand a chance of learning how to use some of the tools of NLP on other people.

There are so many great benefits that can come from using NLP in your own life. It allows you to learn how to work with other people, how to read what other people are thinking and meaning, and ensures that you are able

to get more of what you want and need out of life. When you are ready to learn more about NLP, especially dark NLP, and how to use it in your own life, make sure to check out this guidebook to help you get started.

Chapter 1: What Is NLP and How Does It Work?

NLP stands for Neuro-linguistic Programming and focuses on the language your mind speaks and how it functions. To use an example, have you ever tried to hold a conversation with someone that didn't speak the same language as you? The common picture painted is a couple going out to a fancy French restaurant. You read the menu and believe you'd ordered a soup, but instead, you're treated to a plate of liver and onions.

This scene can be used to explain what goes on within our own unconscious mind. We look at the menu and believe we've put in our order for a well-paying job, a nice house, a fulfilling relationship, a happy family, and toned abs, but if that's not what ended up, then there's been some sort of miscommunication along the way. Within NLP, it's often said that your unconscious mind is the part that sets your goals, while your conscious mind is the part that accomplishes those goals. Your unconscious mind holds your deepest desires, and the truth about what you want in life, but if you don't know how to communicate this properly, then you'll always end up with the wrong menu item.

Take a common vice such as procrastination and understand your unconscious mind only acts this way because it's led to believe that's what you desire. Understanding and studying NLP is like taking that French language course, so you're able to tell the waiter, who is your unconscious mind, what you truly want out of your life. Unless you're able to

communicate successfully, you won't be able to match your unconscious and conscious minds together.

NLP is a powerful tool and technique used to speak with yourself, to overcome challenges within your life. These challenges can include fears and phobias, different beliefs, and various other roadblocks created by your mind. Not only does understanding NLP make you a better communicator with yourself, but it also assists you in communicating with others. You'll be able to influence other people in your life in positive ways, so that they could possibly overcome their own fears within their lives. This will also help to better their own lives.

NLP was founded by two different men by studying different therapies and focusing on modeling. They watched and observed others, breaking down the language they would use and the ability to produce a change in others. If there is a result that you would like to duplicate, you can produce the same result by breaking down the interaction. This consists of modeling different language patterns, how someone takes in information and processes it. If a successful person can accomplish amazing feats, then copying their methods should allow you to be just as successful.

We process information in multiple different ways, and a large part of NLP relies on the understanding that so that we can change it. We want to change our view on certain information, whether that be positive or negative. We also tie certain emotions and moments together that can be shifted. Numerous people have used NLP to become a more motivated person in their everyday life, and to be happy overall. Now that we've homed in on what NLP is, we'll give you a few tricks to make it work for you. Before we begin, let's start by saying this is only some quick tricks to help you understand and use NLP to help better your life. In order to get the full

extent of NLP information, we'd need an entire book, if not multiple books, to dive that far into it. However, these methods are simple and can help you as fast as you begin to use them.

The only thing that matters within NLP is the truths you hold within yourself; another person's perception means almost nothing. Someone can tell you that your outfit looks gross, and they are operating off their own definition. However, that doesn't mean that your definition must be the exact same; it only matters what you believe. You hold all the power within your belief, and that belief shapes your reality. Believing that your outfit makes you look like a model better serves you in your life and it'll benefit you to believe as such. This is the only bit of information that is useful to you and your life.

NLP also uses certain methods that help you break habits. Let's say that there's an action like smoking cigarettes or something you do a lot that you want to stop doing, you'd explore the Swish pattern. Despite coming up with a plan to stop smoking, and being motivated at that moment, you end up not following through. Instead, you forget the plan you've created and gone right back to lighting up another. The Swish pattern takes that idea of starting a program, like a journey to stop smoking, and gives it a new view. When you're creating a plan, you tend to think about the experience of trying to quit smoking, instead of visualizing yourself within that experience. On the opposite side, this is the root of trauma and triggers within your life, because people will snap back to that experience as if they are there. It gives you the urge to begin to panic and to act out of pure fear, instead of realizing the new situation at hand. The exact same thing happens when you form a plan to break a habit.

You continually break your plan and fall back into the feeling of disappointment and failure. You replace the image you continually have of failing in your goals, and you swish it with an image of yourself. Instead of seeing your failures, you see yourself as you want to be. This is powerful because most people cannot visualize the outcome and can only see the problem in front of their face.

The swish method allows you to visualize yourself as a non-smoker and to live a happy and healthy life, on the other side of your program.

This is tremendously motivating and gives you a mental image to work towards instead of simply saying you need to quit your bad habits.

If you're only focused on not smoking so much, then you're focusing on smoking, which makes you want to smoke more. Use that mental image of yourself and keep it vague, so you can associate that image with a relatable future you. You can always swish an image of you denying a cigarette or not smoking, and it may work sometimes, but won't work all the time. Visualize yourself as a better you, overall, and you'll find the effects to be amazingly beneficial when it comes to breaking habits.

Visualizing is a powerful tool within NLP if you're feeling unmotivated, depressed, or procrastinating on something that you need to be done. Studies show that when we think of something we enjoy doing and close our eyes, we tend to view that item or action as close, vibrant, large. If you enjoy playing basketball, the visual of a basketball will be bright within your mind. In order to create motivation, you need to use this same idea, but in reverse, by bringing an image closer to you. Close your eyes and try visualizing that item or that action in your mind. Odds are, it seems far away and dimly lit, because you believe it to be out of your reach. Every

person visualizes within their mind, whether they think, they do or not. Take the image of that action that you don't enjoy doing and visualize it in your mind. Picture the image brighter, bigger, and more within your reach and control. It may seem silly, but practicing this technique over time will change the way you view the undesired action. No longer will you become depressed at the thought or procrastinate because it feels much more within reach.

Some people rely more on auditory than on visual. However, this works almost the exact same way. When you close your eyes and think about something you hate, what kind of dialogue do you have with yourself? This dialogue can reference your inner dialogue, as well as outer. What kinds of things do you say about it? Now, imagine something you enjoy doing, and compare the two. Typically, your facial expression may even spread into a smile. For example, say you're trying to motivate yourself to clean your kitchen. Try speaking similarly to yourself when thinking of cleaning your kitchen. Change your tone, tell yourself that you enjoy it, and use empowering language. This will change any negative feeling you have to a positive one.

Another positive technique of NLP we'll cover is known as "Anchoring." Anchoring is the process of tying an emotion with an action on the concept, so that you feel that emotion whenever you activate it. For instance, if you're driving in your car and see an ambulance behind you with its lights turned on. It's normal to feel a sense of dread or to feel stressed out.

If you see the lights and hear the siren again even if it's not attached to an ambulance, you'll feel the same sense of dread you had before. The image of that ambulance is anchored to that emotion. Take an example of homework and the feelings you get when looking at an unfinished page.

Those emotions have been tied to that image your entire life. This is also how advertisements take hold of your attention and incite emotion within you.

Commercials with happy family gatherings may make you feel elated, and then the product flashes, allowing you to anchor that elation to the product they're trying to sell.

Using this same logic to assist us can be incredibly beneficial. While you're in the midst of a happy experience, such as an event with friends, or maybe even a concert, start doing something such as snapping your fingers or clapping your hands. Choose an action that you don't do so often, it needs to be unique. When you begin to feel sad or unmotivated, begin to clap your hands or snap your fingers to incite that same emotion. Just as you can create a positive anchor, there are also such things as a negative anchor. Often, people can't get any work done within their bedrooms because of the anchor they've created. You get inside your bed when it's time to sleep, and thus, an anchor is created for sleep. Possibly, your room is where you retreat when you're feeling depressed, so you create a negative anchor for being depressed. The trick is to notice these occurrences and avoid the negative anchors while inciting positive ones.

"Reframing" is also a proven helpful technique within the realm of NLP. Imagine that every moment of your life has a picture snapped of it and put into a single frame.

You feel a certain way when you look at the picture and recall that moment in your life. Reframing speaks of taking a hold of that photo and turning it to the side to get a brand-new view of it.

Before long, you're looking at the photo like you never have before, and what really matters, you've changed how you feel about that moment, as well. For example, there's a moment in your life when you got in trouble for having bad grades in school. Possibly, you walked away from that moment feeling like you were a bad person, and that you weren't good enough to get better grades in school. Try turning the frame and giving this moment in your life some new perspective. Instead of looking at it with a negative view, think of the positives.

Try to get a grasp on how that moment made you stronger, and what you took forward with you to better your life. Instead, view that moment of your life through a better lens and think about how it made you work harder in school and then in your work life once you graduated.

Did it always help to launch you over the line of expectations? Instead of using negative experiences, turn them into positive ones. You could blame your parents, blame your teacher, blame your school, or you could learn from the responsibility and grow.

This technique also teaches you to be grateful for moments that you felt uncomfortable or that you previously viewed with a different setting.

Reframing also works with conversations and miscommunication. Often, we react to the way we perceive a situation or a conversation, only to find out later that we've misrepresented it. Take control of how you feel about moments in your life, and make sure you aren't looking back with regret.

A common NLP method that can be used by anyone and everyone is mirroring. You read a version of this within our persuasion techniques chapter, but mirroring someone firmly falls within the belief of NLP. Mirroring someone's movements creates a sense of friendship, and you

become vastly more comfortable with someone who is performing the same movements as you. Without realizing it, you let your guard down, and you begin to connect with the person that is mimicking you. In this way, you can easily build rapport with someone a quick way. Once you've built rapport with someone, you'll find that it's easy to lead their emotions with yours. If you have someone that is speaking quietly and a little more reserved, once you've mirrored them and caught their interest, if you speed up your talking, you'll find the other person is doing the same. You can also perform the opposite or take it in a completely different direction. Either way, you've built rapport and can now build from there.

NLP, in a nutshell, seeks to better your mental health and trick yourself into becoming someone who gets things done. One of the negatives that people say of NLP is that it can be used in an evil way, but it all comes down to what your intentions are.

If you're doing it to lie or deceit, to manipulate someone into liking you, and the like, then you could be venturing down a dangerous path. Everyone wishes to be influenced in some way, whether by a movie or this book. In a way, these pages are influencing you, but in an incredibly positive way.

How to Use Neuro-Linguistic Programming (NLP)

The most fundamental, basic principle of NLP is positive language. No, I'm not suggesting that by keeping a stiff upper lip, you might be able to ignore all of your problems—rather, this approach is based on science. You see, the brain is incapable of processing negative language. This means that if you were to tell your communicative partner, "Please do not touch me," what their subconscious mind would be hearing is, "Please do touch me."

According to NLP, your subconscious mind regulates everything from digestion to breathing. This suggests that you are able to communicate with your own subconscious using this technique, as well. The idea is that if you were to repeat, "Do not get well," to yourself as a mantra, your subconscious would only hear, "Do get well," and would respond to this. Of course, negative language is best used in this way on others, and not yourself, because it's entirely possible to just repeat positive mantras to yourself. Many people are unaware of the fact that the subconscious mind is incapable of hearing negative speech (such as 'no' or 'can't'), which makes it even easier to covertly implant ideas into their subconscious minds without them even being aware that you are the one willing them to act in a certain way.

The only time during which you have to be cognizant of your own internal dialogue when considering the effect of negative language on the subconscious mind is when your self-talk begins using negatives without your awareness. For example, if you accidentally think, "I hope I don't get nervous during this interview," your subconscious mind will hear, "I hope I do get nervous during this interview." For this reason, it is incredibly important to be mindful of the tone of your own internal dialogue, and

phrase thoughts positively like, “I hope I am calm during the interview,” to bypass negative speech impact on your brain.

The second most fundamental principle of using NLP is targeted talk. NLP theorizes that all people communicate in one of three ways: auditory, visual, or kinesthetic. Furthermore, NLP demands of its users to be aware of these communicative styles and to try to pinpoint which best suits their communicative partner. When your words fit your unique communicative style, it is much easier to deliver new ideas into someone’s mind.

The best way to find out someone’s communicative style is through listening to them speak. Someone whose style can be described as auditory might use phrases such as: “That sounds great” or “I hear you’re busy working on a project”. Those who are more prone to kinesthetic communication might say something like “This homework is hard” or “I feel like you are not listening to me” or even, “I’m going through a rough time”. Those who are visual communicators, on the other hand, use phrases like “I see you went to the shops again this morning” or “Look on the bright side”.

Once you determine the style which best fits your communicative partner, you can start using this to your advantage. Visual people are more likely to be complacent if you communicate with them using gestures and smiles. Another great suggestion is to employ vivid, descriptive language to express any physical places or things visually. It is a good idea to do this if you would like to draw your communicative partner in and keep them focused on you.

Auditory people listen to a speaker’s tone and intonation. It is thus very important to control the pitch and sound of your voice, using inflections and

variances in both to keep your communicative partner engaged.

Kinesthetic learners are ‘feelers’ and not ‘thinkers’. If you can tap into this by using emotive language, instead of just delivering the facts, you’re far more likely to be successful in your communication with them. Furthermore, telling them “I have a gut feeling about this”, might make them more prone to believe you, as this is the level at which they operate.

Of course, learning what your communicative partner’s communicative style is can take some time, as you would essentially need to build a rapport with them first. Luckily, there is a way to bypass this that is nearly as effective as observing someone’s patterns of speech. The trick is to watch their eyes.

Kinesthetic thinkers tend to look down while they are communicating, whilst auditory thinkers laterally left or right and visual thinkers look up and straight ahead. Watching someone’s eye movements might reveal an incredible amount about how they choose to communicate and how best to communicate with them.

The next NLP technique, which is easy to use and very effective, is known as mirroring. The mirroring technique is based on the idea that we are more prone to trusting people who share similarities with us, such as mannerisms and speech patterns. This means that through careful observation, one might be able to imbibe a few of another person’s characteristics. This will eventually help them trust you and share similar perspectives.

The trick with mirroring is not to make it too obvious. If you simply copy your communicative partner’s behavior, they’ll soon become suspicious and wonder what you are up to. The best way to mirror someone is by matching their speech patterns covertly. If someone is very prone to using slang in

their speech, it might be a good idea, for example, to throw some slang words into your own communications with them. Speech isn't the only thing that can be mirrored, though. Gestures are a good place to start. For example, if your communicative partner is sitting with their legs crossed, you may want to do the same. Here too, you will need to employ a measure of stealth and not mimic every gesture they make.

Disassociation is another NLP technique that is often used by practitioners. Disassociation cannot usually be used on a communicative partner; instead, its purpose is to help the user overcome negative emotions. These are the steps to follow to employ disassociation:

Identify how you are feeling. Are you feeling sad? Angry? Frustrated? Perhaps scared?

Once you have identified the feeling that you are experiencing, imagine yourself floating out of your body, exiting from the top of your head. Imagine yourself looking down at your body and seeing its surroundings and how it is reacting to the negative emotion you wish to eliminate.

Finally, imagine the feeling within yourself changing. Perhaps, you feel your chest tightening from nervousness—now imagine feeling that knot in your chest slowly unravel and become loose and comfortable.

Anchoring is the next technique, and this one can be used on communicative partners. Anchoring originated from Ivan Pavlov's theory of classical conditioning. Pavlov conducted an experiment in which he would ring a bell whenever his dogs were eating. After a period, Pavlov was able to get the dogs to salivate just by ringing the bell, even when there was no food present. Anchoring works in much the same way.

When using anchoring on a communicative partner, start off by conditioning them with a certain gesture or phrase. Whenever they're experiencing the emotion you would like to elicit in the future, employ this gesture or phrase to connect these two experiences in your communicative partner's mind. If you have been successful in creating an 'anchor,' you should be able to elicit this emotion within your communicative partner simply by using the phrase or gesture in front of them, without any outside stimuli or manipulation.

Another very useful technique is called the "concealed commands" method. A concealed command is a manner of phrasing a question in such a way that your communicative partner does not realize that you are directing him or her toward a set outcome. An example of a concealed command is, "Which movie would you like to watch?" instead of asking, "Would you like to watch a movie?"

The "if you want" technique is somewhat similar to the "concealed commands" method in that they both rely heavily on wordplay. The purpose of the "if you want" technique is to get your communicative partner to do something that you do not want to do. An example of this is asking your communicative partner, "I can pay the bill if you want"—your communicative partner will feel that since you've offered to pay the bill, etiquette demands they now make the same offer. Which, of course, you will accept. In this way, you're actually shifting the responsibility for the problem onto your communicative partner and away from yourself.

However, wordplay in NLP doesn't just end and begin with concealed commands and the "if you want" technique. NLP also emphasizes the importance of the word 'but.' 'But' is a special word because the human mind generally only hears and focuses on the part of the sentence after the

‘but.’ For example, if I said, “Susan is a pretty girl but she has horrible teeth”, all that my communicative partner would hear is that Susan has horrible teeth. If I reworded the question as, “Susan has horrible teeth, but she is a pretty girl”, all that my communicative partner’s mind would absorb is that Susan is a pretty girl.

The opposite is true for the word ‘and.’ The human mind only hears whatever part of the sentence came before ‘and.’ This means that if I were to say, “We are going swimming and then we will have lunch,” the only thing our mind would focus on is that we are going swimming. However, if I rephrased the sentence to say, “We are going to have lunch, and before that we will go swimming,” all the mind would hear is that we are going to have lunch.

Words aren’t the only things that hold power in NLP, though. Touch is also important. When you’re building a rapport (establishing the trust) with a new communicative partner, a few well-placed touches on the upper arm during conversation can lead them into feeling a sense of trust toward you sooner rather than later.

The final NLP technique to be aware of is pacing. Essentially, pacing requires that you give, for example, three definite facts to your communicative partner, followed by the concept that you want your communicative partner to accept as the truth. An example of a pacing script is the following: “Our boss is on leave today (first true fact), and she took the secretaries with her (second true fact). The chief executive officer is here, though (third true fact). Our boss is always on leave (untrue fact).” Because you’ve prefaced the untrue fact (that your boss is always on leave) by first giving two or three definite facts, your communicative partner is more likely to accept the untrue fact as absolute truth.

Uses of NLP

NLP has many uses and dark manipulation is not on the top of the list. As a matter of fact, NLP is used for personal growth and self-improvement. If you want to become a better version of yourself, you can use some of the techniques above to reprogram your mind. Through visualization, you can easily change your negative perceptions of life and start observing it in a positive way. It is important to note that NLP is designed for self-growth and can help you restore your self-esteem and improve your thinking process.

NLP is used to promote skills such as self-reflection, communication, and confidence, among others. You can use NLP to achieve work-oriented goals and see success in your relationships with others. If you implement the techniques right, you will gather influence as a leader and easily rise to a position of power within your work environment.

With that said, it is also relevant to mention the dark side of NLP. The fact that the language can lead to a total reprogramming of a person's mind is a big risk. The fact that through NLP, you can learn about a person's beliefs and be able to influence them makes it a dangerous tool. If you want to practice NLP, you should have the intention to progress. Your main target should be growth and improved productivity. You must reduce your selfish ambitions and focus on the common good of the majority. You can use NLP to help the individuals you work with or the people who work under you realize their full potential. You can also use NLP to improve your personal performance and your socialization with other people within your firm.

NLP is also applied in medical terms, especially when dealing with mental conditions. It can be used to help individuals suffering from anxiety and

depression. Most of those individuals only experience worry, fear, and panic attacks because some situations trigger past events. Through the NLP approach, you can help those individuals change their emotional associations. You can help them start associating certain circumstances with positive and not negative reactions. The sensory association on certain triggers may help patients of anxiety and depression improve their general outlook on life.

NLP has also been found to be helpful for PTSD patients. Any person that has gone through traumatic events in life may have a very unrealistic approach to life. Negativity becomes a constant part of the life of those individuals. If you learn to use NLP, you can bond with those individuals, extract the right information, and use it to reprogram the minds of the people you are targeting.

Chapter 2: Dark psychology and NLP, How Are They Connected to Each Other?

Neuro-linguistic Programming, or NLP, has become a popular way of talking about human thought and communication for many non-psychologists. It's a version of Popular Psychology. While it's far beyond the reach of our discussion to criticize NLP (because such criticism would cover several issues), you must know a few things about the communication and non-verbal skills and strategies. That is supposed to be efficient and being promoted by both reputable and untrustworthy teachers and so-called master practitioners. Unlike mainstream or popular areas such as linguistics, neuroscience, or psychology, which have their basis in academic research using controlled studies, NLP tends to focus on "what works" and derives many of its methods from other disciplines in practice. So, while several non-verbal communication NLP methods and declarations may have strong research support, it is also likely that some of the techniques and arguments are not validated correctly in controlled study environments.

The message for casual non-verbal communication students is that reading NLP content may introduce you to some excellent and right concepts from fields such as psychology and linguistics. Still, it will also expose you to ideas and assumptions that are not validated or may be invalid. The problem is that you are not going to be able to assess what is valid and what isn't by relying on NLP literature and courses. NLP does not provide a unified theory—it's more of a hodge-podge of useful things.

To make things worse, NLP relies heavily on ads and arguments, unlike more scientific science-based disciplines, and has attracted inexperienced people or people with dubious motives. And, who could be called New Age practitioners respectfully?

To explain the range of things that some practitioners include in NLP: the principle or principles are borrowed from linguistics, certainly a valid and agreed way of looking at communication. On the other extreme is the hypnotic regression of past life, which is far outside the limits of accepted scientific practice. Both are deemed part of the NLP. Then, to clarify, marketing claims and professionals who say they can show you how to tell you when people are lying by looking at their eye movements and how to seduce women by applying NLP techniques can be found.

All this to explain why we don't have non-verbal behavioral elements that are explicitly taken from NLP and not present in more traditional, well-researched, and regulated fields. In this topic, you will find that many things discussed ARE part of NLP, but they are included because they were developed before or outside the NLP community.

The concept found within the NLP is that professional communicators use standard verbal and non-verbal communication techniques to establish interaction with others. Such approaches are based on an understanding of the internal sensory interpretation structures that are used by people to interpret and make sense of their experiences. An in-depth NLP Training will try to ensure that you gain a highly evolved ability to recognize this very subtle form of communication and respond to it. That's because it is one of the necessary skills that much of the 'magic' of NLP depends upon. Applying NLP to communicate expertly, develop excellent relations, or coaching someone in personal development, or using most of the well-

known NLP techniques requires you to have a unique ability to recognize non-verbal communication.

NLP is a lot like a user manual for the brain, to help you communicate the goals and desires of the unconscious mind to the conscious self. Imagine you are in a foreign country and craving chicken wings, so you go to a restaurant to order the same, but when the food shows up, it ends up being liver stew because of a failed communication.

Humans often fail to recognize and acknowledge their unconscious thoughts and desires because a lot of it gets lost in translation to the conscious self. NLP enthusiasts often exclaim, “The conscious mind is the goal setter, and the unconscious mind is the goal-getter”.

The idea being your unconscious mind wants you to achieve everything that you actually desire, but if your conscious mind fails to receive the message, you will never set the goal to achieve those dreams.

NLP was developed using excellent therapists and communicators who had achieved great success as role models. It’s a set of tools and techniques to help your master communication, both with yourself and others.

NLP is the study of the human mind combining thoughts and actions with perception to fulfil their deepest desires. Our mind employs complex neural networks to process information and use language or auditory signals to give it meaning while storing these signals in patterns to generate and store new memories.

We can voluntarily use and apply certain tools and techniques to alter our thoughts and actions in achieving our goals. These techniques can be

perceptual, behavioral, and communicative and used to control our own mind as well as that of others.

One of the central ideas of NLP is that our conscious mind has a bias towards a specific sensory system called the “Preferred Representational System (PRS).” Phrases like, “I hear you” or “Sounds good” signal an auditory PRS, whereas the phrase like, “I see you” may signal a visual PRS.

A certified therapist can identify a person’s PRS and model their therapeutic treatment around it. This therapeutic framework often involves rapport building, goal setting, and information gathering, among other activities.

NLP is increasingly used by individuals to promote self-enhancement, such as self-reflection and confidence as well as for social skill development, primarily communication.

NLP therapy or training can be delivered in the form of language and sensory-based interventions, using behavior modification techniques customized for individuals to better their social communication and improved confidence and self-awareness.

NLP therapists or trainers strive to make their client understand that their view and perception of the world is directly associated with how they operate in it, and the first step toward a better future is the keen understanding of their conscious self and contact with their unconscious mind.

It’s paramount to first analysis and subsequently change our thoughts and behaviors that are counterproductive and block our success and healing. NLP has been successfully used in the treatment of various mental health

conditions like anxiety, phobias, stress, and even post-traumatic stress disorder.

An increasing number of practitioners are commercially applying NLP to promise improved productivity and achievement of work-oriented goals that ultimately lead to job progression.

Now, let's look at how NLP works. John Grinder, in association with his student Richard Bandler, conducted a research study on techniques used by Fritz Perls (founder of Gestalt therapy), Virginia Satir (Family therapist), and Milton Erickson (renowned Hypnotherapist). They subsequently analyzed and streamlined these therapy techniques to create a behavioral model for mass application in order to achieve and reproduce excellence in any field. Bandler, a computer science major, helped develop a "psychological programming language" for human beings.

On the basis of how our mind processes information or perceives the external world, it generates an internal "NLP map" of what is going on outside. This internal map is created based on the feedback provided by our sense organs, like the pictures we take in, sounds we hear, the taste in our mouth, sensations we feel on our skin, and what we can smell.

However, with this massive influx of information, our mind selectively deletes and generalizes a ton of information. This selection is unique to every person and is determined by what our mind deems relevant to our situation.

As a result, we often miss out on a whole lot of information that can be immediately noticed by someone else right off the bat, and we end up with a tiny and skewed version of what is really occurring. For example, take a moment and process this statement: "Person A killed person B," now

depending on our circumstances and experiences, we will all have our own version of that story.

Some might think an “a man killed a woman,” or “a lion killed a man” or “a terrorist killed a baby” or “John Doe killed Kennedy” and so on and so forth.

Now, there’s a method to this madness, whatever story you came up with, realize there is a way you got to that story which was driven by our own life experience.

Our mind creates an internal map of the situation at hand, and then we compare that map with other internal maps from our past that we have stored in our minds. Every person has their own internal “library” based on what is important or relevant to them in accordance with their personality.

Did you ever feel that once your conscious mind makes you aware of what you want to do or gain, suddenly, the universe seems to be propping up signs that could help you find your way to get what you want? For example, one day you wake up thinking, I need to take my family on vacation.

You go on with your day the same way as you have been for days or weeks, but you suddenly notice a poster on an exciting trip to Florida on your way to work, that you later learnt from your coworker has been up for over a month now. You suddenly see that close to the same Starbucks that you visit every day, there is a big travel agency that you had never paid attention.

When browsing the Internet, you will suddenly see travel ads all over your Facebook or ads from Airbnb popping up on your YouTube videos. Now all these may come across as coincidences, but the matter of the fact is those

things or signs had been there all along, but your mind deleted that information or perception because they were not relevant to you.

So as your conscious mind starts connecting the dots between your wishes and the reality of the world, you start picking up on new information that may have already been in plain sight, but you are only tuned into now.

What Is Dark NLP?

Your personality profile also plays a major role in what information your mind chooses to exclude and what is processed. People who are more focused on security, they are constantly assessing their situation to determine whether it is safe for you or not.

On the other hand, people who are more freedom-oriented, they tend to think of their situation in terms of options and limitation with no focus on safety at all.

Your personality determines what and how you update your mental library and, ultimately, the meaning you add to these internal maps. For example, a kid looking at a roller coaster is thinking only about the fun of traveling through open space in a cool looking ride and, given the opportunity, will easily and fearlessly jump on the ride because his personality is not security-oriented.

But an adult who is able to focus not only on the fun and excitement of the ride but also on its safety and potential hazards, will think twice before making that same decision.

Here are some prominently used NLP techniques:

Anchoring

A Russian scientist, Ivan Pavlov, conducted an experiment on dogs by repeatedly ringing a bell while the dogs were eating and concluded that he could get the dogs to salivate by the ringing of the bell at any time, even when there was no food present.

This neurobiological connection observed in the dogs between the bell and salivation is called a conditioned response or “anchor”.

Thus, the process of creating a perceivable sensory trigger to the state of how you feel is called Anchoring.

Try this yourself! Think of a gesture or sensation on your body (pulling your earlobe, cracking your knuckles, or touching your forehead) and associate it with any desired positive emotional response (happiness, confidence, calmness, etc.) by recalling and reliving the memory when you actually experienced those emotions.

The next time you are feeling stressed or low, you can trigger this anchor voluntarily and you will notice your feeling will immediately change. To strengthen triggered response, you can think of another memory when you felt the desired emotion and relive it.

Every time you add a new memory to the mix, your anchor will become more potent and trigger a stronger response.

Content Reframing

This NLP technique is best suited to combat negative thoughts and feelings. With the use of these visualization techniques, you can alter your mind to think differently about situations where you feel threatened or disempowered.

Simply view the negative situation and reframe it's meaning into something positive. For example, let's say you just broke up with your long-term girlfriend or boyfriend. You will most likely be hurt and in pain. But you can choose to reframe the end of your relationship with empowering thoughts of being single and new potential relationships.

You can choose to focus on the lessons you learnt from your past relationship and how you can implement them to have an even better relationship in the future. Thus, by simply reframing the break-up, you can feel better and empower yourself.

This technique has massive appeal in the treatment of post-traumatic stress disorder and for people who have experienced child abuse or are suffering from chronic or life-threatening diseases.

Rapport Building

Rapport is the art of generating empathy in others by pacing and mirroring their verbal and non-verbal behaviors. People like other people who they think are similar to themselves.

When you can subtly mirror the other person, their brain will fire off “mirror neurons” or “pleasure sensors” in their brain, which make them feel a sense of liking for you. You can simply stand or sit the way the other person or tilt your head in the same direction as theirs or the best of all, just smile when they smile. All these cues will help you build rapport with the other person. The social significance of rapport building cannot be underscored. Strong personal and professional connections lead to a happier and longer life.

Dissociation

The NLP technique of dissociation guides you to sever the link between negative emotions and the associated trigger. For instance, certain words or phrases may instantly bring back bad memories and make you feel stressed or depressed. If you can successfully identify those triggers and make an effort to detach those negative feelings from it, you are one-step closer to healing and empowering yourself.

A slew of mental health conditions like anxiety, depression, and even phobias can be effectively treated with this technique. It can also be used to deal with difficult situations at home and work positively.

Future Pacing

The NLP technique of leading the subject to a future state and rehearsing the potential future outcomes so as to achieve the desired outcome automatically is called Future Pacing. It's a type of visualization technique or mental imagery used to anchor a change or resources to future situations by imagining and virtually experiencing those situations.

A skilled manipulator can lead their victim on a mental journey into the future and influence the responses occurring when the future unfolds. An expert NLP user with prominent Dark Psychological traits may cognitively transport their victim into the future and suggest outcomes while monitoring the victim's response to get their own desired outcome into the psyche of the victim eventually.

Influence and Persuasion

This is definitely the most ambivalent NLP technique and houses a gray area between Dark Psychology and Psychotherapy.

NLP is primarily focused on eliminating negative emotions, curb bad habits, and resolve conflicts; another aspect of NLP deals with ethically influencing and persuade others. Now pay attention to the word ETHICAL here.

One of the prominent psychology therapist to participate in Grinder's original research on NLP was Milton Erickson, leading hypnotherapist and founder of the "American Society for Clinical Hypnosis". Erickson was so

adept at hypnosis that he could literally hypnotize anyone anywhere and communicate with people's subconscious mind without needing hypnosis.

He helped to construct the "Milton Model" of NLP, designed to induce a trance-like state in people, using abstract language patterns. According to the Milton Model, using artfully vague and deliberately ambiguous sentences will trigger the person to search for the meaning of what they hear from their own life experiences and fill in the details subconsciously.

This powerful tool can be used to not only ethically influence and persuade people but also help people deal with some deep-seated negative emotions, overcome fears, and increase their self-awareness.



Using NLP to Manipulate

As you can see, NLP is highly potent. You can use it to influence yourself to believe new thoughts that can change up your behaviors. However, in the wrong hands, someone can do something very similar to people around them as well. Manipulators can use these techniques with ease not only to influence your thoughts but to control you as well. When you face this, you discover that ultimately, the problem lies not with the methods themselves, but rather, through the user. Manipulation itself and being able to influence and alter how other people see and think about you is not inherently dangerous or wrong. It is not inherently a problem for you to be able to influence your mind, or even the minds of others—however, the intentions matter.

Yes, with NLP you could break someone down. You could work to break their very self-esteem and confidence that make them who they are. You could create new thoughts for them that become the manner they address everything. You could make it a point to engage with other people in ways that are hurtful or harmful, or you could engage with them to make them better. Think about it—how often do you see professionals intentionally altering the thoughts of other people? They approach people differently. Think about therapists for a moment—or even NLP practitioners. NLP was designed so that people could alter thoughts but in a therapeutic process. It was created to create those alterations, and because of that, it is highly potent and highly effective. Ultimately, the best way to ensure that you can do better is to make sure that you know better. Make sure that you are aware of what you are doing so that you can prevent it from hurting other people. If you are going to use NLP, be mindful of the power that you have. If you are worried about other people manipulating you, be aware of the

power that NLP has. With that knowledge, regularly consider whether the reason that you are doing something is that you want to do so, or if you are just engaging because you feel like you have to. When you get better at understanding the nuances between these, you will be able to defend yourself better. You will even be able to use NLP on your own to influence yourself as well, and there would be no problems with you doing that.

Chapter 3: How Does Body Language Affect Your Mind?

How Body Language Works

Body language is a strong medium of non-verbal communication consisting of actions of the hand and arm, body posture and actions, and facial cues and eye motions. It pinpoints to others what we are thinking, sometimes without them really understanding it.

We do much of this talking unintentionally and similarly many people sometimes perceive our non-verbal knowledge without really noticing that they are doing so. Most of us have no clue our non-verbal indications are having an effect. There are hundreds of these tiny-expressions and people are reading them, even if they only translate these references subconsciously.

Body Language Signs of Manipulation

To get their way, tricksters use various techniques, including tricky body language. As we discovered, people may create such movements as an emotional reaction to stressful events. If the person isn't in a tense environment or showing any other symptoms of anxiety, however, this specific behavior may suggest manipulation. In reality, manipulators will use this traditional pacifying to obtain support from you, actively or subconsciously, in order to manipulate your acts.

Neck and Hand Rubbing

If tricksters want to get their way, they appear to rub their palms together. You can even consider a stereotypical animated villain rubbing their palms together while they chuckle madly. This behavior, even Disney realizes as a sign of self-serving conspiring. Neck rubbing may imply the same thing that the manipulator fakes to be nervous or depressed to intimidate you into agreeing. And, by rubbing their neck, they experience some remorse for exploiting you and are neutralizing their shame. But they're exploiting you anyway.

Scratching Chin

When a trickster scratches their chin, they try to present uncertainty or low trust. Sometimes it is a trick to get them to give up and declare, "It is all right. I can do it." If you realize that a person is completely capable of doing the stuff you're thinking about and rubbing their chin, you can guarantee that they're attempting to trick you into doing something for them.

Stroking/Touching the Arm

When an individual rub or scratches his or her arms, he or she may try to manipulate you. But, of course, there are several reasons an individual might scratch their arms; they might just have a bug bite! But if you doubt that a person wants to influence you, and you find them scratching or rubbing their arms while speaking to you, you can take that as a sign of manipulation.

Tapping the Foot

Manipulators move their bodies in the same manner; they sometimes stamp their foot or do something identical, like tapping their pen. This may be an indication of impatience or frustration that they may use to convince you for giving in or performing, as they want. You are much more inclined to make a rash judgment as people tap their foot and might not necessarily be in their best interests.

Changing Body Posture

Manipulators often change their body position when attempting to control someone else. This can be an indication of distress or confusion that can be deliberately used by the trickster against you. Normally, our minds are trained to identify when a body is under stress or uncomfortable, so tricksters use these behavior patterns to impact your actions and decisions.



How to Manipulate and Regulate Your Own Body Language

Experts believe you can educate yourself to control it by becoming aware of your body language and even use it actively to make your communication much easier.

I recommend making videos and observing the video with the audio off. Use respiratory and mindfulness exercises to soothe yourself before a session so that you are more conscious of your body movement.

Altering your body language in an intentional way to better communicate with another person is also useful. The method, called mirroring, requires understanding and subtly imitating, the facial movements, body position, tone of voice, and other micro-expressions conveyed by the person you're talking to. While this may seem manipulative or fictitious to some, I believe that affecting that kind of synchronicity clearly facilitates you to communicate your true emotions more accurately and avoid misinterpretation.

But be cautious. Specialist and author Janine Driver, who spent the last decade teaching federal agents on how to perceive the body language of suspects during investigations, warns that trying to shape your body language can end up backfiring if it is not done skillfully. A possibly risky mistake is to dwell on any information without caring about how it blends into the overall interpretation.

"Attempting to use body language by perusing a dictionary on the body language is like learning to talk French by reading a dictionary in French. Your behaviors appear artificial; your body language abilities seem to be

detached from each other." Instead of attempting to modify or disguise your normal body language, I advise you seek to improve and articulate it, such that it enhances rather than distracts you from the meaning you're trying to express.

- Touching the person you speak to (supportive).
- Twirling hair (shortsightedness, insecurity).
- Slump body posture (boredom, isolation).
- Set upright (defensive) body posture.
- Smiling, lean forward (friendly, if not excessive).
- Language of the body, consisting of hand and arm gestures, body stance and motions, and facial gestures and eye movements, can uncover what we think of other people, usually without our realization.
- Cognitive psychologists claim that the human race formed well before spoken human language, the capacity to read implicit physical signals, and to make judgments regarding an individual based on certain signals.
- Like the spoken language, body language appears to change from society to society. Gestures in various countries can have very distinct symbolic meanings.
- By observing non-verbal contact and through teaching yourself, the body language may be intentionally formed to express a desired meaning or perception.
- Manipulation isn't negative.

- To control is to alter the action or mind of someone.
- Manipulation is a conscious force.

You may think about nasty stuff immediately when you listen to the term manipulation. Take a break.

Manipulation isn't negative. People with evil intentions are.

Example 1: Sneaky Deceitful Person

Bad guys are evil. Evil individuals who use manipulation are an issue. For example:

- Cruel girl tries to reduce nice classmate's social status.
- She informs the rest of the class that the person was doing something terrible.
- A nice classmate is less liked.
- The nice classmate feels bad.

Example 2: Cheerful Trickery

Manipulation can turn everyone in a scene look better.

- A party people are experienced tricksters.
- A fun person hits into someone else.
- A party person disarmingly laughs and says sorry, even if the other individual was mistaken.
- Party person doesn't wrestle and has a fantastic evening.

The issue with the instance of mean girl isn't manipulation, her malicious intent, and spreading lies.

My plea: Have positive intentions.

I assume you're going to use the tricks with noble intentions. Please, I request.

Body Language & Mindset

The human brain is judgmental; this is what it is doing. This is what managed to keep us afloat during evolution. In seconds, we pass judgment:

- Is that guy a risk?
- Is the man attractive?
- Is that individual user to my survival (social)?

Beware of this drive, but by no means act upon it without effectively understanding the person. The trickeries below will provoke you to act in a manner that is well viewed.

This segment is not solely regarding body linguistic, but such habits influence the body language on a subconscious level.

Every person deserves to be respected unless otherwise proved.

Again, by treating others with respect, you have everything to acquire and nothing to lose. That doesn't mean you're supposed to caress boots the whole day; it implies you shouldn't ignore or make anyone feel irrelevant.

Just like anyone else, until they do not deserve it.

Outsiders deserve the benefit of the doubt. Anyone can be anything in our universe without having to look like it. I met some kind-looking douche bags and billionaires, who acted like thrilled kids. Look at the book's cover but read a few chapters before you judge.

The douche bag or the billionaire is not 'better' than one another. But being with one made me feel upset, and the other left me feeling good and enthusiastic.

Feel Confident and Express Trust

This is particularly crucial that it requires an essay of its own, and you could never do that all the time. In addition, there are definitely areas where you may not seem convinced to gain likability areas, but the above remains true on average.

With this element, you have two possible approaches. Try doing away with things that make you uneasy. Bad skin to me was a problem that I fixed identical to this. One more was the issue of clothes that I addressed when I took a girl with me while shopping. Work out to help yourself feel safe. I understood plenty from self-help audiobooks. It helped a great deal for me to stay in shape.

All are friends unless otherwise verified. Why burn bridges when you are the one who made them in the first place? No understanding whatsoever:

- Don't have to lose anything.
- You have everything to achieve.
- If this individual would/wants to be a good buddy, you will realize soon enough.
- Always ponder what you can do for someone else.

Do not think when you meet somebody else, "what can they offer me?" But, "what can I offer them, instead?" The best way to support people is to make them want to assist you and everyone wins.

Recognize that I'm not saying that you must give unrequested advice to make yourself look intelligent. Assist people if you genuinely and honestly

believe the life of this person would be nicer with the information/help/contact you can give.

Offer assistance but do not insist. Keep it short and let them make their decision.

Entering Inside a Room

The point in time you enter the room is the period you reveal yourself to the people in that room and their judgment. Make sure to take advantage of that.

Some would suggest more severe techniques such as peacocking, but that's not applicable to every situation.

Smile about How Glad You Are to Be Here

Smile whenever you reach a room, no matter where you are. Smile like you really appreciate what you see. Do not overdo it; please do not chuckle loudly. Smile as you walked out and realized the sun was shining.

Accompany the Public

Not to be explicit. Don't yell, "HEY!" Or draw direct attention unless these are individuals who appreciate such conduct. Otherwise, when staring at the individuals in the room, pause a second to stay still or move gradually.

Make Eye Contact

Don't look over the crowd like it's an object. Look at individuals in the eye and smile at them if someone holds your eye contact. Make individuals feel like positive energy has entered the room.

Take Some Time

This demonstrates confidence but also means an open approach.

Wave to Friends (Illusionary)

Humans are hard-wired to love and/or admire people who have friends. Back that up by nodding to your mates and mouthing anything along the lines of "I'll be right there" as you step into space to perform the normal 'greet the crowd' practice.

Here's the thing, to imaginary friends choose to do this. I do this at bigger events all the time. Remember people don't see 360°. If you wave behind them to an inexistent person, they don't know you just waved to empty air.

There are several effects of this:

- People think you know people.
- You have more space to gaze around calmly.
- You'll feel more assured.

The key here is to do so with complete faith, don't smile timidly. Wave like your closest buddy is just across the room and that you are trying to tell them you're going to be there soon.

Posture

The body is always signaling to the people you encounter. Posture impacts snap second judgment people make regarding you but also what you believe about yourself. Additionally, a decent stance is perfect for the back, so what wouldn't you like?

Stand Straight but Easy

Attempt this to find a positive posture:

1. Stand as wide with your feet as your hips
2. Make yourself as tall as doable and assume your head getting pulled up
3. Hold the feeling of being big but relax the shoulders
4. Loosen up your neck and tilt your head, so you don't have to glance up or down with your vision to see a normal human

Few hints:

- Rest when keeping the stance as much as feasible
- Do not puff the chest; it will be straight as though you were lying on the ground
- Steer the shoulders marginally back

Sit up Straight but Not Tight

You can note, as you start sitting up straight, how tiny the majority of people render themselves. When seated at a table, you'll immediately feel very tall. Hold the back straight, but remain as confident as possible.

Have a Certain Tension in the Core

When you're standing or sitting, your abs, back, and overall core should never be deflated/floppy. In general, keep the abs and core under certain stress. Not only does it reinforce well on your pose, but it also makes moving with grace simpler.

Position your feet apart at around the width of the hip.

The feet's stance tells a ton about yourself. It's not an exact science, but normally putting your feet nearer together means insecurity while a larger stance implies confidence.

Both holding the feet excessively close or too far apart can poorly reflect upon you. Seek to find a place where your feet are at hip width or a little further apart, but not much.

Shake Hands



Use a Tender but Firm Handshake

People, in fact, are responsive to how you hold a hand. A handshake with a frail or 'dead fish' would automatically cost you reputation points.

- Don't just 'give' your hand; coordination is what a handshake is.
- Use the force you'd use to pick up a heavy pan stick.
- Don't squeeze too hard if someone offers you a 'dead fish' handshake.
- Allow eye contact while shaking your hand.
- Looking away invariably means something negative.
- You don't care/respect for anyone else.

- There is something you have to hide.

Look at somebody's eyes long enough just to memorize color in their eyes.
Just watch for a moment, don't stare.

Smile like They're Making Your Day

While taking a look into someone's eyes during the handshake, smile as if you've seen something that makes you happy in their eyes.

Don't laugh loudly; just smile.

The Face

The face is a very signaling region. There is currently a lot of work on micro-expressions that people subconsciously create. There is a lot of information that people project without realizing it. You will use your face to mark others with details about yourself.

Turn Your Neutral Face Look Happy

Make sure your face appears calm, if not comfortable at rest (e.g., while you are operating on a laptop). It's an easy trick to have a look at your face, as something is slightly fun for you.

Don't Drop Eye Contact Immediately

People are accustomed to pulling away if they meet the eyes of someone. Don't try and do this. Maintain eye contact, and smile. People will often turn down, but there are several individuals who can maintain their attention.

Doing so has several effects:

- People see you as an opener.
- You'll feel more assured.

Please be aware that you must smile when you hold somebody's gaze. It can be quite creepy to look impassively.

How Can I Smile?

Smiling is a really easy trick: pretend you're really seeing something that you really enjoy. Smiling isn't about turning your face in a way; it's about feeling joyful and making your face convey the emotion.

Positioning

The way you position yourself distinguishes how you are viewed. Positioning and posture merged are extremely powerful.

Opening Stance

When you speak to others, place your body so that you're accessible to them. Place yourself ideally in a 'vulnerable' manner. Do not use your arms to protect your chest, do not slouch, etc. This reflects confidence and ease.

Angle Your Body towards the Person You Are Talking to

It is a small change, but it makes a huge difference to make sure your body 'points' to your conversational partner. Placing your body away will imply anxiety, fear, and distrust.

Do Not Lean Yourself on or Against Furniture

Leaning on/against an object (for example, a wall) means passivity and potentially insecure. You should stand with perfect posture as much as you can. Try to develop a pleasant 'neutral stance' using the suggestions from the posture category.

Use Posture When You Have to Lean

If for whatever reason, you have to lean against something, hold on to good posture. Don't slouch.

Behaviors and Techniques

Here I discuss some stuff you should do that mostly require an amount of your conversational/communication data interaction.

Watch Your Posture

Mirroring is a potent method that has been explored a lot. This means that people feel easier around you and that if you stand the way they do, they like you better. For instance:

- They sit with their legs crossed. Cross your legs.
- If they lean on their right leg? You do the same.
- If they are holding a drink? You also grab a drink.

The secret here isn't to be apparent. The instant they actively notice what you are attempting, the method is losing power.

Mirror Moves

You shouldn't be obvious just like with the point above. Yet small things will go a fair way:

- Are you getting a coffee; they grab their cup to take a sip? Do likewise.
- Smile right back as they smile (this is a simple one).
- Are they coming a little closer to you? Do likewise.

Again, don't be blatant, and don't be a weirdo. This method must be used somewhat discreetly, but often.

Chapter 4: 5 NLP Techniques for Beginners

Dissociation

Have you really lived in a position when you were feeling bad? Perhaps you've encountered something that would get you off each time you feel it. Or maybe you're getting nervous in some work environments where you possess to talk out in public. Maybe when you desire to reach that "special person" you've your eye on, you become shy. Although such emotions of sorrow, shyness, or nervousness tend to be inevitable or unavoidable, NLP dissociation strategies may be of tremendous benefit.

1. Classify the emotions (e.g., fear, rage, irritation, a situation dislike) you want to get rid of.
2. Assume you could even glide from your body as well as reflect back on yourself, facing the whole situation from the perspective of an observer.
3. Notice the sensation is changing dramatically.
4. Assume you will fly from your body gazing at yourself for an additional lift, so fly out of your form again, and you smile at yourself and feel for yourself. The dual disconnection should deprive almost any slight situation of the negative feeling.

Everyone experiences a bad day when a situation ruins it and gives one a bad feeling. This may be an experience that drowns your spirit every time you face it. Also, it may be a certain nervous feeling that comes at any point that you have to address an audience. It could be a feeling of shyness that comes whenever you need to approach a certain (special) person.

Although it may seem as though this feeling of shyness, sadness or nervousness is automatic and unstoppable, what the NLP technique of dissociation offers are ways to get over these feelings.

Get to know about the emotion that you wish to overcome whether it is a feeling of discomfort, anger, or dislike for a certain situation.

Imagine the possibility of teleportation and looking back at yourself going through the same situation, but this time from an observer's point of view.

Take note of the dramatic change that occurs in the feelings.

To get an extra boost for your morale, think about floating out of your body and watching yourself. This means that you will now be looking at yourself while your other self is also looking at yourself. What this double dissociation attempts to do is to take away all the negative emotions in all possible minor situations.

Do you ever wish that you could somehow step back from your most distressing or destructive thoughts or somehow take a break from your own mind? This dissociation exercise can help you do just that. It provides you with a quick sense of emotional relief, allowing you to take on the role of an objective observer. This helps you not only react in a more constructive way to emotive situations, but also helps you in keeping your temper when others annoy you. Therefore, this exercise can be helpful in improving your relationships. It is especially good for recurring fears and phobias.

To see how this technique works, let's imagine that your working life is more difficult than it ought to be because you become nervous whenever you see your boss, who is frequently in the office. Because he makes you

nervous, your productivity is impaired, and so you decide to use this technique to lessen these negative feelings.

Firstly, conjure up a mental image or ‘mental movie’ of the scene. The important aspect of this step is to imagine yourself not from your own perspective, but as an impartial third party who has just happened to come into the room and watch the scenario unfold. To continue with the example stated above, you would imagine watching yourself working at your desk, seeing your boss come in through the door and starting to show signs of anxiety such as foot-tapping, sweating, and shuffling papers around. You would imagine watching yourself greet your boss in an anxious tone of voice.

Once you have imagined the scene as an objective observer, it’s now time to manipulate the movie! Firstly, play it backwards. That’s right—do a mental re-wind. If you have ever rewound a DVD or video, you will know that this typically looks quite comical, and so when you apply a similar effect to your mental movie, your emotional response should start to dampen immediately. Do this a couple of times—watch the ‘movie’ in your mind’s eye, then rewind.

The next step is to add some light-hearted music to the film mentally. Watch the film being rewound as the amusing music plays. Do these two or three times. By this point, the emotional response previously triggered by the memory or fear should have changed significantly. If not, simply repeat the above steps a few more times until you have well and truly loosened your old associations between that particular mental image and certain unwanted feelings.

Reframing Content

This technique is useful for all the times you feel like you are trapped in a negative or helpless situation. With the help of reframing, you will be able to get rid of all negative situations by becoming empowered by interpreting the meaning of the situation into becoming a positive thing.

Take a situation where your relationship ended, for instance. Although it may seem as if it is, an awful situation when one looks at it on the surface, what about the possibility of those hidden benefits of being single? Think of the fact that you are now open to meeting and interacting with new people, which means that it is possible for you to get into a new relationship. This means that you are now free to do whatever you want to do at whatever time you want to do it. From the last relationship that ended, you must have learned some valuable lessons that will eventually be useful to you in your subsequent relationship(s).

It is very possible to panic or be thrown into fear in certain situations. Instead of focusing on fear, you can sway your focus by reframing. This will contribute to helping you make some even-handed and responsible decisions.

Attempt this method if you feel down or helpless in a scenario. Reframing can take every unpleasant scenario to inspire you by having you constructive regarding the sense of the event.

Let's presume you end your love, for starters. At the top, that can sound horrible, so let's reframe it. What seems to be the advantages of becoming single? You're now accessible to certain future partnerships, for starters. You have the right to do anything you want, anytime you want to. And from

this relationship, you have gained important lessons that will enable you to have much better future relationships.

All these are instances of having a situation reframed. You offer yourself a new understanding of this by reframing the context of the breakup.

It's normal to worry or dwell on anxiety in planned circumstances, but that just contributes to even more issues. In comparison, turning your attention to the way you have just mentioned helps clear your mind and make rational, even-handed choices.

This technique will help you change your feelings towards a particular event. This will further your ability to handle even difficult situations, and in turn, will boost your confidence. Your intention here isn't to adopt an unconditionally positive view of a situation—that would be an unrealistic goal, and in any event, it isn't practical to deliberately overlook negative aspects of our lives just because we wish things were different! However, we can choose to take a more positive attitude to almost any event without losing our grip on reality. Reframing helps you do just that. This lessens the hold that particular memories have over you and leaves you free to pursue a more positive future.

To begin with, pick a memory or problem that persistently leaves you feeling unhappy whenever you think of it. For instance, let's imagine you have recently lost your job and are in the process of looking for new employment. Looking for a job can be hard work, and some days you might find yourself dwelling on the fact that you were fired, that you feel bad, and that life is tough. This kind of thought will not inspire you to move forward. You need to find a way of reconceptualizing it so as to minimize its psychological impact.

To reframe a memory, start by calling it to mind:

- Mentally imagine the scene.
- Blow it up bigger and bigger, until you ‘feel’ as though you were there all over again.
- Notice how you feel. In the example mentioned above, you might feel angry and powerless.

Now consciously reframe the situation. Imagine taking a couple of steps back from the mental image. Shrink it a little in your mind’s eye. Consider how you could view the situation in a positive way. For instance, leaving your job allows you the opportunity to find a new position and shake up your life for the better. Really, make an effort to think about the same situation but from a new angle. Encourage this new emotion—hope, excitement, or even relief if you hated your old job—to overwhelm you. Focus on these feelings as you look again at the memory in your mind’s eye. Repeat this exercise until your primary response to the memory in question is positive rather than negative.

Anchoring Yourself

Centering originates from the Russian psychologist Ivan Pavlov that performed with dogs by constantly circling a bell as the dogs feed. After frequent bell rings, he found that by ringing a bell at any time, he can get the pets to drool, even if there's no meat available.

It produced a neural connection between both the bell as well as salivating actions called a programmed response.

You should use all kinds of "anchors" stimulus-response yourself!

Anchoring yourself lets you connect your desired optimistic emotional reaction to a particular expression or feeling. When selecting a happy emotion or image, then consciously attaching it to a specific action, you will activate this anchor anytime you feel weak, then your emotions will shift automatically.

1. Recognize what you expect to experience (for starters, confidence, joy, peacefulness, etc.).
2. Decide where you like this anchor to be on your body, like grabbing the earlobe, rubbing your thumb, or gripping a fingertip. This body interaction would cause the good feeling to be stimulated at will. Wherever you pick, it doesn't matter as much as it's a special experience you're not touching for anything specific.
3. Think of a moment in the background where you have known the condition (e.g., confidence). Go back to the period mentally and float through your body, gaze into your eyes & relive the moment. Adapt your physical language to suit state and memory. Look at what you've

done, know what you've heard & feel when you recall your memory. You are going to start experiencing the condition. That is equivalent to reading a buddy an amusing tale from memory, so when you "join" the narrative, you start smiling again, as you are "associating" with the tale so "reliving" it.

4. As you return to memory, pull/touch/shove the area you've chosen on the body. When you reenact the memory, you'll see the sensation swell. The instant the relational condition rises, remove the pressure, and continue wearing off.
5. This will establish stimulus-response neurology that will activate the condition if you render the contact again. Only contact yourself again in the same manner to experience the condition (e.g., esteem).
6. Think of another experience where you feel the condition, look through and revisit it with your eyes, and hold the condition in the same place as before, to make the reaction even better. The anchor gets more effective each time you bring another recollection and will activate a greater reaction.
7. Using this strategy, anytime you want, your attitude is modified.

This process of creating a neurological connection between the ringing of a bell and the attitude of salivating is known as a conditioned response. These responses to stimulus anchors can also be used on humans.

The result of anchoring oneself is that a person gets to link a desired positive emotional response with a specific sensation or a phrase. When you can select a positive emotion or a thought and intentionally link it to a gesture, you will be able to trigger the anchor at every point you feel low, so

you will be able to change your feelings immediately. Here are some ways of anchoring yourself:

Take note of the feelings you want to experience. It could be a feeling of happiness, confidence, calmness, *etc.* Decide on the part of your body where you would love to place the anchor. This could be a certain action like pulling your earlobe, squeezing your fingernail, or touching your knuckle. With this physical touch, you will be able to trigger the desired positive feeling whenever you want to. This has nothing to do with the part of the body that you have chosen; all that needs to be done is create that connection between the unique touch and the feelings. You do not have to make this touch for anything else besides the feeling.

Think about a certain time in the past when you had the same feelings you are experiencing at a given moment. Reminisce on the time you felt the same way, then float into your body by looking through your eyes so that you will be able to replay and relive the memory.

Once this is done, you can make some adjustments to your body language to match with the memory and the state of mind. When you are reliving the memory, make sure you can see, hear, and feel everything the way you remember it. If you can do this, the feeling will come back, just as it will when you tell a funny story from the past to your friend.

Keep in mind that you will typically begin to laugh over again as you tell the story because while you get into the story, you will create some mental association with the story and relive the experience.

While you are going back to this memory, pull, touch, or squeeze that part of your body that you had earlier chosen. If you do this, you will notice that the feeling will heighten while you are reliving the memory. Once the

emotional state gets to its peak and begins to wear off, you can then release the touch.

This touch will create a certain neurological response that will trigger the state whenever you touch that spot again. So, in order to feel this state again, all you need to do is touch yourself again in the same way.

To get an even stronger response, you can think of another memory from the past where you had that same feeling and go back and relive it from your own perspective. Anchor that same state as you have done before. Every time you add another memory, this anchor will gain more potency so that it will trigger an even stronger response.

Whenever you feel the need to change your mood, you can revisit this technique.

There are different moments when NLP anchoring can be used; the most common is in rewarding someone. Take the case of a grade two mathematics teacher who pats his or her students on their backs whenever they pass, and for those who don't pass, they don't get a pat as a reward. The students will strive to pass their exams so that they get a reward. By using the pat on their back, the students have attributed the pat on the back with doing well or the sense of having it under control, therefore before a test, the teacher can use this pat on the back to remind them that they have everything under control and they would do well, effectively calming nerves and jitters before a test.

Similarly, a martial arts coach can use anchoring to improve his student's feeling of reward whenever they do well, for instance, after sparring. Traditionally after a spar, the fighters will shake their hands; a coach who feels his student has put up a good fight can give a light punch on their arm

to show this. Sparring is an intense session that is accompanied by adrenaline and endorphins (pleasurable feeling) when the coach uses the light punch on the arm as an anchor after the handshake. The students will associate the post adrenaline endorphins with the reward. Later on, before a fight or before grading by judges, the coach can use this anchor (the light punch) to help their students calm their nerves by giving them a light punch on the shoulder.

Neuro-linguistic Programming anchoring can also be employed in seduction as will be explained in detail later on in this book. In the meantime, though try doing an exercise of applying to anchor on either yourself or someone you work with, spouse or kids. It may take a while before you see the results; therefore good luck and remember that practice makes perfect.

Swish

The swish pattern is a Neuro-linguistic Programming technique that is used in replacing an unfavorable behavior or emotion with a more useful one. It is a copy and paste system where you copy the emotion associated with doing one thing and pasting over the emotion elicited by another. It can be used to make the "bad" activities such as going to the gym and eating salad seem better by applying a different emotion such as the happy emotion elicited when eating a chocolate cake. The idea of the swish technique is to keep on switching back and forth between two images with one feeling in mind.

Imagine you have changed your jobs and tomorrow you start work at a new company, the idea of going to a new environment is scary, you will feel anxious about meeting a new boss, how will you fit in with your colleagues, will they like you, will you like them. Is it the wrong decision for you to change jobs? These questions will elicit feelings of worry, anxiety, and nervousness, among others. The odds of you projecting these feelings to the new employees are very high if this is what you will be feeling; therefore, you must swap the feeling of anxiety whenever you think of the first day at work with a more comfortable feeling like excitement. How do you do this?

First, think of a memory that got you excited, like going to the fun park when you were younger, or attending a party with your friends; think about the emotion, the excitement of adventure you will have while thinking about this quickly switch to the thought of your first day at work tomorrow and right before the feeling of anxiety creeps in a switch back to the idea of going out with friends. Do this a couple of times, holding onto the feeling of excitement as you "swish" back and forth between the two mental

pictures. As this is happening, the conscious memory is trying to blind the subconscious memory into associating the good feeling with both events to overcome the bad memory.

Very few of us like exercising, no one like the pain and the aches that come with hitting the gym every single time. The idea of the soreness and how tired we will be after the exercises; it is no wonder people have gym memberships that they rarely utilize fully. How about a little exercise, before you groan, I mean a mental exercise, think about going to a camp with your family or friends. The adventure, the thrill of sleeping out by the fire, the joy of exchanging stories around the bonfire, the amazing nights of roasting meat, and marshmallows under the stars. Now think about going to the gym, think about the different people you will meet there, think about the campfire and the different people who you just met seated around the campfire, think about the gym and the different equipment there, think about the camp and the different equipment and supplies you will need for camping; do this several times switch back and forth between the two mental pictures without letting the positive feeling disappear. After about ten times of this swishing, you will be feeling pretty excited about going to the gym and ready for the adventure. If it doesn't work, do it again with a different thought that you are particularly excited. Remember, you need to do a lot of practice to master this technique.

Grounding

This is an excellent basic exercise that sets the stage for many other NLP practices. In grounding yourself, you are immediately exerting a calming effect on your body and mind. This will make you more receptive to NLP exercises, increasing the chances of rapid and lasting change. It can also be used as a simple, effective means of inducing a relaxed state whenever and wherever you like. If you are having a stressful morning at work, for example, shut the office door for a few minutes and get ready to feel better quickly.

Begin by removing your shoes and socks. Stand with your feet flat on the ground. If possible, do this exercise outdoors to make it extra relaxing! Take deep breaths in and out. Stand with your arms held loosely by your sides, with your feet approximately shoulder-width apart. Close your eyes. Now imagine yourself anchored to the ground in such a way that nothing can unbalance or disturb you.

Wriggle your toes slightly and imagine that they are holding onto the ground beneath you, holding you steady. Keep your legs straight but avoid locking your knees. Inhale, then as you release the breath, make a conscious effort to drop your shoulders slightly. Imagine, as you exhale, your feelings of tension and worry leaving your body.

Once you are in a relaxed state, shift your attention to your lower abdomen, 2–3 inches below your belly button. Make yourself aware of the tension in those muscles and how they hold you upright. Realize how grounded you now feel. Open your eyes and keep your gaze soft and steady. Tell yourself how relaxed you are and how you can cope with anything life throws at you. Keep your breathing deep and even.

Practice this exercise for a few minutes every day, and you will begin to feel naturally more grounded without trying. Be sure to re-direct your attention to that point below your navel every so often. This way, you are teaching yourself to feel calm, relaxed, and unruffled whenever you shift your focus to that part of your body.

After a few days, try maintaining this state of relaxation and grounded-ness as you walk around. With practice, you will be able to induce a highly relaxed, confident state whenever you need it. This technique is invaluable in high-pressure situations such as job interviews or having a high-stakes conversation with someone you respect and admire.

Chapter 5: 4 Advanced Techniques for Your NLP Learning

Confidence Visualization

What separates confident people from those with low self-esteem and relatively lower levels of belief in their own capabilities? One important factor is their ability to imagine more favorable outcomes. Remember, a key assumption in NLP is that the mind exerts a powerful effect on the body, and vice versa. When you envisage a certain mental or physical state for yourself, the more likely it is that you will be able to access and sustain it.

Close your eyes and imagine that you have suddenly been cloned. Take a minute to imagine this carbon copy of you, so that its existence feels as real as you can possibly make it. Now picture your identical twin standing or sitting opposite you. Begin by imagining them to be exactly the same as you.

The next step is to mold them gradually into a confident individual who knows that they can achieve whatever they want to get from life. For example, you could imagine your clone to have better posture, a louder and smoother speaking voice, and a confident smile. Take your time to imagine these details. Make the transformation as vivid as possible. Notice how this cloned and altered version of you moves and talks. What is their energy or ‘vibe’ like? How would other people know that they are a confident person?

Once you have built a steady image of this new version of yourself, imagine stepping forward and into the body of this clone. You should automatically feel yourself beginning to adopt the posture and way of speaking. Smile and take a deep breath in, imagining as you do so that you are absorbing all the very best qualities of this other ‘you’.

Whiteout

If you find yourself thinking the same old troublesome memories time and time again or suffer from intrusive thinking, using a whiteout technique can bring you great relief. Whiting out a mental image lessens the emotional effect it has on you, and with regular practice, you will soon find that it will lose its power to impact you at all.

Close your eyes and bring to mind a mental image that causes you trouble. It may be an embarrassing memory or a painful scene from your past. It could even be something that hasn't actually happened, but still represents a source of torment—you may be plagued by a particular fear around public speaking, perhaps imagining yourself forgetting your words or blushing uncontrollably. Whatever the image, bring it to mind and concentrate on it.

The next step should be done rapidly and decisively. Imagine seeing the image in full color, but then turning up the brightness so much that it is literally whited out. If you have ever experimented with the brightness settings on a digital camera or image manipulation software, you could use this as a 'model' for what such a whiteout would look like.

Take a deep breath and distract yourself by thinking of something neutral and totally unrelated to the mental image with which you are working. Then repeat the steps outlined above, taking a few moments between each 'round' of whiting out to think of another topic. This gives your brain a chance to solidify the connection between the mental image and the act of whiting it out.

Do this enough times and after a while, you will struggle to remember the original image at all. Even if you do, the effect it has on you will likely be

greatly diminished. You can do this for as many memories or other kinds of images as you like.

Creating Rapport

NLP isn't just applicable to the messages you send to yourself. It's also about creating and sustaining better-quality relationships with other people. If you stop and think about it, human relationships make the world go around. Whether it's smoothing over interactions with your family, increasing the strength of your friendships or closing an important business deal, it's useful to have the skills required to 'tap into' other peoples' thoughts and feelings.

A good way to appear more approachable, friendly and empathic is to learn to build rapport with other people. NLP practitioners use a few techniques to facilitate this. Firstly, they stress the importance of body language. Have you ever noticed that the way you hold yourself has a huge impact on the way you feel? It's difficult to sustain a happy, upbeat mood if you sit with your shoulders slumped, for example. Now think about how other peoples' body language makes you feel. If you've ever arrived at home or at the office feeling upbeat and glad to be alive only to be confronted by a sullen relative or co-worker who clearly communicating dissatisfaction via their body language, you will be all too familiar with the power that other peoples' posture and facial expression can have!

Fortunately, you can also use this piece of psychology for the power of good. When you next want to develop a sense of closeness and understanding with someone else, subtly match their body language. Humans naturally feel more comfortable with those who appear to understand us and share our thoughts and opinions. We may not consciously realize it, but when someone else's body language mirrors our own, we feel reassured.

However, you need to be careful when mirroring so as not to appear too obvious! Do not immediately copy every single thing your conversation partner is doing. Rather, mimic only a few gestures, and allow a few seconds to elapse before shifting your own limbs or changing your facial expression.

A more advanced technique is known as ‘pacing.’ To pace someone is to make them follow your lead without them even realizing what you are trying to do. An experienced NLP practitioner is able to use his or her body language skills to build rapport and then influence the other party into thinking, feeling, or behaving a certain way.

For example, let’s say that your colleague is having a bad day at work, and their negativity is draining you. You want them to feel more excited about the project your team is working on and lift their mood. To pace them, you could start by holding a conversation in which you match their body language—you may speak quietly, move slowly, and adopt a slightly slumped posture to echo what they are currently feeling. However, after a few minutes, you could begin to adopt more positive movements and change your voice to a more energetic, upbeat tone. You would pay attention to the way in which your co-worker responds to you. If you are skilled at pacing, you would notice that they would gradually start to mirror your positive body language, and because the mind follows where the body leads, they would begin to feel more cheerful. By the end of the conversation—and the entire interaction need last no longer than 20–30 minutes to elicit such a result—you would both be feeling good!

Finally, another useful NLP technique in building rapport is to share in your partner’s submodalities. A submodality is simply a way of communicating and interpreting information via the senses—we can communicate via

touch, taste, hearing, and so on. If you can tune in to the submodality favoured by another person, you can adjust your own communication accordingly. They will then feel as though you understand them more readily.

The best way to access someone's preferred submodality is to listen carefully to their choice of words. For instance, suppose you are talking to a client in an attempt to negotiate a deal and you want to build a rapport with them. Listening to them speak, you may pick up phrases that indicate they are in a visual or 'seeing' submodality—'I can picture it', they might say, or 'I'm seeing a particular vision of...', and so on. This is a valuable information because it allows you to mirror their preferred verbal communication in much the same way as their body language. You can then weave visual-based words and phrases into the conversation, perhaps saying things like 'If we consider the bigger picture...' or 'Our company has the foresight to meet your future needs'. This is a subtle but effective way of building rapport. The other party will feel as though you are on their wavelength and will be more likely to trust and respect you as a result.

Future Pacing

This is another technique that you can work with, in which you will ask a person to imagine that they are doing something in the future, and then you will monitor the reaction that they have to this. It is typically something that is going to be used in order to check that a change process has been successful. You can check this out by observing the body language of the target when this person is going through a difficult situation before and after the intervention.

The theory of this is that, once the person has taken the time to visualize the experience in a positive way, when they do actually encounter the situation, the visualized situation that they did before is going to be their model for how to behave in that situation, even those they only imagined and made up the visualization. The mind is not really able to come up with the differences between the real-life scenario and the imagined one, which can help the person to get through that whole situation much easier.

So, how is this going to be useful for the person who is trying to work with dark NLP? If you are worried about a specific situation, then the idea of future pacing is going to be able to help you out here. Before entering into that situation, take some time to visualize it in your head. Think about it in a positive way, imagining what it will feel like if that situation goes really well, above your own expectations, and if you were able to get through it without a hitch.

Try to imagine this as clearly as possible. Let's say that you are anxious about a job interview. Imagine what you are going to wear to the interview, what time you will show up, what you will say about your resume, and the answers you are going to give to the questions you are asked. Imagine that

you are shaking the hand of the person interviewing you and that you feel really good about the whole situation like you are sure that they will offer you the job because they were dazzled by your credentials and all of the things you said during the interview.

You will find that if you were able to come up with a strong enough and clear enough picture and visualization of the event, that when you actually head to the real event, it won't seem so scary. Your brain will assume that it has already gone through all of this, and the situation is going to pan out much better than you would imagine.



Chapter 6: The secret method: Reach your subconscious mind and overcome anxiety

Re-programming your subconscious

Below, right now, deny residing in your own negative thoughts more. All its functions would be to create your energy down a level and encircle you with a feeling that prevents such a thing besides coming back to your own life.

1. Whenever a negative idea concerning the last pops up emotionally yell the term "stop!" or envision a person blowing a whistle anything that may disrupt those well-worn nerve pathway grooves. Sometimes I will sing a song just as loudly as I could either aloud or within my own mind. Your goal here will be to consciously take charge of one's own subconscious.
2. When you've disrupted this. Thought pattern, replace it with a favorable memory that is equally powerful. For example, say you're mistreated as a youngster and a certain event pops to mind. Rather than giving into the memory, then bring a joyful memory you've got and remember it at as much detail as feasible.
3. In case you have hardly any joyful memories, or even believe it is tough to think of something when anger or annoyance attack, produce a set of some joyous occasions if you are in a fantastic mood and browse this list whenever you are feeling down.
4. You could even write down prospective events you would like to see. In the event that you were really poor connection, then write what you need on another relationship (be honest though nobody's perfect!). Jot down exactly

what your own perspective partner would soon be enjoying plus some joyful times you may love to share with you along with him/her. Additionally, this is an excellent solution to program your own mind and energy field to bring everything you desire.

The last is gone, it is performed and over. The only way that you may have some effect you currently will be if you allow it to. People's "bad memory" paths have worn a groove on the mind; therefore, it is a whole lot easier to remember them whether people want it or maybe not. Elect to reprogram your mind and realize the big difference it makes on your mood, and also on your own life.

It's remarkably natural to demand yourself with the unwanted things constantly that can be called negative self-talk. In the event that you may use the energy of positive affirmation and equipped to replicate it in yourself, this ability will allow one to restrain the human mind. This attitude may change your believing structure at any circumstance and also the method of your own feelings.

Getting optimistic is unexpectedly beneficial. This item can help become stronger and boost your self-esteem. This attitude will permit you to go away from the adverse believing. Anybody who wished to improve life instantly should make use of the energy. Anybody can replace her or his unwelcome beliefs into powerful beliefs by injuries thought procedure. It's obtainable.

Powerful Tool to Get Rid of Anxiety

Anxiety is the body's automatic and innate response that occurs due to the stress that you go through. It also can be described as the sensation of fear and worry about something in the future. Anxiety is of different types which are classified according to the degree to which anxiety takes place. One of the most powerful tools that are used to guide individuals with anxiety is NLP.

Keep "you" on top of the priority list

Give yourself enough time. One of the most negative things that we do is forgetting to treat ourselves; this can be unhealthy. To treat yourself, you need to begin your day by doing something that you like, such as dancing, jogging, listening to music, *etc.* By doing this, you can non-verbally shout out to the world that you are always the first on your list.

Keep in mind the feeling that triggers your anxiety

Fantasize the event or the person that causes the feeling of anxiety in you, pay attention to it closely as you can. Notice where the pain in your body is when you start feeling anxious. Is it in your stomach? Your chest? Your hands? Where is it? Pay attention to how these feelings are unstable; they don't stay still. They keep moving from one place to the other. Notice this unstable pain and try to make it move faster. At the initial stage, you are going to feel pain and suffering, but that is a good sign; it signifies that you control yourself and that an outside event is not controlling you.

Give this unstable ball of pain a color

Give this mobile ball a red color and now take notice of the direction that the ball is moving. Now try to take this object outside your body and pay attention to it. Make the ball into a blue color through your imagination and change its direction of moving. Visualize this blue ball moving in the opposite direction into your body. Now take notice of the movement of the ball, you will notice that this movement gives you a different feeling, a feeling that is way much better than the feeling that you went through before. Imagine something that makes you feel good and gives your comfort; pay attention to how it makes you feel, and then mix this feeling of comfort with the blue object that is spinning in you. Pay attention to everything that is around you, including your breathing. Now relax and calm yourself.

Think of good things before bed

Don't allow yourself to think of things that have negatively impacted you or seem problematic to you. Thinking of something that negatively affects you before going to bed makes you more stressed, worried, and anxious. Try to end your day by thinking and feeling things that cause positive responses in your body.

By training your mind to increase positivity and boost your confidence, you will be able to increase the level of esteem you have about yourself. You will be an individual who perceives yourself and others more optimistically. By following these techniques, you will be able to develop into an individual with empathy. You will be able to face real-life situations with strength, power, and confidence, which will help you to lead a more productive and successful life.

NLP for Fears and Phobias

Fears and phobias are serious issues for many of us. We might have a slight fear of getting into a car accident (realistic) or a phobia that spiders will bite us at random (unrealistic). Fortunately, NLP has served as a serious help for those trying to cope with fears.

Swishing

While we talked about the swish technique earlier, you may not have realized how effective it could be in overcoming certain fears. Most specifically, it is helpful in getting over the fear of public speaking. If you are nervous about a presentation, you want to change that emotion to one of excitement. Easier said than done – until now.

Using this example of public speaking anxiety, we can demonstrate how you might use swishing to create a better reality. For starters, you need to find a memory where you remember being truly excited. You were anticipating something big – and it felt good. Take turns thinking of that memory and then anticipating tomorrow's big presentation. The key is to swap the thoughts so fast that you do not even have time to think about how nervous you are. You will soon associate the presentation with excitement.

Coping with PTSD

For some of us, post-traumatic stress disorder (PTSD) is a reality. In order to treat PTSD, NLP practitioners may suggest a process that involves visualization and exposure. Treatment typically starts with brief exposure to the trigger in a non-threatening environment. For instance, the spider might be in a jar or a film with a trigger might be played. Next, the patient will visualize a past incident as if he or she is watching it on film. It may be less

threatening to see it in black and white and then eventually move into color. Exposure might be presented again in another safe place. The practitioner will address any difference in your response.

Coping with Phobias

If you are having problems with other types of fears, you can use the same technique described above for PTSD. Instead of using a past event, you will think about the stimulus you are afraid of.

Some fears are healthy and “normal” for us to have. For example, it is healthy to have a fear of falling from a very tall platform. On the other hand, a fear of climbing a step ladder is not very healthy at all.

Envision your fear on a big screen but try to obscure it so that it is less threatening. You can do this by making the screen smaller, making the video fuzzy or even changing its colors.

As you watch this video in your head, imagine a time where you had a lot of confidence and happiness. Think about a time you were strong. Swish this memory with the video you are watching in your head until you feel just fine with the trigger stimulus.

How to rewire your brain to be less anxious

Managing stress and anxiety may be finished with the ideal advice accessible. Stress and stress affect individuals in many walks of life. You are one of many who believe isolated. Have a look at forums and community classes where you will discover countless people that are afflicted as you're. It will not also need to be considered a losing struggle and you can find means so as to handle this painful issue. Medications and drugs are readily available to help combat it we must prefer the non-toxic and natural remedies in managing tension and stress.

Decide on a period where you can fulfill your day with your pals. Talking and sharing about your issues using them may diminish your stress levels immediately. Requesting sound advice can offer you various options about what best to manage stressful conditions.

Schedule off time out of the hectic day and focus on pampering yourself. Treat yourself into a nice hot bubble bath, go running, buy or simply relax with a fantastic novel. Tasks such as these may simply take away your mind from everyday pressures and anxieties.

Stress and anxiety are generally brought around by life's failures and disappointments. Our aims in life help us focus and establishing attainable goals will encourage us to get what you would like to realize. Setting small goals brings us nearer to that particular one huge goal, one step at the same time. It is going to surely offer an enormous ego boost and function as a trust builder every single time we reach our objectives. We'll soon be equipped in managing stress and anxiety.

You may want to try out writing in a journal. Many men and women find it therapeutic to write their thoughts down and feelings. You can be more aware of the things which cause one to be stressed and stressed. You can

avoid those scenarios as you have identified them, or you might be prepared to take care of the situation since they happen appropriately.

What is it about anxiety that is terrible to the point that generally advanced individuals are rushed to escape it? The impressions of fate or fear or panic felt by sufferers are genuinely overpowering - the extremely same sensations, actually, that an individual would feel if the most noticeably terrible truly were going on. Over and over again, these, actually, fearful, sickening sensations drive customers to the moment the help of the drug, which is promptly accessible and considered by numerous insurance agencies to be mainline of treatment. Also, what great specialist would propose skirting the prescriptions when an enduring patient can get symptomatic help rapidly?

Tips for Overcoming Fears

Each of us has a fear that we would like to overcome. If you are struggling with fears of your own, these tips might help with a bit of assistance from neuro-linguistic programming. Try them out for yourself to see how effective they can be:

Start with the smallest fears and then branch outward. Not only will this help you build a strong sense of positivity and self-esteem, but it will also motivate you to move forward.

- Take your fear outside of your comfort zone. Go to the zoo to combat your fear of reptiles, rather than bringing them into your home. This will also help you create an anchor that will work in your favor.
- Use future pacing to think about how you will act when confronted with a similar issue in the future. For instance, you might have a different reaction to the stimulus the next time you encounter it now that you have worked to create anchors and visualize it. Discuss specific steps you can take to make the situation as calming and relaxing as possible.
- Maintain a positive attitude whenever it is possible to do so. You might be surprised at how well you are able to overcome fears when you are looking at the bright side of life. Not everything has to be incredibly negative!
- Finding new ways to dissociate from your fears (and other harmful emotions) is a great choice. It keeps you from identifying too closely with an emotion that you are trying to avoid. It might also help if you are laughing and smiling while you envision the video. You will feel much better the next time you come into contact with the physical stimulus.

Chapter 7: Flexibility and Adaptability

There are four main points to NLP. They are referred to as the Pillars of NLP. They are behavioral flexibility, rapport, outcome thinking, and sensory awareness. Each one is of equal importance as the others. Taking the time to look briefly at each one of these points gives a better understanding of NLP as a whole and how it can help you weed out the fakers in your life.

The first pillar is Behavioral Flexibility. Basically, this means going with the flow. When people can see that, the tactic they are currently using isn't working and adapt their behavior it can have great results. Being able to change your perspective quickly will allow more people to understand you.

The next aspect we are going to look at is rapport. Creating a good rapport with someone is simply getting him or her to trust you quickly. In addition, it is the ability to form quick relationships with people. It is easy to build rapport by using common language, being polite, and showing empathy. There are many ways to build a good rapport with a person; these are only a few.

Then we move on to outcome thinking. It is exactly what it states, spending the time to think about the end result of what you want. Oftentimes, people are stuck on a certain point that is commonly negative. It consumes the thought pattern and can make choosing the correct route to where you actually want to go difficult. With outcome thinking, you are always working toward an end goal. This can promote better decision making along the way.

Lastly, we have sensory awareness. Being aware of the surroundings contributes to knowing what is actually going on. When you walk into a public place and you take notice of the tone of the room, the colors surrounding you, the groups of people, it can be very enlightening. It can also help you easily understand how you need to behave in that situation.

The more you learn about these four pillars, the more success you will have with NLP. They are the foundation and anyone who wants to learn NLP will spend a lot of time on each one. Gaining more knowledgeable helps you apply what you have learned to your daily life and the more protected you will be from the ones that want to manipulate you, control you, or cause other burdens in your life.

NLP has grown and changed over the years. What started out as focusing on what people's eyes were doing, the words they choose to use, and building quick rapport, turned into something more. All sciences grow and change over the course of time and we imagine that this one will also continue to evolve.

After focusing on what the eyes were doing, word choice, and rapport, this therapy started to grow and focus on other aspects. In the 80's, the people using NLP were focusing on what it is that causes feelings inside of us. This helped therapists to figure out how to help someone deal with their individual problems.

More and more people started using the techniques found with NLP, but they wanted to put different names to it. To say they had come up with it all on their own. When it comes down to it, no matter what you call it, NLP is the same across the globe. Today, it is used not only to help you have

control and choices in how you react, but it can also help you figure out what other people are up to.

The people here and now who are using NLP have a variety of different reasons for doing it. Some of it is to help them become better people, while for others; it is about weeding out the rats in their lives. Businesses use it in team-building and marketing techniques. Here again, we can see how vast the world of Neuro-Linguistic Programming really is.

It has been said that people who study Neuro-Linguistic Programming live freely. They have the ability to access all different types of situations and make choices in how they choose to proceed instead of being led by instinct and emotion. How you think, feel, behave, and speak can all be choices you make that can help you lead the best life possible.

What Works with Neuro-Linguistic Programming?

Core aspects of neuro-linguistic learning include planning, intervention, and efficient communication. The idea is that if an entity can comprehend how another individual executes a function, then the machine can be replicated and transmitted to others so that they can execute the job, too.

Neuro-linguistic programming advocates suggest that everybody would have a personal map of the truth. To build a comprehensive summary of one case, those that conduct NLP examine their own from other viewpoints. The NLP patient receives insight from an awareness of a variety of viewpoints. Advocates in this line of thinking claim that the perceptions are essential to the perception of the knowledge accessible, and also that the mind and body control one another. Neuro-linguistic programming seems to be a methodology that is experiential. Therefore, in order to benefit from the practice, if an individual wish to comprehend an action, they must conduct the same action.

NLP professionals claim thinking, collaboration, and transformation are inherent hierarchies. The six conceptual improvements are:

Intent & Spirituality

These can include something greater than one's own, such as faith, philosophy, or any framework. That is the most elevated degree of transition.

Identification

Identification is the individual you claim to be, which involves the responsibilities as well as the positions you perform in life.

Convictions and Values

They are the set of moral convictions, as well as the questions that matter for you.

Talents and Competencies

What are the talents? And what you should achieve?

Habits

The basic acts you do are habits.

Environment

The background or atmosphere of the context, or the other individuals around you. This really is the least exchange rate.

Increasing the conceptual level has the function of organizing and coordinating the details beneath. As a consequence, having a lower-level adjustment will trigger higher-level adjustments. Due to the NLP hypothesis, having a difference in such a higher stage would often result in improvements in the lowest stages.

Rapport

Ultimately, NLP is built upon rapport—the ability to relate to each other. To have a rapport with someone else is to have a connection with them—it is a sort of camaraderie that you see between friends that makes our minds even more connected than we are probably aware of. Have you ever been to a restaurant and decide to watch people? If you've never done it before, try it

—look for a couple that looks like they’ve been together for a long while. What do you notice about how they move?

Most of the time, as our relationships build, we create rapport with each other. We create this ability to understand each other at a deeper level, and this is usually shown by taking a look at how we move around each other. People who have a solid rapport with each other usually tend to move at the same time. They mirror each other—this process shows that they are connected closely. You will usually breathe, walk, eat, and drink at the same pace as your friend if you are together. You will naturally synchronize your steps together. You will stand in the same poses. You will probably also do other things together at the same time. This is because, when you like someone else, your mind sort of synchronizes with them. It is a part of our non-verbal communication. We see our friend doing something, and unconsciously, we shift to do the same thing. This is natural; we do it because we want to make sure that we are constantly in the same positions as those around us. We crave to be liked, we crave to be connected to people, and ultimately, the way that we achieve that likeness, that sense of belonging, is to mimic each other.

Rapport is also the key to NLP. If you don’t have a good rapport with someone else, you probably won’t be able to connect clearly with them. You probably won’t be able to ensure that you are working well with them or altering their mind. You need to create that connection somehow. This is done primarily through mirroring, a process that will involve you effectively tricking the creation of that rapport. You force the point by mimicking the other person first. When you can do that, you essentially just fool their minds into doing the same back to you. You teach them that they

should be mirroring you back, so they do, and as a result, you end up creating that confidence between each other.

With the rapport built through mirroring, you can then begin to tap into the other person's subconscious mind with your movements and actions. You can make it a point to change up how you move and act so that you can take control. This is done quite simply, all things considered—it just takes four simple steps:



Listen Actively

Start by giving the other person your entire attention. Look at them in the eyes, listen to them and nod your head as you do—three times is the perfect amount. When you use the triple nod, as it is often referred to, you tell them that you are listening, understanding, and agreeing with them. Keep your body language open at this time and make it a point to engage carefully and openly with them. Feel that you have that connection and believe in it. The belief is what helps.

Mimic Them

Next comes shifting over to starting to mimic or mirror the other person. You do this carefully. However, if you aren't careful, you can just tip them off that you are doing it—and that can cause new problems. Instead of letting them think that you are following along and overtly copying them, latch onto something else instead. It is often recommended that you try to match your voice to theirs—make sure that you keep their pitch, speed, and excitement. If you can do this, you will start to follow along with them, and

their mind will catch onto this as well—unconsciously, they will sense that you are following along, and they will start building up that rapport.

Find Their Signature

Every person has his or her signature when they talk. It is something that is done for emphasis over the conversation. Some people have something physical—they may move in a certain way. Others may have something verbal, such as saying something that shows that they have made their point, kind of like a catchphrase. Figure out what the other person's is so that you can make good use of it. You need to know what theirs is so that you can take full advantage of the ability to create that rapport for yourself. When you have identified it, watch to see when you think that they are getting ready to use it—and then beat them to using it. They will be thrilled that you seem to be on the same page as them, and you will start-up that rapport.

Test It

Finally, the last thing for you to do is test the situation. The best way to test it is to make some small, innocuous motion and see if the other person follows along. If they do, you were probably successful. If not, you might want to try again.

Conclusion

Whether you are interested in using NLP or manipulation, reading body language, or employing hypnosis to better yourself or manipulate others; there is one characteristic that most increases your chances of success with any of the four aforementioned methods: confidence. It's really quite simple—if you don't believe in yourself, why should anybody shape their beliefs around you? Keep your confidence levels high by referring back to the postural tips and tricks in this book.

You are probably not sure how to start or where to start from in your quest to protect yourself from dark psychology. Given that the content of this book is wide, you must give yourself to learn the protection techniques one by one. A good starting place would be an in-depth understanding of NLP. As soon as you can read the thoughts of people using NLP, you will be on track to protect yourself and any person in your family from manipulation.

Anyone can learn how to work with NLP. It is not a secret that is just meant for some.

When you are ready to learn a little bit more about NLP, especially when it comes to dark NLP, make sure to use this guidebook to make sure that you get started on the right track.

Be mindful that these techniques aren't scientifically proven but have been tested and developed with experience and results over time.

Having read this book does not mean that you should not read another book about NLP Dark Psychology; information is never enough, so expanding your knowledge is always the best thing to do.

Having read the book and understood everything, you should get started. Once you have known everything about NLP Dark Psychology, you can decide how to use it for your own gains, making people do whatever you wish. The mind control, manipulation, and persuasion techniques are the ultimate deals to use for your day-to-day life; it does not have to sound like it is a wrong act to you. Having learned how to manipulate and persuade others gives you tips on how you can manage the thought process of others or become a manipulator, too.

Even if you don't want to become a manipulator or persuader yourself, you have learned about the morality and immorality of the concepts of dark psychology such as mind control, manipulation, and persuasion. If it sounds useful to you, you can apply the tactics in the various sectors discussed; in advertising, politics, in media, church, or even in school and home.

Each individual is unique in character and behavior, and this is a limitation as to how effectively each technique of NLP could work for them.

When you are in control of the techniques, you have an option to choose them wisely, depending on where, when, and for whom they are employed rather than permitting them to control your mind and thought process. Persuasion, negotiation, or manipulation cannot follow specific fixed steps or procedures to ensure their success. Instead, it could work differently depending on an assortment of variables like behavioral patterns, attitudes, circumstances, and personalities. Therefore, it is totally in your hands to discover a recipe for NLP techniques that will work successfully for you.

This book opens up your mind to the reality of the dark world in which we live. Although most people look good on the outside, there are many who

plot evil against others. If you wish to protect yourself from all the dark aspects of life, you must learn to read people.

Book 3

Narcissism and Manipulation

How to Deal with a Narcissistic Personality

and

*How to Spot and Avoid Narcissistic
Manipulation*

Introduction

The effects of having a narcissist around you can have a major impact on the overall course of your life. You may develop a number of unhealthy defense of coping mechanisms in response to their constant abuse. People often enter into relationships with narcissists or are born into the family of narcissistic parents, both of which leaving their image of themselves to be slowly torn down over time until they feel like they're not worth anything aside from the love of their parents.

This book will give you detailed information on how to recognize whether your child may have this disorder, and if so, what you can do in order to help them lead a happy and healthy life even in the face of their disorder.

It's going to give you a firmer understanding of the courses of action that can be taken for somebody with this disorder in order to try to help them live a better and more harmonious life with the people around them.

This book is going to be about recognizing narcissism and doing whatever is possible in order to ameliorate the disorder, as well as formulating a model for understanding it.

You may be in a relationship with a narcissist and not know it. Knowing how to spot one and what to do about it can relieve you of much anguish.

Understanding narcissism will help prevent you from falling into the narcissist's trap and help you to cope with the narcissists you have to deal with. Learning to deal with narcissists can empower you. This book hopes to help you break free if you are in the narcissist's hold and find strength in yourself.

This guidebook is going to take some time to talk about narcissistic abuse and some of the things that we need to know about it.

There are a lot of narcissists in the world around us, and with some of the modern issues that our world faces; it is likely that there are going to be more as time goes on. Take some time to look through this guidebook to learn more about what you can do if you end up falling into a relationship with a narcissist and dealing with narcissistic abuse.

Above all, don't be afraid and neither be discouraged. You will find not only information but encouragement and power in this book. You will be well equipped to get a much better understanding of the diagnosing and treatment of the disease. There are new powerful ways to treat it that you deserve to know about so you, or your loved one, can live a happy, healthy, and safe life.

The biggest obstacle is changing yourself and finding a way to become better you, by being better to the people around you.

This book will help you figure out the answers to deal with your condition, regardless of whether you bully, manipulate, control, or criticize. The information given in this book will help you fully understand what the narcissistic disorder is, the various types of narcissism, different ways to deal with your condition in the various aspects of your life, and how you can regain your sense of control.

Once you are armed with the right information, it won't be difficult to deal with your personality. When you start to follow a couple of simple practices, you will see that interacting with others doesn't have to destroy them. Once you understand the various tips and tricks given in this book, you can regain the control you thought was lost.

It is time to take corrective action and empower yourself to regain control once again. Finally, you'll get plenty of guidance on how to stop narcissistic abuse in its tracks and move towards personal healing. So, if you are ready to take the leap, let's get started.

Chapter 1: There Are More Narcissists Than You Think...

What Is Narcissism?

Being selfish occasionally does not make you a Narcissist. Making decisions based on your own well-being does not make you a Narcissist. These are traits that we will all display at some time in everyday life.

Narcissism is a personality disorder that, much like alcoholism, impacts those around the affected individual as much as the individual themselves. Narcissism is often difficult to notice at first, with the symptoms and associated traits/behaviors becoming decidedly more pronounced as the disorder progresses.

A personality disorder is, simply, a pattern of thoughts or behaviors that are significantly different from those expected in a specific culture or society. In most individuals with any type of personality disorder, interpersonal relations will be highly affected and difficult. Additionally, cognition and impulse control will be different from what one might expect from an individual. The effects of any personality disorder can be disastrous if left untreated.

This is particularly true of Narcissistic Personality Disorder, which will eventually take its toll on the personal life, career, and social life of the affected. In addition, it can affect every area of life for those who care about and try to support the untreated and affected individual.

No one has managed to pinpoint the exact causes of Narcissistic Personality Disorder, although there are theories that point to genetics, culture, and even social environments. Many lay people think that narcissism is the result of parent abuse a child, and while none of these theories can be proven, neither can they be completely discounted. What this means is that no one can determine for sure whether a narcissist parent will pass the

disorder along to his or her children or future generations. It is likely, however, that a child exposed to a constant barrage of Narcissist behaviors will begin to exhibit at least some of the traits of a narcissist. This is true because children tend to emulate the adults in their lives, demonstrating many of the same character traits, whether they mean to—or not.

If you suspect that you are suffering from narcissism, you would be well advised to read through the chapters of this book, asking yourself whether you see these traits within yourself. If you suspect that someone in your life is a narcissist, it is likely that as you read through the forthcoming information, you will recognize the signs and problems it can create.

Meaning of Narcissism

Drawing from the narcissus tale—from which the term *narcissism* was conceived—narcissism loosely means the admiration of an exaggerated interest in self and the physical looks of an individual. It is a display of sheer overvaluation of oneself. Narcissism appears where and when an individual exaggerates their self-value and importance. It is a personality disorder.

Narcissism, to a large extent, is a portrayal of excessive selfishness. This concept has had recognition and acknowledgment in all-time history. In antiquity, the Greeks understood the concept as mere hubris. Only in the recent past the term narcissism has taken center stage in the place of hubris.

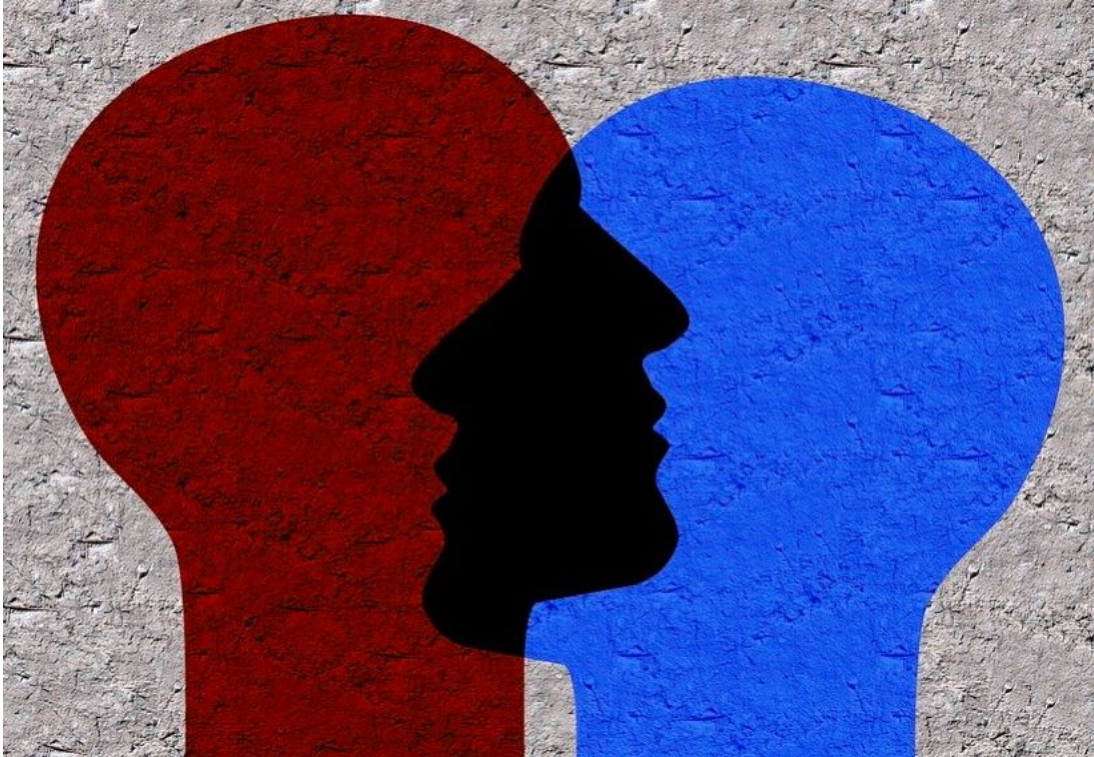
In some psychological discourses, narcissism is also perceived as a topical issue of social or cultural significance. Narcissism is essentially considered as a serious issue in an individual's relationships, or by extension, a group's relationships with oneself and other people except in cases of healthy self-love and primary narcissism.

Though unproven, there is a general belief that primary narcissism (or healthy narcissism) is a quality that is part and parcel of virtually every normal human being. Some people even argue that healthy narcissism is a fundamental aspect of normal human growth and development. It is believed to be a firm foundation and cornerstone of self-realization and self-value. Confidence and self-validation may just arise from healthy narcissism.

It is a common behavior for parents to treat their children with top preference out of love. This behavior is believed to play a crucial role in planting the seed of grandiosity among children during their delicate years.

The preferential treatment that children get from their parents cultivates in their subconscious mind a feeling of self-importance that surpasses the importance of any other person around them. They grow up feeling that they are much more special than they actually are. As the belief is cemented in their souls and minds, they eventually get used to the idea of elevating their statuses above their actual heights. They reach a point when they treat others as lesser beings without even being aware of the gravity of their actions. Narcissism becomes part of their lives, and they just can't help it. Narcissism is a critical feature in trait theory, as seen in a number of self-report portfolios of personality. It is one of the three dark triadic personality qualities alongside Machiavellianism and Psychopathy.

Chapter 2: What Kind of Narcissistic Personalities Have You Dealt With?



There are among us or we are the type of people who are strangely typical of conventionally atypical human ways of life. Some people are habituated to act in a surprisingly unique and peculiar manner. They are used to doing the odd and are normally the odd ones out when everyone else seems to do or perceive things in a given manner. And some people just find it surprisingly difficult to build and/or hold personal and group relationships. Sometimes, this is purely out of the expression of free will, the idea that an individual should enjoy the independence of reason, thoughts, and choice.

However, many others just do the peculiar involuntarily with little thought or conscience of their actions. It is wired in their subconscious minds to behave the way they do in total disregard of conventions, and sometimes, rules and regulations. Such types are ailing, not physically but mentally. They have a mental disorder that is befittingly termed as a personality disorder.

Personality disorder refers to a form of mental disorder whereby an individual shows inflexibility and a lack of healthy pattern of thought, function, and behavior. Anybody who exhibits signs of personality disorder finds a daunting exercise to handle relationships effectively, engage in social exercises, school, and even work. Signs of personality start showing during the tender years of the affected individual and is carried on into adulthood. Some cases significantly diminish during the middle years of a person.

Personality disorders occur in different cluster listed as follows:

Cluster A

People with cluster A personality disorder are odd and eccentric in nature. Schizoid, paranoid, and schizotypal personality disorders complete cluster A disorders.

Schizoid Personality Disorder

People with this disorder enjoy solitude more than social relationships. They rarely express their emotions and hardly find pleasure in many activities that would otherwise appear normal. Moreover, these people find it exceedingly difficult to understand normal cues, seem highly indifferent, and show little interest in having a sexual affair with another individual.

Paranoid Personality Disorder

Paranoid individuals find it so easy not to trust anyone. They are quick to conclude that someone is out to harm them. Hesitation to confide in others is another type of paranoid. They can easily convince themselves of innocent utterance and non-threatening events as insults or assault on a personal level. Any slight offense or insult is welcomed by the paranoid with hostility and unbearable anger. Furthermore, suspicion of unfaithfulness and disloyalty with a tendency to hold grudges are their definitive traits.

Schizotypal Personality Disorder

This category harbors people who are famous for a peculiarity of thought, dressing, speech, belief, and general conduct. They are used to odd, imaginable experiences, are flatly emotional, and show a lack of close relationships or discomfort in relationships. Mostly, they are indifferent and unnecessarily suspicious. They also believe strongly that they have the

power of influence over others with their thoughts. Weirdly, they look strongly convinced that causal situations do have unseen messages that are solely intended for them.

Cluster B

People in this category seem to be greatly dramatic, are unpredictable, and excessively emotional. The category is made up of antisocial personality disorder, borderline, histrionic, and narcissistic personality disorders.

Antisocial Personality Disorder

Persons who have this disorder pay little or no attention at all to others' feelings and needs. They steal, con others, and shamelessly lie. Violation of other people's rights and freedom is their daily chore and are mostly involved in aggressive behavior with no regard for self or others' safety. Such people are routinely reckless, act impulsively, and express no remorse for their destructive actions and choices.

Borderline Personality Behavior

A person with this form of the disorder will most likely show impulsive and dangerous behavior, has a fragile image, and lack the ability to build and sustain stable relationships. A borderline personality disorder is also characterized by mood swings, suicidal behavior, and acts that lead to self-injury. People who have this disorder normally show fear of staying alone, a feeling of emptiness, and a spontaneous eruption of anger. These are people who get so much of their stresses from crippling paranoia generated from time to time.

Histrionic Personality Disorder

This disorder is characterized by constant attention-seeking through dramatic behavior, excessively emotional when reacting to events, and incidents of sexual attention. A person who has this disorder is not principled and is easily influenced by another. They normally pay too much

attention to their physical looks and are highly delusional in matters of relationships - mostly thinking that they are close with others, but things mostly turn out to be quite the opposite.

Narcissistic Personality Disorder

Narcissists walk everywhere shoulder-high with the belief in self that they are more special than any other person around them. Their biggest fantasies always wander the territories of power, attractiveness, and successful living. They barely recognize the fact that other people also have feelings and needs. When they achieve something, they also make it appear like the biggest achievement anyone has ever had. They always believe that they deserve admiration and praise from others. Such people express disgusting levels of arrogance, make unreasonable demands, and are often envious of others while believing that others envy them.

Cluster C

This category harbors personal fraught with anxiety and fearful behavior. It comprises avoidant personality disorder, dependent personality disorder, and obsessive-compulsive personality disorder.

Avoidant Personality Disorder

People who have this disorder are hypersensitive to any form of criticism, have a feeling of inadequacy, inferiority complex, and believe they are unattractive. They are uncomfortable in work exercises that necessitate interpersonal contact. They are social misfits, shy, and are easily embarrassed.

Dependent Personality Disorder

Over-dependence on other people is a clear sign of this disorder. Persons with the disorder are mindlessly submissive and lack confidence in themselves. Such people are capable of tolerating poor treatment from others and are always quick to jump into other relationships when one comes to an abrupt ending.

Obsessive-compulsive Personality Disorder

A person who has this disorder is strict with rules, order, and is keen on details. They observe extreme perfectionism—always desiring to be in control but are unable to delegate duties. They neglect their loved one for the love of work. Rigidity and stubbornness is a typical behavior of such a person. Besides, they are incapable of bending or breaking the rules regarding ethics, values, and moral behavior. Most people who have obsessive-compulsive personality disorder are miserly when it comes to spending their money.

Chapter 3: Weapons of a Narcissist

When a narcissist is looking to manipulate you, they start from the first moment they make contact with you. For them to be successful, they need to gather any information on you to be able to position you in any way where they can take control of every aspect of your life. To be successful in their manipulations, they need to be able to act in a kind and loving way to sweep you off your feet and make you think that it is the perfect relationship so that you gain trust in them completely. Narcissists are only temporarily able to keep up this charade, and then they are able to flip their personality to their true persona. They do this subtly and slowly over time to continue to sink in their claws.

There are several ways to manipulate and control a victim, and the narcissists find much enjoyment in the game that they create. They are feeding their egos during this power trip while the victim is left clueless, broken, and empty. They can incorporate any of these tactics at any time during the relationship. Sometimes they combine several tactics within one conversation just to trip you up. Study these techniques carefully to know when a narcissist is trying to put the wool over your eyes.

There are three factors involved in successful manipulation and control tactics. These include guilt, obligation, and fear. The victim who is being manipulated is being forced to do something that they do not want to do. If the manipulator is successful, the victim will complete the task because they feel guilty about not following through with this; they feel an obligation to follow through or are scared for themselves or others if they do not follow through.

When a narcissist feels like they are losing control over their victim by voicing an opinion against the narcissist or pulling away, the narcissist utilizes a manipulation technique, such as an angry outburst that may include verbal abuse, intimidating behavior, and/or physical abuse. This is to scare the victim into going back to their place beneath the narcissist so they can reclaim power. This tactic is also used so that the victim will think twice about repeating the scenario. Once the victim is put into this position and does not set boundaries, this leaves the victim open to many other forms of degrading manipulation that allows the narcissist to gain even more power.

On the opposite side of the spectrum, a narcissist may use public recognition, excessive apologies, praise, gifts, and superficial sympathy to include crocodile tears to control your actions. This would seemingly bring you back to the good graces of the narcissist. It also reminds the victim more of the person they fell in love with.

The narcissist will likely bounce back between these positive and negative reinforcements in varying degrees to continue to keep the victim guessing as to how the narcissist will react. This leads to the condition known as walking on eggshells around the narcissist.

The victim will get to the point of not knowing how to act around the narcissist to keep him or her in a happy or calm state of mind. The narcissist may even react negatively, even when nothing wrong is done to keep the victim confused while being drained of more power.

This can also lead to the silent treatment in which the narcissists will either remove themselves from the situation for a time, presumably to look for another victim who will give them what they crave or act as if you do not exist while you are in the same room.

You may find that if you try to talk to them, they will either start talking to another person in the room or pretend to call someone and speak to them instead as if you have not spoken to them. This type of passive aggression is the type of punishment the narcissist uses to condition the victim into acting how the narcissist wishes.

Other forms of punishment include threats, guilt trips, playing the victim, and emotional blackmail. The narcissist is quite skilled at this game, and they have several cards they can play all within the matter of an argument. They will even contradict themselves in an argument because the whole point is to get you to turn in that moment. They do not care or even remember what they have said previously in the argument. All they want is control over the victim and the situation.

When the narcissist is talking the victim in circles, this creates a fog in the victim's mind in which they have no idea which way is up or down. The victims are not able to argue with someone who moves the goal posts constantly, and so they either give up or agree with the narcissist. Either way, the argument will end when the narcissist gets in the last word and is satisfied that they have won.

In the same line of thought, lying is a constant thing in a narcissist's life. They will say whatever they need to say at that moment to whoever to gain the outcome they desire. This also includes omitting parts of the truth to help their argument or outcome for their own good. On the other side, they may even lie when the truth would have less severe consequences. The narcissist has no conscience when it comes to this.

What makes this even more confusing to a victim is that the narcissist will sometimes dabble with the truth in between their lies. This is part of the

game. This way, the victim is continued to be confused and will get to the point of feeling helpless against the narcissist, which is the goal of some.

Even if you point out their lies, the narcissist will try to gaslight you. This is when the narcissist makes the victim believe things that are simply not true. They may say that they never said those things, that you do not remember correctly or that the victim even said the very things that the narcissist did.

As you can see, this would add to the confusion in the victim's mind, making them even more captivated by the narcissist's spell. Continued use of gaslighting makes the victim feel like they are going crazy, and then they would second-guess themselves if they actually remembered a certain event or argument they had with the narcissist.

After the victim has been gaslighted, it is easy for the narcissist to employ the mechanism of denial. They can spin any argument around on the victim and make them believe that it was them and not the narcissist. This is also the case when the narcissist will flat out state they have not said or done what you are accusing them of, even with evidence in tow.

If the victim is still in a state of being confrontational with the narcissist, diversion techniques will be used to manipulate the victim. This includes changing the subject abruptly without answering your direct questions or turning the conversation back to the victim in a mean and condescending way. Even if the victim brings the narcissist back to the original line of questioning, they will repeat the same process or employ another control tactic.

The evasion tactic can also be used in conjunction with the diversion tactic. This is when the narcissist will just start rambling about absolute nonsense, convoluting the conversation. The end goal is to remove the thoughts of the

victim of the original issue. The narcissist may also start another argument altogether, in which the narcissist feels they have a better advantage.

When the narcissist feels on the defensive, they will start shaming the victim by creating self-doubt and fear. They usually use a sarcastic tone during this manipulation, so the victim does not know if they are serious or not. This can also be coupled with a death look or stare. At the end of the day, the manipulation tactic would work because it affects the victim emotionally, making them feel like a punished child. This continues to break down victim bit by bit until they are under the total control of the narcissist.

The narcissist can also use the manipulating technique of playing the victim. This usually means that they either spin a situation to garner sympathy from other people or completely make up false scenarios in which they were wronged. This works well when a narcissist is trying to win a new victim or if they want to establish a similar situation to a victim. This shows they have been through the same situation and helps the victim to open up more about their personal problems. It is hard for a genuine person to see another person suffering in any light, so they gain their compassion and sympathy.

On the other side, they can also vilify the victim by using their aggression in a powerful means. This usually includes making false accusations to the victim by claiming that they are actually the one who is the abuser. When the victim is still standing up and defending themselves to the narcissist is the time when this tactic is mostly utilized. This puts the victim on the defensive for themselves rather than towards the narcissists. It is another deflective tactic that diverts the attention of the victim.

Seduction is another tactic that most manipulators use to gain loyalty and trust in their victims when they first meet. They use any means of flattery, praise, or charm so that the victim will lower their defenses. While the victim is under their spell, they will be more willing to talk to them about more personal issues, which will give the narcissist ammunition against the victim at a later time.

Shifting the blame is another common technique of narcissists, and it is multifaceted. This is where the narcissist will manipulate the victim into believing blatant lies. When the victim firmly holds these beliefs, the narcissist will then turn around and fault the victim for the believed lies. The narcissist will flat out lie about the lies he or she made the victim believe. This makes it very hard for the victim to keep track of what is actually real, and they start to question themselves about even the little things.

This tactic can also be used to wrongly accuse the victim that because of their actions, they deserve to be treated in the wrong way. The narcissist can also claim that the victim is crazy. Because the victim's mind is so convoluted as to what is actually the truth, they may agree with the manipulator, even if there is evidence to show that the narcissist is the one to blame.

When the narcissist shifts the blame to the victim for deserving the abuse or violence that the narcissist gave them as a punishment, they justify their actions by saying that they got exactly what they deserved.

When a victim brings up a certain hurtful situation that the narcissist put them through, the narcissist may act confused or flat out lie that the situation even occurred. This has the victim second-guessing about the chain of events or if they are overthinking certain situations. The narcissist

solidifies the confusion in the victim's head by lying about what really happened or changing the subject altogether.

If the narcissist wants to gain control over a victim, they will request them to do something they usually would not do, which could even be illegal. They manipulate the victim into thinking that many people have done these things before and that there is no harm for them to follow suit.

This could be any situation, including sexual acts, antisocial situations, or drug use. They will use real-life examples of things they have done in the past, which are most likely made-up falsehoods, or they will show you instances of people doing the same on the internet. This will also be something the narcissist will likely bring up at a later time to shame, blackmail, or intimidate the victim.

The narcissist also might need to feel more comfortable and in control of the situation by inviting you to have a meeting and conversation where they feel they have more power. This could be that they are more familiar with the surroundings or may even have friends there to back up their case if they know what is going to be talked about.

Another common tactic used by a narcissist is having drastic mood swings. The victim is never going to know what mood the narcissist is going to be in and as such, they will walk on eggshells in this instance as well. They can also change moods rather quickly if they feel they need an advantage and control over the victim.

The manipulation tactic of love bombing is commonly found during the meeting and honeymoon period of the relationship. This is where the narcissist showers the victim with gifts, attention, vacations, flowers, or anything that the victim adores making them feel like they have found their

prince or dame in shining armor. This is also a foundational control mechanism in which many of the other manipulation techniques are based. This technique is very rarely used after the honeymoon period is complete.

Another sure way for the narcissist to gain power and control is to isolate the victim from their normal outlets of family and friends. They start to make you think that your family and friends are no good for the victim or that they hinder the victim from having a deepened relationship with the narcissist.

They may limit the places the victim goes alone and monitors all interactions with anyone else in person, on the phone, or online. The more isolated the victim is from other outside sources, preventing them from blowing the whistle on what the narcissist is doing, the more control the narcissist gains.

A tactic that is used further down the line by a narcissist is playing a servant role. This usually happens when the narcissist is looking for another victim, or they want to initiate the silent treatment. They will tell the victim that they are needed elsewhere for a noble cause that most likely is a made-up scenario. This would make the victim think that they are doing something for the good of a family member or the community.

Another technique used in longer relationships is when the narcissist starts to belittle the thoughts and feelings of the victim. This can be exhibited by the narcissist rolling their eyes and laughing at sound ideas or underhanded comments.

When the narcissist feels like they are in utter control of their victim, they may start making authoritative decisions on behalf of the victim. This tactic works well when the narcissist has put the victim in the position of feeling

like they are helpless from mentally and physically accomplishing anything on their own. These decisions are usually groundbreaking and irreversible. This tactic can also include further isolating them from helpful family members and friends. This may also keep the victim from being able to acquire work or social engagements away from the narcissist.

Interrupting the victim, while in the midst of an important train of thought or something personally important to them, is another tactic used by manipulators. This further makes the victim feel helpless in their situation, as this tactic is usually used when the victim is left with no one else to speak with. The narcissist may also pretend to be attentive. However, they are actively not listening to the victim for the purpose of further belittling the victim.

Profusely apologizing after a major event that has broken down the victim further is another way of bringing the victim closer to the narcissist. When this tactic is being utilized, the narcissist will put on an act and say whatever the victim wants to hear.

The way to know if their apology is sincere, which is most likely not the case, is for the victim to look for correlating actions to back up their words. Most times, the narcissists' action or non-action will clearly not be in line with their words and apologies.

If a narcissist is not pleased with the actions of their victim, the manipulator may make them feel guilty by saying they are sorry for what they have done or not done. The narcissist may even threaten the victim with the possibility of losing them through suicide. Even if the victim is mentally broken, they would not want this on their conscience.

While the narcissist has learned you from the inside out and has seen all your weaknesses, they will use instances when they are bored to wind the victim up. This can also include accusing the victim of the very things the narcissist has blatantly done. They may contradict the victim just to see them run around in circles. Most narcissists enjoy this control tactic, and they will even tell you they do. This is because they are making the victim overtly emotional, which boosts the self-esteem of the narcissist.

Physical abuse is often utilized by the narcissist to continue their power trip over the victim. This happens in nearly 80% of long-term relationships with the narcissist. Physical abuse is usually used when the narcissist has used all of the manipulation tactics they know. Sometimes narcissists will stop acts of violence if they realize that it will completely break the relationship. However, the victim is usually at a point, mentally and physically, where they are at the beck and call of the narcissist, and they feel there is no way out other than suicide or death.

Once the victim is completely hopeless, the narcissist continues the power trip game by giving the victim false hope. This is to toy with the victim further as they dangle a much-needed or much-deserved carrot in front of the victim's face while having no intention of giving them the promised item. This is used to see if the victim cares about something else in the world other than solely pleasing the narcissist.

To solidify the idea of finding the perfect match in a partner, the narcissist may come up with the story that fate or destiny had brought the two of them together or that they must have known each other in a previous life if the victim is into that kind of idea. They may also continue their search for their one true love and that search is finally over. This search has been going on for at least a matter of years, but it may be as long as since they were a kid.

A common phrase that narcissists will use to continue to degrade their victims is how no one else would be able to put up with the victim and that they are the only person in the world that has enough patience to do so and love them even more. They may bring up the fact of how the previous exes of the victim had not put them in their place or hit them because they deserved it. They may also make the victim feel like they are damaged goods because no one else would be able to deal with how crazy the victim is acting.

Because of the narcissist's insecurity, if they allow the victim to leave their presence for any length of time, they will start to drill the victim with a barrage of questions upon their return. The fears of the narcissist will come to light during this line of questioning according to what their imaginative brains had conjured up.

One of their worst fears is if the victim spoke to anyone about the true actions of the narcissist or if the victim took any interest in another partner, including friendly or sexual encounters. This is when the narcissist is projecting their own fears upon the victim to stop their creative mind from running wild.

Rarely do the victim's responses garner any peace for the narcissist as they are usually accusing the victim of what they themselves are guilty about.

Chapter 4: Are You a Narcissist?

How to Identify Whether You Are a Narcissist

Let's now take a look at the symptoms marking that disorder and determine whether or not your narcissism has augmented to be a personality disorder.



They Can't Stop Talking About Themselves

Narcissists love to talk about their own accomplishments and show off proof of what they have achieved. They might direct attention to their trophies, during a social gathering at their place, for example, or interrupt someone mid-sentence to share about an award they won at work that day. They want you to admire them, so they will try to gain this admiration any way they possibly can. In some cases, if you don't comply with this desire,

they may resent or attack you. Other narcissists may simply respond in a passive-aggressive way.

No Reliability and Immediate Gratification

Narcissism is not just a mixture of rudeness and an overblown sense of self. Since this is a type of personality, it can be anything from a quirk in someone to a serious medical problem involving unexpected or counterintuitive actions. Not every narcissist out there is dislikable or obnoxious. Actually, a lot of them are appealing and charming, while others simply have deep wounds that they are trying to hide. The issue here is that typically, it's hard to stand even speaking with them.

They Break Rules and Violate Boundaries

A narcissistic person might enjoy the thrill of violating social niceties, rules, or even laws. They are seemingly unable to accept that they should respect the order put in place.

They might cut people in line at the store, refuse to tip the waitress, or simply shove someone out of the way while walking down the street. They don't typically stop to think about how these actions could hurt others and instead do it because it's what they want. They see strangers as anonymous people that just don't matter and often view those close to them in a similar way. Until someone can do something for them, they feel no need to be polite or respectful.

They Use People for their Own Gain

Exploitation, or using others for their own gain, is another symptom of Narcissistic Personality Disorder. Narcissists find that other people are easier to take advantage of other people because they conform to their idea

of being more superior or others bend to their will strictly because of the way everyone else sees and treats them highly.

They Have a Habit of Putting Others Down

For a narcissist to come across as superior, and hide their fears of inadequacy and insecurities, they often engage in putting down other people. In their minds, this makes them come across as acceptable and desirable in the eyes of others, by comparison.

People who are targeted by a narcissist might be described as “clueless” managers, “inferior” people, or “flawed” friends or exes. The way they describe others is nearly always from a place of perceived superiority. Many different people have had narcissistic bosses.

Avoidance of Commitment

It can be confusing when you're romantically interested in someone who appears charming and affectionate toward you but doesn't want to take the relationship any further after some time has passed. The good news is if you are involved with someone who displays traits of narcissistic personality disorder, there are skills and strategies you can use to restore respect, balance, and health to yourself.

Self-Important

They will see themselves as having a higher level of importance and will exaggerate this importance. Bragging, exaggerating their worth, and focusing a great deal on the aspects they think are significant, can make this symptom very apparent. The person will often belittle others because they see no reason not to.

Delusion

With Narcissistic Personality Disorder, they often live in a dream or false reality. This is kind of an overall issue as it puts all the other symptoms together in a synthetic world. Most of their beliefs are falsified in their own mind. This, in turn, allows a screen to cover everything around them in order to color the world in such a way that they find themselves having a significance that normally would not exist. The delusion is then set to allow someone to see this imagined reality as an allowance for their arrogance.

Finicky Standards

Narcissists believe that they can only be understood by and able to communicate with people they think are as exceptional as they are. This drastically lessens the number of people they think are even worth talking to. Since they use their inflated sense of self to confirm their personal ideas of who they are, they will not have any issue with people who do the same. On top of that is the idea that if someone is as exceptional as they are, they strive to surpass this person in order to prove their own self-worth.

High Expectations

Narcissistic Personality Disorder will leave the person demanding more from others. They will come to expect the admiration and honor they believe they deserve. The offence is easily taken at anyone who does not bow to them and their believed superiority. If they are able to scam or take advantage of someone, they will continue to do so because they feel that if they did it once; they must do it every time in order to keep up the appearance they originally set forth.

Demanding Special Treatment

Favoritism and immediate compliance is an automatic expectation from people around someone with Narcissistic Personality Disorder. They expect

their treatment to be above that of anyone else and see no reason for this to ever be different. They assume they can get away with it and often do so simply because people are afraid of them, annoyed by them, or just want them to be happy and get rid of them. With the compliance of those dealing with the narcissist, the special treatment becomes an expectation. This leads to them constantly expecting more each time. Giving in to someone's preference, though, does not always mean they are doing it out of kindness or bowing down to people with this level of arrogance and sense of self.

Lack of Empathy

Empathy is something that narcissists usually lack. Their inability to understand and feel what others feel makes them incapable of relating to others. This further goes back to the idea that they are better than everyone else. They do not see people around them as being smart enough to have the level of thinking and emotions that they do, so they ignore the importance of those emotions and feelings.

Arrogance

This leads to the arrogance or haughtiness that comes with narcissism. The smug looks, pretentious tones, smirks of disdain, and so on show their disbelief of anyone else's importance while accentuating their own. Arrogance is the basis of most of the narcissist's actions. Arrogance is also a result of the reactions of the people they exploit, see as below or less than them, and the purposeful interactions with people of a higher standing. The cycle is brutal in this way. Arrogance and self-importance create the false reality in which they believe they are better than everyone else, which leads to how they treat and see others, which then leads to a greater arrogance.

An Inflated Sense of Self-Importance

They believe that they are exceptional and special and can only interact with other “unique.” In other words, they are too good for anything ordinary or average and only want to associate with other high-ranking people, places, or things.

Narcissists believe that they are superior to everyone else and will always want to be recognized if when they do not outright deserve such recognition. They will exaggerate their achievements and capabilities and make everyone feel how lucky they are to have them in their lives. They are the undisputed heroes, and everyone else ranks second in their hierarchy.

A Sense of Entitlement and Preeminence

Because of their overestimated sense of importance, narcissists expect favorable treatment whenever they go. They consider themselves special and believe that they should get everything they want. They expect everyone around them to be at their beck and call and comply with their every wish and whim. If you don't comply and meet their every need, then they term you as useless.

Unrealistic Need for Praise and Admiration

Narcissists' sense of grandiosity is like a balloon that needs a constant supply of air to keep it inflated. Likewise, their ego requires a steady source of applause and validation to keep it inflated. The occasional compliment does not count, and that's why they surround themselves with people who are willing to constantly feed their ego with words of affirmation and praise.

Lack of Empathy for Other People

Narcissists are not able to identify with the feelings of other people. In other words, they cannot put themselves in other people's shoes but exploit

without guilt or shame. To them, the people around them are there to serve their needs and replenish their insatiable thirst for approval.

To that end, they don't think twice about taking advantage of others to achieve their desires. In most cases, this exploitation is glaring, and in these others, it is subtle and hard to be noticed.

Meticulousness

Many narcissists have an extremely high sense of perfection. They believe that things should happen exactly as planned, and life should be as they envision it in their minds. This is an impossible demand in the real world, which results in the narcissist feeling miserable and depressed all the time.

They Want to Be in Control

We have established that most narcissists are perfectionists, and when they feel things are not working out to their stands, they develop this great need to controlling other words. They will do anything possible to be in control of a situation and manipulate it to their liking.

Thrive in the Blame Game

While the narcissist would desire to be in control, they never want to be responsible for an undesirable outcome. When things go contrary to their plans or desired outcome, the narcissist will place all the responsibility and blame on other people. It cannot be their fault but someone else. They may generalize the blame—all teachers are the same, all policemen are corrupt, etc. They all may direct the blame to a particular person or system - father, sibling, the laws of the land.

Thrill-Seekers

Narcissists are adrenaline addicts who sprawl from their deeply rooted desire to be praised and get positive attention. They will describe the overwhelming situation in depth or in a bid to gain solicited admiration from those around them. If you should dare to confront them for the dangers they are exposing themselves to by being adrenaline junkies, they will quickly dismiss you off. They will try to show you how everyone else around them is useless, and that is why they engage in risky activities to try to save the day.

Extreme Sensitivity to Criticism

Narcissists believe that they must be seen as faultless, superior, or infallible. There are either perfect or worthless. To them, a middle ground does not exist. They can't tolerate the least form of criticism because they live in a world of fantasy where no wrongdoings exist. Therefore, no matter how calmly you suggest ways that they can employ to change their unwelcome behavior, they will react defensively or withdraw altogether. They will say anything in an effort to justify their behavior, and they will expect you to understand and move on with life as normal.

Lack of a Sense of Humor

Narcissists are too serious for life. They don't get jokes, and they don't make jokes except for a few sarcastic remarks and weird puns. Their lack of empathy makes them not to grasp the context and emotional aspects of the words, actions, jokes, and humor expressed. For a person to laugh at a joke or make a humorous relevant he/she must, first of all, understand the context and effect of the people around him. Narcissists lack this important concept and consequently specialize in sarcasm, which they mistake for wits.

Have Undefined Interpersonal Boundaries

Narcissists will unconsciously view others as extensions of themselves. They can't really tell where they end and where the other person begins. They think other people exist solely to serve them and will disregard their needs, family obligations, and any other duties that their loyal followers have to fulfill. They are regarded as 'narcissists supply,' existing mainly to cater to their personal needs, and therefore it is difficult for the narcissist to think of them indecently.

Chapter 5: Talk the Narcissist's Language

How to Communicate with a Narcissist

The hardest task of being in a relationship with a narcissist is possibly communicating with them and telling them what you need or want. Their illness stops them from compromising and fuels them to find always ways to win. If you are going to break up or divorce a narcissist, expect it to be even more difficult than usual.

Communicating with a person stricken with a narcissistic personality disorder is crazy. That is one way to describe it. This is because narcissists are effective at reinventing reality to suit their needs. It's easy for them to do because they already think that the world revolves around them. Even if they come to realize that what they are saying is far from the truth, they would feel confident that people around them would be fooled into believing him.

Narcissists live on the reactions of their victims. They enjoy watching their victims stress out on whatever they say or do. This makes it a must for victims to be educated about dealing with narcissists, so they can empower themselves and heal over time. You might eventually see how pitiful these narcissists are behind their scathing words and angst.

If you are in the process of breaking free from the claws of a narcissist, the safest thing for you to do is not to engage them. It is useless arguing with them when all the arguments thrown back and forth will conclude in favor of him or her.

For those who need to co-exist as parents, zero engagement may not be possible. However, it helps if you limit your communication and showcase emotions when dealing with the narcissist. Don't tire yourself out by trying to reason with an unreasonable, narcissistic person.

Don't Compete with the Narcissist



You don't want to put yourself on the spot when you are dealing with a narcissist, so the worst possible thing that you can do is try to compete with him/her on trivial things that don't actually matter to you. Narcissists take trivial competitions seriously, and if you try to one-up them in any way, you will end up losing.

There is one simple reason why you are going to lose. The narcissist is ready and willing to cross lines that you, as a reasonable person, will never dream of crossing. You don't operate under the same rules of decency, so if you try to one-up a narcissist, your own conscience will keep you from winning.

Another important thing to note is that even if you one-up a narcissist and you win by all objective standards, the narcissist will just declare himself the winner anyway and there is absolutely nothing you can do about it. Victory against a narcissist will never be as sweet as you hoped because he will never acknowledge it or give you any respect as a result of your victory. He will just tell people the opposite thing happened, and you will then seem petty if you try to insist that you were victorious.

When dealing with a narcissist, your first instinct should be self-preservation, and trying to one-up the narcissist won't help you with that. If you try to compete with a narcissist, you are only going to make yourself more of a target, and that could lead to your destruction. We are not suggesting that you should be submissive and let the narcissist walk all over you; we are saying that you should be above it, and you should avoid getting down and dirty with the narcissist. Narcissists want to feel like they are winning over you, but if you don't try to one-up them, you are essentially telling them that you don't care about their silly games, and this may make them go out and try to find someone else over whom to assert their dominance.

If you avoid one-upping a narcissist, he could stop bothering you because it's just not fun for him. For example, if a narcissistic colleague starts telling you how smart and knowledgeable he is, you can just say “good for you” and carry on with your work. Because he wants to feel in control, the fact that you seem calm and unfettered will tell him that he may be out of his depth here, and he could proceed to find someone else to bug in order to feel superior. However, if you respond to his assertions by telling him where you went to school and how much experience you have, he will take that as a challenge, and he will never cease trying to prove he is smarter than you.

Once you try to one-up a narcissist, you are in a game that is going to last for the remainder of your relationship or your association with the narcissist. The only way that game is going to end is if you admit defeat, so the best thing for you is to never get into it in the first place.

When we one-up people in normal social situations, it's because we want them to think highly of us, but the thing with narcissists is that no matter

how accomplished we are, they are never going to think highly of us to give us the respect we deserve. So, if you really think about it, there is no upside to one-upping a narcissist. Only misery can come out of the decision to do such a thing.

It's possible to one-up a narcissist unintentionally, without even realizing it, and when this happens, the consequences can be disastrous. There are things that you can do to avoid inadvertently one-upping a narcissist. For example, when you are talking to other people about things that you have accomplished recently, you can avoid using the word "I" and instead use the word "we" so that the narcissist doesn't feel slighted. If the narcissist is a colleague with whom you have worked on a project, when you report to your boss in his presence, don't say, "I solved the issue," instead say, "we solved the issue." The narcissist likes to hog credit, but he would rather share it with you than not get it at all.

Interacting with a Narcissist

It's hard to interact with a narcissist, no matter who you are. Friends, family, or colleagues at work have trouble dealing with narcissists. In NPD, these narcissistic tendencies are natural to them, and reacting in a negative way won't help solve the problem; in fact, that will just make it even worse. So how do you interact with a narcissist?

Talking to Someone with NPD

Initiating a conversation with someone who has NPD is difficult. Their personality may come as arrogant or haughty, inciting a condescending reaction from you, but it is important that you hold back on your own emotions if you want to have a proper conversation with someone who has

NPD. First, you have to approach gentleness and care if you want to preserve your relationship with a narcissist. Do not immediately point out mistakes or criticize them for their behavior, as this will damage their built-up self-image and confidence. Say what you want in a calm and respectful manner. If they do respond with hostility, you shouldn't return the favor—instead, be calm and, if needed, end the conversation and try to return to it at a later time.

Negotiating with a Narcissist

When it comes to negotiating and setting agreements, it can be hard with a narcissist. But the magic comes with goal setting in terms of interaction. Those with NPD cherish accomplishing things as this raises their self-worth and confidence, so set goals with the narcissist to provide a sense of pride for him while accomplishing a task. For example, if you have a narcissist partner who doesn't want to do the cooking, try urging him to host a house party or a special dinner for the family—this way, he or she has something to brag about once the task is accomplished while also achieving a positive outlook on the chore.

Chapter 6: Put Your Health First and Break Free from a Narcissist's Manipulation

Being in a relationship with a narcissist is a walk-in hell. Your needs will be neglected as they cater to their own and manipulate you to join them in doing so. We have already discussed the ways of taking control when you're in a relationship with a narcissist. You can try to get your space back, or in a worst-case scenario, leave.

Whichever decision you make, the damage is often already done. Living with a self-centered person who shows minimal regard for your needs, belittles, criticizes you, and always wants to be in control, can leave deep emotional wounds.

Emotional wounds here refer to the deep psychological pain that a negative experience leaves behind. Such wounds can hurt for years. The fact that they were inflicted by someone close to you makes them that much worse.

Gaslighting is another practice in these toxic relationships that leave you feeling battered. You begin to feel like something is wrong, yet you're not sure what it is. You're so accustomed to being blamed for everything that's going wrong that you start to blame yourself too. You apologize even when you're not wrong. Gaslighting shifts you negatively, and you start to feel like a whole different person.

How do you know that you've not healed from the hurt? The chances are that you feel numb whenever you think of the experience. Your body is

trying to cope by shutting out related thoughts. You can also feel disconnected from people and reality. You are paranoid and develop a distrust for people around you, even when they mean no harm. How can you move past this?



Accept

Why did it happen to me? What did I do wrong? Why did I not see the warning signs? Why do bad things happen to good people? You must have asked yourself these questions a dozen times. Sadly, nobody knows the answers. The best thing you can do is accept that you were a victim of unfortunate circumstances, and no, not because you did anything wrong. You're not being punished. These things happen.

Accepting keeps you from living in denial. As long as you're asking these questions, you're fleeing with the idea that the abuse did not actually happen like you might snap out of the daze to find that things have gone back to normal, or that it can actually 'fall apart.'

Speak It Out

Those dealing with emotional pain tend to avoid people, mostly because they don't want to talk about the particular issue. Talking helps you accept it, which is exactly what you need. Speaking out takes courage, especially if you've buried the memories of the incident for a long time. You may stammer, cry, break down, but this is actually a positive sign of the beginning of healing.

It helps to talk to a friend or family member, but even more so to a trained counselor who is well versed with similar circumstances. Even when you're not acknowledged your pain, a therapist will help you link your actions to various incidences from your past. Getting professional help also ensures follow up.

Write It Down

If speaking seems too daunting to begin with, try writing it down. With writing, you're alone with your thoughts, without the feeling of somebody trying to interrogate you. Write exactly how you feel, with as many words as you deem fit. Forget correct grammar or punctuation; just pour your heart out into words.

You may feel broken in the process, as old wounds split open and release secrets they've held for so long, but all that is part of the process. Look at writing as transferring your burden to that notepad. You can even choose to allow your therapist to go through your journal to get a feeling of those things that you might not be able to express verbally.

Forgive

One of the most crucial components of healing past pain is forgiving those who hurt you. It is definitely not easy. We're talking here of someone who promised you heaven but delivered hell. Someone who led you on purpose, yet they had hidden intentions.

Someone who criticized, insulted, belittled or even physically abused you in the relationship. How can you forgive after all the anguish they've caused you?

Get Busy

Don't sit around all day agonizing over your situation. The more time you give to those thoughts, the more they'll torment you. Direct your energy to something productive. If you're working, you can take up extra duties. Or you can enroll in a course to improve your skills. Or, get a new hobby. The point here is to keep yourself occupied. The busier you are, the less the chances that you'll spend your time obsessing over what happened to you. It is difficult, but you can lift yourself up one-step at a time. Make an effort to get back to the business of living.

Practice Positive Affirmations

After being put down by your partner for so long, you end up feeling like you're no good. Your self-image is battered, and you constantly struggle with low self-esteem. You begin to believe those horrible things that were said to you. You become your own accuser. Positive affirmation is meant to counter those negative words.

An affirmation is anything you say or think to yourself. In this case, we're talking of the power of positive affirmations in healing from emotional abuse. What you say to yourself and of yourself becomes a self-fulfilling prophecy. This is the antidote to negative thinking. It is saying positive things about yourself, even when you don't feel like it.

Managing Stress

Every day comes with its own challenges. These matters strain your mind, heart, and body, and if left to build up, will result in stress. Find something pleasant and relaxing to do at the end of the day to distract your mind from the issues you're going through. Revive an old hobby. Or, get a new one. Set aside time each day to engage in that one activity that gives you so much joy that you hardly feel the time pass. It could be watching a movie/documentary/sport, listening to good music, reading, cooking, sewing, drawing, painting, meditating, gardening, cycling, and so on.

Breaking the Trauma Bond

One of the biggest reasons why it is so hard to get away from any relationship with a narcissist is that the victim is going to form a kind of trauma bond with the narcissist. Trauma bonding is going to be a form of strong emotional attachment that the person who is abused is going to start forming to the own abuser. It is going to be perpetuated by a cycle of abuse, and each time that this cycle is completed, it is going to be reinforced.

While healthy bonding is natural and good when it is done under the right circumstances, it can be really traumatic to a victim of narcissistic abuse and other similar situations for the victim. People who have grown up in an abusive home are more likely to develop these kinds of bonds with more than one person because, to them, this is a normal kind of bond to have.

How to Escape Safely

The first thing that a victim needs to realize before they leave the relationship is that the narcissist is going to try to continue manipulating you. They want to bring you back to the relationship, not because they love you and need you (even though that is likely what they are going to tell you) but because they want and need the attention and adoration that you sent their way. They are going to try to get you back in a few different manners.

The narcissist may try to get you to believe that you are overreacting about the whole situation, they may blame you for breaking up the relationship, and they are going to bring out the charm in trying to make you believe that they really miss you and that they want to have you back. The abuser is going to paint out a nice picture where there is a better future, in the hopes of getting the victim to come back to them.

Remember that these people are very manipulative and that the only thing they value is themselves. They are not going to tell you the truth because all they want is to get you back. And if that means they need to say a few things that seem nice, even though they are lies, then the narcissist is willing to do this. You need to remember that bigger picture, the reason that you are trying to leave, and use that as motivation to keep yourself safe.

It is best for you to quit cold turkey. There is going to be some pain that comes with it. You may feel that you are no one out there you can trust and talk to. But this is not true. You will be able to talk to a therapist, to your family members, and more. And, once you have had some time to heal, despite what the narcissist said, you may find someone else who is worthy of your time and attention.

The No Contact Rule

To make sure that you are actually able to escape from the narcissist, it is important to enforce a rule of no contact. If you feel that this person is going to put you in serious danger, having a legally enforced law surrounding this order could make a difference and will ensure that you are able to stay safe and sound the whole time.

If you do have any sort of communication with the narcissist at all, then you are allowing them back in and giving them the easy access that they need in order to manipulate you and make you stay in the relationship a bit longer. No matter what you think in the beginning, this is going to happen. If you start to communicate with the narcissist, they are going to use all of this information against you to bring you back, and then you have to start the process all over again. You have to remember that the whole abuse cycle left you weak and vulnerable, and it is much better for you if you can vanish away from the narcissist and focus on your own recovery.

As a victim, it is best to avoid having anything to do with the narcissist unless it is mandatory, such as sharing children with them. And even if you do have this problem, it is important that the schedule is able to work for both parties involved, not just for the narcissist, and the communication needs to be as minimal as possible.

Taking Some Time to Your Sense of Self

When you were in an abusive relationship, it is likely that you spent a lot of your time doing things that the narcissist wanted. You would make sure that all of their needs were met and that they would be happy with you. Of course, the narcissist was never happy with anything that you tried to give to them, and this caused you to give up more and more of your time, and more and more of yourself, in the process. By the time, the narcissist is done with you or you are able to escape from the abuse, you are likely to have very little idea of your own self and even the things that you like and don't like.

Eating Well

When the relationship is ending with a narcissist, it is important for you to learn how to eat healthily. Whether or not you did this before your relationship was over is not going to matter. You need to make sure that you keep up a healthy diet because it is going to do wonders when it comes to your overall health and how well you are able to heal after the abuse is done.

Many victims are going to feel bad after the relationship. They are going to go through a lot of emotions during that time, feeling like they were a failure because they were not able to see the signs, but also feeling that they want to be back with the narcissist. This stress is going to cause them to overeat and can cause weight gain. The weight gain and the bad foods that they are eating will just make the victim feel so much worse in the long run.

Exercise

Taking care of yourself is so important when you leave your abusive relationship. Many victims are going to feel like they are lost, and like they have nothing else to live for, whether they are the ones who leave, or if the narcissist decides to leave first. It is likely that they are going to choose to spend their time moping and wishing that they could get the narcissist back.

Doing some exercise is going to make a big difference in a number of ways. First, it is going to get you out of the house. Rather than sitting at home and doing nothing, making it easier for the narcissist to get back into your life, you may find that getting out of the house and exercise, whether you go on a walk or go to a class. This frees up your mind, helps you to be a bit social actually, and makes the narcissist the furthest thing from your mind.

Start a New Hobby

Sometimes working on a new hobby is the perfect way to find your old sense of self. Taking some time each day, or when you are able, to work on something that is fun, or that is just yours, where there aren't any expectations or obligations that you need to meet and make a world of difference when you are recovering from a narcissistic relationship. The hobby can be anything that you would like. Maybe you decide to start painting, write in a journal or write a story, go for a walk, spend time with friends, and learn how to cook and more.

Spend Time with Friends and Family

It is likely that due to the narcissistic abuse, you spent a lot of time isolating yourself away. You were worried that having anything to do with other people outside the relationship would make the narcissist really mad. And often, the behaviors that the narcissist showed to others would make it likely that your friends and family would stay away. There are many ways that a narcissist is going to try to keep you away from others, in order to make sure that the only person you can “trust” and rely on is them.

Be Open to New Experiences

Many victims are scared of doing anything that is new. They think that it is going to turn the narcissist against them and that it is going to result in them being hurt. The narcissist wants to make sure that the victim is reliant only on them. This means that the narcissist would get mad if the routine is broken and if the victim tries to do anything new.

Find Your Sense of Self

The narcissist that you were in a relationship with spent a lot of time working to suppress your sense of self. They knew that if they were able to hide that from you, then you would become more dependent on them. They didn't want this. They want someone who puts their whole life on the abuser, who will be so desperate to make the abuser like them that they will do whatever it takes. While the process was a slow one, so slow that it is really hard to see what is going on at the time, it is one that stripped away the true self of the victim, and now that the relationship is over, it is time to get in there and get it back.

Ways to Cope if You Can't Leave

One of the hardest things to deal with is wanting to leave yet not being able to for one reason or another. For example, they may have control of the health insurance, and you may not be able to afford to go living on your own and having to pay for insurance on top of everything else. You also may have a generally difficult time dealing with a lot of the realities that come with long-term relationships. There may be a child in the picture that would make a clean break like the one we've described especially difficult. However, if there is a child in the picture, this makes the splitting process even more essential than it would be otherwise because they will be receiving the narcissistic tendencies as well.

The first thing that you need to consider is bringing up your feelings to your partner. If you feel as though there may be a serious problem at hand, but that they understand enough—read: only have borderline narcissistic tendencies and still have the capacity for empathy—then they may be willing to pursue couple's therapy and go into individual therapy if you'll agree to do the same. Again, use your discretion to present an idea like this because people with serious narcissism will take this as a challenge and react quite badly.

In some cases, you may need to work on building up your mental fortitude. If they start an argument, specifically avoid engaging them. Work on different strategies to defuse an argument. Note that the person in question has a personality disorder. You shouldn't expect them to have arguments defused like a normal person. In fact, they may have specific personality quirks that you can use to your advantage in order to defuse a given

situation. In-depth tips for defusing arguments are a bit beyond the scope of this book, unfortunately, but the most general advice would be like so:

Don't engage them if they try to start a fight. Never be the one to start a fight if you can avoid it. In other words, pick your battles, and if they start an argument, don't let them rile you up. Avoid letting them have control. Remain measured in your responses.

If they say anything mean, don't insult them back. This will only make narcissists angrier. Generally, everything that they say to you is pretty calculated, and they've already thought about what they're going to say long before they actually say it.

Practice the art of thinking through your responses. This will slow down the pace of the argument, ensure that what you say is the best possible option, and allow you both the opportunity to have a breather. While they most likely aren't going to be using the breather to think critically about what's going on in the argument during the breather—or at least, not in a way that's referential to themselves—you can be using that time to think through both your position as well as you can generally de-escalate the situation.

One of the hardest parts of any given argument is the fact that you can't really win them from your position. Narcissists are specifically not going to admit that they could be wrong—they have such a fragile ego that they're quite literally not able to do so without having a major breakdown, usually. As a result, your best option is to learn the ways to de-escalate the situation and move on from the argument as quickly as possible.

It can be difficult to determine what the best course of action is when you're trying to deal with somebody who has a narcissistic personality disorder, but learning how to de-escalate situations is essential. Because of their

nature tending towards them needing to be right and needing people to obey them all the time, they most likely are going to start a lot of arguments. Your best option is to learn to shut down the arguments without necessarily confirming nor denying what they're getting at.

While it's easy from a detached standpoint to say that you should ideally avoid encouraging or reinforcing their mode of thought, sometimes you may not have any choice. If it's already set in stone that they're not going to go to therapy (either because they're too narcissistic to benefit from it or they're too volatile to have it brought up without somebody being at risk) and if their demands aren't too dehumanizing or bad, it's not the worst idea to just passively stroke their ego and bide your time until you do have a chance to leave.

Just like the last chapter, it would be ideal if you could do things to work on improving yourself. This can be even more difficult when you have the hurdle of a narcissistic person because they may intentionally try to keep you below them so that they can be better than you. However, the experience you gain in the process if you *can* do it, like an associate's degree from a community college, for example, will be especially useful in allowing you to move on from where you are now and start looking towards a better horizon to come.

Another important coping mechanism is developing the ability to let things slide off your shoulders. The important thing that you need to remember is that when they put you down or make you feel small, they're just trying to maintain control of you. While this can be especially difficult to remember while at the moment, it's the honest truth. No loving or caring partner in their right mind would put their partner down in a disrespectful way or a way that would cause them to feel negative about themselves.

Remember that when they say negative things, it isn't a reflection of you, and anybody who was in your situation would be receiving the same negative treatment that you would be. Regardless of who is in that position, the narcissist will still put them down in order to make them more obedient, subservient, and generally feel like they are below them.

If something negative is said about you, take a deep breath and remember: it's not you. The narcissist is excellent at manipulation and can perhaps even pinpoint your insecurities, but that's still not something you particularly need to worry about. We often wear our insecurities loudly, and just because they're able to point one out doesn't mean it's a particularly big issue, only that they were able to tell you were insecure about it.

In closing, staying in an abusive relationship and trying to cope with it is one of the most difficult things that you'll ever have to do. There are a number of skills you can build in order to allow you to better deal with it until you have an opportunity to leave, though.

Chapter 7: There's Always a Reason

Causes of Narcissism

The real cause of NPD is still unknown but there are some possible factors. The narcissist may have grown up under extreme styles of parenting (excessive praise or criticism), it could be something to do with genetics, he may have an over-sensitive personality, his parents or caregivers may have modeled manipulative behavior; he may have been abused in childhood, he may have extremely low self-esteem, or he may have had parents who used him as a source of their own self-esteem. Brain abnormality may also be a factor. New-found fame or wealth can bring about an acquired narcissism.

When looking at the statistics, the figure of approximately one percent of the population having narcissistic personality disorder seems eerily high, uncomfortably high, perhaps. By now, we've built up a broader and stronger idea of who is normally affected by it. As we can see, narcissistic personality disorder certainly doesn't discriminate, though there is a number of criteria that make somebody more likely to have the disorder, and it does seem to occur more commonly in men than in women.

Despite looking at the people that narcissistic personality disorder occurs within—or, rather, the groups that seem to present with his disorder the most—we still haven't looked at a huge number of the root causes.

The exact causes of narcissistic personality disorder are currently unknown. There are a number of indirect suppositions as to what causes it and all of these culminate into the general modern vision of what leads to the development of this disorder.

In order to dive into the big question of “why does this happen?” a bit more, we’re going to be looking at this one-by-one in order to come to a firmer understanding of what causes narcissistic personality disorder.

Firstly, let's look at the genetic aspect: there is a lot of evidence that the disorder itself can be inherited. The existence of a family member with the disorder makes it far more likely that a given individual will develop the disorder themselves. Studies performed on twins have been rather conducive to showing that there is an inheritable aspect of the disorder.

It can be difficult, though, to determine how much of this is because of the person growing up with somebody who has the disorder—for example, if somebody's father were to have a narcissistic personality disorder. This no doubt would lead to the child taking in that influence and being, to one extent or another, impacted by the disorder and more likely to develop it themselves. In this case, narcissistic personality disorder could be seen as both a genetic *and* a social disorder.

Beyond the genetic factors, there are a number of different environmental factors at play as well. Here, we're going to be looking at both the social and environmental catalysts to the development of narcissistic personality disorder. These are largely thought to play the biggest part in the development of the disorder—larger than either the genetic or biological causes, though with environment and biology likely playing equal parts or with the environment only slightly weighted in favor compared to biology.

One of the largest catalysts for the development of narcissistic personality disorder is when a child learns manipulative behavior from either their parents or their friends. Manipulative parents are extremely common, and unfortunately, manipulative parenting styles weren't condemned for a rather long time. With developmental psychology and emotional abuse only becoming topics that were largely discussed in the second half of the 20th century, which results in the fact that there are still some ancient parenting styles that are incredibly unhealthy. More than that, it doesn't just come

down to the parenting style; it also comes down to a person's general way of life. It's unfortunate, but due to the way that manipulative behavior works, it's possible for a manipulative person to surround themselves with people they can manipulate and never have to change their behavior. Because of this, they could teach this to a child as the *norm*.

With attitudes on parenting largely shifting in the twenty-first century, this problem will become less and less prominent as people start to discuss things such as mental and emotional abuse more and become more acceptable topics of discourse. Until then, this will remain a rather prominent catalyst.

This goes hand-in-hand with another catalyst for the development of narcissistic personality disorder: *emotional abuse* in childhood. Manipulative behavior and emotional abuse aren't necessarily one and the same, but they do often go hand-in-hand. In the latter case, one may develop narcissistic personality disorder as a defense mechanism or coping mechanism. These can be some of the hardest cases to deal with from a psychological perspective because dealing with them means dealing with a much deeper trauma. This is compared to just trying to make people rationalize their position in other individuals who didn't have to endure emotional abuse as a child.

That isn't to say, though, that a narcissist may necessarily have developed this as a defense or coping mechanism. In fact, many people develop the disorder as a result of things that happen to them in other ways. For example, a lot of people like to take the post that there's no such thing as excessive praise for a child. However, when a child is developing, many of the actions occur to them—if they stick out in any way—will be intensely

formative and cemented into their brain forever unless they make a very active attempt to unlearn them.

If somebody is excessively praised, they may develop the idea that they're unable to do any wrong. This often happens with single parents who don't wish to lose the respect or adoration of their child, unfortunately, and I've seen it pop up in quite a few cases of such. Likewise, if a child is excessively criticized, they may develop narcissistic personality disorder as a defense mechanism.

If people tell somebody all the time that they're exceptionally beautiful or talented with little basis in reality or little realistic, earthbound feedback in response to the praise; they're at risk for the development of narcissistic personality disorder. If people overvalue somebody or indulge them too often, that person becomes far more likely to develop the disorder.

In essence, the mind desires some sort of equilibrium in terms of its interactions with other people. It does whatever it can to reach out for this equilibrium and seek it out. Believe it or not, not all minds are equally resilient and able to endure some of the stresses or excesses of life so handily. In other words, a lot of what causes narcissistic personality disorder can be seen as *over-parenting*. Someone who excessively gives praise, criticism, or manipulates their child puts their child at risk for the development of narcissistic personality disorder.

Parents who are narcissists themselves will often use their children as a means of self-validation and force their narcissistic behaviors onto their children. This leads, generally, to either resentment or the development of Stockholm syndrome. In the former case, people may drop contact with their parents or limit contact as much as possible. In the latter, they will often model themselves after their parents.

In terms of biological factors that correspond to the development of this disorder, there isn't a whole lot of research to work with. As I said earlier, finding finite study opportunities for narcissistic personality disorder can be difficult. However, studies have shown that the areas of the brain having to do with empathy, emotion, and compassion generally are not nearly as large as they are in neurotypical people or people without mental disorders.

One question many people might ask while reading this is whether or not they can tell if their child is a narcissist. If you picked this book up in the first place because you're worried that your child may have this disorder, then I've got a relatively disappointing answer for you: your guess is as good as mine.

The thing is that while one of the things linked to the development of narcissistic personality disorder *is* being overly sensitive as an infant, this is one of the only signs that one has for the development of narcissistic personality disorder until adolescence is reached. There are also a number of oversensitive children that don't grow up to have this disorder. This means that in terms of a concrete answer, we're a little bit at a loss.

If you're worried that your child may be a narcissist, then review your parenting style and take a little look into your family history. If there are other people who show signs of narcissistic personality disorder, or if you tend to excessively praise your child without realistic feedback or excessively criticize them, then you may have a narcissist on your hands. However, many children and teens will show the symptoms of narcissism as a passing phase before finally growing out of it. Their brains are maturing, and they have a lot to learn about the world. Depending on how young they are, just address the manner in a reasonable way relative to their age.

If you're seriously concerned, or your child shows an excessive amount of the symptoms; it may not be a bad idea to set up a trip to a child psychiatrist in order to have them professionally evaluated. If they are found to have narcissism or any related psychiatric disorder, your psychiatrist will work with you and your child in order to chart a path forward.

The Environment

Sometimes, there exist mismatches in the relationships between parents and their children. Treating a young child to excessive admiration or subjecting it to unbearable criticism may just be all it takes to turn them into pure narcissistic individuals if such treatment is not properly attuned to the life experiences of the child.

Genetics

A history of narcissistic personality disorder in a family lineage is believed to be a valid ground for incidents of the condition. If you know of a member within your family who has the disorder, then you ought to count yourself lucky you are safe. However, your children and your children's children may not be as lucky.

Neurobiology

Our thoughts define who we truly are. And considering that there is a very close connection between our brains and personal behavior, there is no doubt that preoccupying our minds with narcissistic thoughts and imaginations leads to narcissistic actions that may actually turn into habits.

Genetic Predisposition

There is no definitive absolution on determining whether genetics can be considered as an exact cause for NPD. Interestingly enough, it has been

found that those with the disorder have a smaller part of the brain that enables other people to feel empathy—something that is lacking for those with NPD. It has also been noted that there is a higher chance for males to be affected by NPD compared to women. The family occurrence of NPD has also been considered as a contributing factor, but statistical figures vary in terms of prevalence. NPD usually occurs in the early adulthood years or the teenage years, but most of the time, it is considered as a normal behavior given the unstable and hormonally-driven behavior of most adolescents at this age.

Child Abuse

As most psychological disorders develop, child abuse is one of the most powerful factors that can determine the development of narcissistic personality disorder. Through studies, it has been noted by psychologists that victims of abuse in their childhood may develop narcissistic tendencies in the future. It is believed that narcissism is used by child abuse victims to cope with and recuperate a part of themselves that they lost during childhood. They don't want to experience being looked down upon or harmed by other people, that's why they turn to a behavior that allows them to show dominance and confidence, even though if it's not in the healthiest of manners.

Mirroring Behaviors

Another significant factor in the development of NPD is when a child mirrors the behavior of his or her parents. Children raised by narcissistic parents tend to have a 10% to 12% greater chance of developing the same behavior as their parents did or even display clinically diagnosed NPD when it persists. Parents who criticize their children's mistakes and weaknesses while ignoring to praise their children in a good light is

something scientists have considered to be affecting a child's personal development. Later on in life, these children have a chance of mimicking these behavioral patterns and can lead to them to have narcissistic tendencies as their parents had.

Excessive Denial of Emotions

While narcissism is normal when noted in a healthier amount, it becomes disruptive when it becomes a behavioral pattern. Some scientists believe that narcissism may be a form of coping mechanism for some people to mask their weaknesses. Denial is a coping pattern one exhibits by disagreeing with the reality of a situation in order to save oneself from pain or a harmful experience. It can be attributed to a lot of factors, but denial is generally considered an unhealthy way of coping as the person relinquishes any potential to be self-actualized and see the situation in a bigger picture. When one's emotions are denied to a certain extent with the use of narcissism, an unhealthy behavioral pattern can develop, and NPD can later be recognized through the consistent display of narcissistic tendencies as shown in the DSM-5 criteria and the ICD-10 guidelines for NPD.

Parenting Style

The role of a parent in the life of a narcissist takes a significant impact. How a parent raises his or her child can lead to the development of personality disorders, not just being limited to narcissistic personality disorder. A good example of this would be when a narcissist parent or parents raise their child. Oftentimes, they try to criticize every little bit of error the child may commit and don't give enough praise to help raise the self-esteem of the child, skewing the child's confidence. At the same time, these parents put up unrealistic goals for their children to achieve, but then experience extreme disappointment when their children don't meet their

demands. A narcissistic parent is hard to deal with since they want their child to succeed in order to have more of a bragging right for other people to see. If one or both parents have narcissistic tendencies; the child may have a chance to develop the same behavior or show a strong defiance against the parents, often resulting in antisocial behavior or displaying the same narcissistic behavior towards other people.

Issues with Self-Esteem

The real issue with narcissists is that they have a problem with self-esteem. While they show an extravagant attitude that may be arrogant or over-confident at first glance, those with low self-esteem are usually the ones diagnosed with a narcissistic personality disorder. Psychologists say that narcissism may be one way for them to cope with this weakness by showing the direct contrast of their feelings. This is a form of denial when they come into unfavorable situations that they just want to get out of. For example, a person with NPD may show excessive confidence and arrogance when assigned to be a leader in a group activity but, in reality fears being put in the spotlight. By basking in these narcissistic thoughts, their negative feelings about the situation are fought off and allow them to progress through the problem.

Personal Lifestyle

Lifestyle also becomes a factor in the development of narcissistic behavior. Indulging in a number of vices like drugs and alcohol, as well as being promiscuous in sexual relationships, are quite commonly seen in those with NPD. Leading a life without meaning or direction also is considered a factor that can lead to NPD, or at the very least develop narcissistic tendencies. Psychologists believe that leading a life without set rules or having no one monitor behavior such as those who grew up with absent

parents may develop this kind of lifestyle that can contribute to the rise of NPD.

Helping Someone with NPD

Knowing how to deal with their behavior in the most positive way possible is key to promote self-actualization in narcissists in order for them to recognize their disruptive and irrational beliefs about themselves and see the world in a realistic way. Social interaction is where a narcissist feels strong and weak at the same time.

How to Deal with a Narcissist Partner

Having a narcissist partner is one of the biggest social challenges that you can face. You don't want them to be angry, but you don't want to be manipulated all the time as well. In the face of a healthy relationship, you have to acknowledge that this narcissistic trait may be here to stay for a long time, and you have to do coping that can promote a positive interaction between the two of you. Recognizing bad behavior like lying and setting goals are important in order to deal with a narcissist partner.

How to Deal with a Narcissist Parent

Having a narcissistic mom or dad can be difficult to deal with, but it's a must to have a healthy relationship with parents. The most common problem with narcissistic parents is that they fail to recognize their mistakes and think that their child is talking back to them—a sign of disrespect. But in order to get past that barrier, you need to lay down ground rules and discuss the situation with them in a gentle and neutral manner. Negotiating is also a helpful tool in accomplishing goals for parents who have narcissistic tendencies.

How to Deal with a Narcissist Sibling

Having a narcissistic brother or sister is a fairly common thing. Most of the time, narcissistic siblings will fight for your parents' attention even if it takes them cheating or lying to get what they want. Stating your opinion and collaborating with them is the most effective way to deal with them, but if they give a hostile or aggressive reaction, it is best to let them cool off first then talk it out at a later time.

How to Deal with a Narcissist Friends

Friends with narcissistic tendencies aren't something new. There are probably some of your friends who exhibit such behaviors. In order to deal with their narcissistic behavior, the first thing that you have to do is to ascertain your role as their friend. Since narcissists see people as their ego boosters, putting your foot down as an important person in their life will preserve their ego but, at the same time, highlight your role as someone that deserves to be respected.

How to Deal with a Narcissist Co-Worker or Boss

The workplace is a different type of environment to encounter a narcissist but a fairly common one at that. If you meet with a co-worker or a boss with narcissistic tendencies, avoid direct confrontation and initiating arguments. The best approach is still to use a calm voice and a gentle tone, especially in pointing out subjects where you don't agree with them.

Treatment

Treatment of this disorder is usually a long-term process that involves a psychotherapist or a therapist specializing in this type of personality disorder. Medications can be prescribed for those who have debilitating symptoms that are usually secondary to the condition, such as depression or anxiety disorders. In severe cases, hospitalization may be needed. Because this is the most frightening scenario, let's start with it first and get it over with. Just rest assured that you most likely will not need this severe treatment.

Hospitalization

Those who have a severe form of this disorder may need hospitalization for a time until dangerous symptoms are alleviated with medications or therapy. For those who may be impulsive or even self-destructive, hospitalization may be a good option temporarily. Those who have poor reality testing may also need to be hospitalized in order to determine if there is more than one disorder. Usually, hospitalization is brief and specific to the symptom that is involved rather than the entire disorder.

In addition, those who are not motivated to complete their treatment regimen have a fragile social or object relationship that may need to be hospitalized. Those who have destructive, chronic behaviors may also need to stay in a facility for treatment.

In facilities, there will be small patient and staff groups in the wards, and they will hold community meetings where patients will share, with the group, their emotions. Their comments will always be taken seriously. There will be recreational activities and constructive work assignments to help patients with their problems. Here, the patients will be able to channel

their painful emotions and impulses into the hospital so that they feel uplifted and weightless by the time they leave.

The goal of hospitalization is to get the patient well enough that they can recognize their internal thoughts, feel more cohesive, and be able to recognize their narcissistic tendencies in order to get rid of them.

Psychosocial Treatment

The basic principle of psychosocial treatment or talk treatment is to get the individual to realize their narcissistic tendencies. Psychosocial treatment will be performed at the same time hospitalization is performed if both are necessary; otherwise, a patient may participate in psychosocial treatment outside of the hospital.

There are two different types of psychotherapy or psychosocial treatment. There are individual sessions and group sessions.

Individual

In individual sessions, the practitioner and the patient will be talking one-on-one about the patient's symptoms, their fears, and what they can do in order to feel better about themselves. Psychotherapy does not usually involve anything that may seem out there like hypnosis, but rather a simple conversation between two people.

A therapist may even steer clear of the patient's narcissistic tendencies and discuss topics that may seem abstract or completely focused on another aspect of the patient's life. If you are the patient of a psychotherapy session, go with what the therapist is saying and listen to what they have as suggestions.

Group

The group style of narcissism personality disorder treatment is a gathering of individuals who all have the same complication or may involve individuals with different types of personality disorders. Group therapy is more popular because it seems to be a more effective treatment option. It seems that seeing others behave like a narcissist behaves will open the eyes of the others who have the personality disorder, too. They are able to recognize their symptoms, and their behaviors easier, and they will develop empathy much easier.

Group therapy may involve more than one therapist in order to allow some group members to branch off from the cluster of people if they feel they must.

Cognitive-Behavioral Therapy

Cognitive-behavioral therapy (CBT) is a mainstay intervention and choice of treatment for a wide variety of personality disorders and mental disorders. This uses scientific evidence that provides a rational explanation of its interventions, making it more reliable in terms of means and results. CBT involves developing a person's coping methods in dealing with problems and helping them cope with the unhealthy, irrational, distorted, and disruptive behavioral patterns or cognitions that they have, such as their thoughts, attitudes, beliefs, and more. CBT also includes gaining control of emotions in a way that helps those with emotional outbursts and mood problems as well. Back then, CBT was only meant to treat depression, but now it has become a choice of treatment for other psychological conditions as well.

CBT helps manage mental disorders through a number of ways:

- Identifying dysfunctional thought processes and behavioral patterns.

- Exposing irrational behavior and challenging them with reality.
- Recognizing faulty interpretations of reality and reorientation of the person.
- Helping a person correct these mistakes in reality and replacing them with factual and believable behavioral patterns that are considered rational and close to the norm.
- Managing control over signs and symptoms of mental disorders through a person's core beliefs in a positive experience.
- Helping in the development of a more accurate interpretation of the environment.
- Developing emotional and behavioral patterns that are more stable and less disruptive in nature.

Since CBT is the core of treating NPD and other mental disorders, the step-by-step process in which it is done is also important to know and understand. Like other treatment methods, CBT needs time in order to take optimal effect and achieve the best results in helping those with NPD and to develop healthier and more rational behavioral patterns.

The CBT process involves the following:

The psychotherapist and the patient build a mutual agreement in order to identify problematic behaviors and thought processes. This is often done with the patient identifying situations where they experience distress, noting what they say towards themselves in the given situation.

The psychotherapist and the patient work together in the corrective phase of the therapy. At this point, the patient learns how to consider other options in dealing with a similar situation with the psychotherapist providing support

on things that may be unclear or providing options when necessary. However, it should be noted that independence in constructing ideas on how to deal with stressful situations is promoted for patients undergoing CBT, so it is not dependent solely on the suggestions or ideas of the psychotherapist.

The goal of CBT is to provide active interruption to disruptive and irrational behavior that occurs automatically, replacing them with more rational alternatives that are tied down to accurate and realistic responses in the same situations.

This process is repeated through several months or even years, which later results in gradual success, resulting in the patient beginning to have a more positive experience as he or she notices a change in their behavior and how people around them react in a more favorable manner.

Cognitive behavior therapy is the core of mental disorder treatment, and it can be seen throughout other behavioral therapy methods used in NPD and other mental disorders. What's important here is to understand that CBT takes time in order to be effective. It's not an overnight process; in fact, it's not even days or weeks. It takes months to be optimal for the patient and recognize a positive change in one's behavioral patterns.

Individual Behavioral Therapy

Not all cases of NPD are the same. While NPD in different people may display similar signs and symptoms, they can't be exact replicas of the other. For example, one patient with NPD may display sexual promiscuity while another will not. For this reason, individual behavioral therapy was developed. In this type of behavioral therapy, the treatment is highly individualized and specialized, focusing on a person's individual behaviors that may be irrational and distorted interpretations of reality.

Group Behavioral Therapy

Group Behavioral Therapy

If there is individualized behavioral therapy, there is also group behavioral therapy in treating mental disorders. As the name suggests, the therapy involves a group of people with similar disorders that allow them to see problems that other people with the same condition as them have. A group therapy's effectiveness is widely criticized when it comes to dealing with NPD since it demands empathy among its participants—something those with NPD lack. However, some studies have shown that group behavioral therapy shows some promise because patients are able to recognize their limitations and weaknesses, improve their self-awareness, and develop trust towards people.

Lifestyle and Home Remedies

There are actually home remedies and lifestyle changes that minor narcissists are able to make. As long as the condition is not severe, you may try some of these remedies at home. However, it is imperative that you keep an open mind if you need treatment, stick to a treatment plan if you've been given one, learn about the disorder, and get treatment for mental health problems or substance abuse that may be inflaming the personality disorder.

Here are a few things you can do in order to treat yourself at home for narcissistic personality disorder.

Stress Management

It may seem counterproductive because most of us view narcissistic people as being overly upbeat and confident, but deep down; they are usually very stressed out individuals. Therefore, learning some stress management techniques may help.

Here are a few techniques you can try if you find that your narcissism may be caused by stress.

Meditation

Meditation can come in many different forms, but here, I'm going to tell you about the lightest form so that you can get started.

Find a peaceful, quiet place inside your home or outside somewhere where you will not be distracted. It's imperative that all cell phones, tablets, televisions, or other electronic devices that may interrupt the meditation exercise are turned off.

Now, sit down in a chair or on the floor in a comfortable position, but do not lie down! You may fall asleep if you lie down. You can choose to sit in the half-lotus, full lotus, or just with your legs out. As long as you are comfortable, it doesn't matter.

Close your eyes and focus on your breathing. At this point, don't try to change how fast or slow you are breathing. Just be aware of it there.

Then, try to control your breathing. Breathe in for seven seconds, hold for three seconds, and breathe out for five seconds. Repeat several times until you feel your heart rate decreasing, and you're not thinking about anything but your breaths.

If a thought crops up, simply brush it away without judgment. Do not criticize yourself or get angry because you had a thought. They are normal and will interrupt the session from time to time.

When you feel calm again, take a few moments to stretch out your legs before you stand.

Yoga

If you are a beginner at yoga, you may want to try to find some classes to take in order to learn how to stretch properly. If you don't feel comfortable doing it in front of others, then find an online video to see how to perform the moves.

Tai Chi

If you've seen people who are in the park moving slowly, fluidly into different positions, then you've witnessed Tai chi. You should find a few poses and movements you can do online or join a class in order to learn.

Stay Focused

Recovering from this disorder is possible, but it's going to take time and motivation. You can stay motivated by making small goals, such as looking up a yoga video online. Once you've done that, another goal might be to complete the first yoga video class you find for beginners. Keep reminding yourself of your goals and that you can repair your damaged relationships with others and be a happier person.

Stay Positive

Narcissists are usually seen as people who have a high self-esteem and confidence level, but really, they don't. Therefore, try to stay positive throughout your treatment and the rest of your life. Always find the good side to something and snap yourself out of negative thoughts by using some sort of physical or mental method.

You can try the rubber band on the wrist method. When you find yourself stuck in a loop of negative thoughts, snap the rubber band to remind yourself that you're supposed to be positive.

With home remedies and out-patient treatment, you should be able to move past this personality disorder and live a happier and more fulfilling life. Let's take a look at how to deal with a narcissist if you are not one but work with or have a personal relationship with one.

Conclusion

Thank you for making it through to the end of this book. Narcissists are difficult to get along with. You're probably already familiar with the self-centeredness, grandiosity, vanity, and vulnerability that characterize this problematic personality style. You've been idealized, devalued, taken for granted and taken advantage of. You know that while dealing with narcissism is not easy, it is certainly an experience you can cope with and find a positive outlook.

You now know more about what exactly defines a narcissist and the people they may be. With this information, it is easy to see that a narcissist can be someone you consider a friend, a mentor, or even a person you are in a deeper relationship with.

After determining the narcissists that surround you, dealing with them properly becomes crucial. It is important that you utilize the information here so that you can interact with them in the healthiest way possible. The anger, envy, and other negative emotions will not help you even though they are a natural reaction to such behavior.

If you are living with a narcissist and unable to let go of their hold on your life, you must find the strength to establish your boundaries and, if that doesn't work, leave.

Acceptance of what a narcissist is and how they behave is the key to any life with such a person in it. You may actually be able to make marriage with a narcissist work; for example, if you are able to maintain your own strength and independence and yet provide them with a situation they find beneficial to themselves.

As natural self-love, narcissism is something good and basic to survival. It is simply the foundation of our impulse for protection; it's what makes us esteem ourselves. Animals have a healthy self-love as well. In babies, narcissism is basic to survival, and its failure to develop may have something to do with infant deaths that cannot be explained.

Do not concentrate on the narcissist or give him attention whenever possible... just try to be aware. Focus on your own emotions: Do you kind of enjoy his joking? Do you appreciate the outrage? Is this sort of fun and sensational, in a sick way? If so, you are simply adding to his energy. Wherever you are, concentrate on what you can change and how you can resist.

In overcoming a toxic narcissistic relationship, you can change what you're attracted to and what you're attracting. Getting out and rediscovering your spiritual practice, making new friends, and seeking your own interests will enable you to better handle on what healthy associations resemble. Every other thing will then fall into place as soon as you begin "doing you." You will have the capacity to be more discriminating about the kind of individuals you need around you. You may not come across another narcissist in your new network of friends, and if you do, it won't take you long to realize that you are dealing with another toxic person, and obviously, you'll end the friendship immediately.

You will be more apt to find the courage you need to get out of your life with the narcissist if you understand why you were attracted to them in the first place and why you are still holding off packing when you likely should have left years ago.

You may have become so beat up mentally, emotionally, and perhaps even physically to have any confidence left to believe that you deserve better in

life. You may have developed an addiction to your narcissistic partner, and you want to go, but you believe you just can't live without them.

Perhaps you remember the happy days of your first attraction to the narcissist in your life. You recall their charm and how easily they talked of love and marriage, even in an age where lots of other people seemed afraid of commitment. Those were heady, fun-filled days, they stay strong in your memory, and you yearn and dream that someday they will come back.

At this point in this book, you will have determined whether you are a narcissist. If you are, we urge you to seek professional therapy to allow yourself the opportunity to reconstruct your life and live it more fully.

To be a narcissist is, in essence, to be deprived of many of the things that make us human: our ability to really learn to know ourselves, our joy in learning to love and appreciate others truly, and to open up our heart, and talents to do meaningful work.

You will learn how to set more realistic goals for yourself and take pleasure within yourself for your accomplishments instead of depending on others to feed your ego.

You must summon everything within you and stick to it. Note the small changes that occur over time.

If you have accompanying issues of drug or alcohol abuse or mental health problems, a situation that is not uncommon, be sure to secure treatment for them as well.

You owe it not just to the other people in your life, but to yourself.

You may think that you love yourself now, but in reality, you can only really begin a satisfying relationship with yourself after therapy when you

can get to know the real you.

If you have recognized through this book that you are living with a narcissist, you may also need professional guidance to help you accept and deal with the situation, whether it means trying to work at improving the relationship or ending it.

It is important that you find ways to deal with the narcissist in your life while still protecting yourself and your own need for a life rich with fulfillment and solid relationships.

Most of all, know that your life and your goals have value, and nobody has the right to take that away from you. As ill as they may be with narcissism, find a way to continue to live your life to the fullest.

Very grateful thanks for reading all the information included in your new book. Hopefully, it has given you the wisdom and confidence that you need to heal.

When you are confident, it not only makes it easier to identify a narcissist but also to better cope with them. You can handle such behavior in a way that does not have a profoundly negative impact on your life.

This book attempted to give you the tools to decode and unmask narcissistic behaviors. It discussed stories that illustrate how narcissistic traits can look in real-life scenarios and reviewed exercises to help you clarify your thoughts, feelings, and values. It also covered setting boundaries, confronting and accepting vulnerability, and finding balance within yourself.

