

MICHAEL DAVIS

DARK PSYCHOLOGY SECRETS

THE ART OF MANIPULATION

THE ULTIMATE GUIDE TO LEARN HOW TO ANALYZE AND INFLUENCE
PEOPLE WITH MIND CONTROL, PERSUASION, DECEPTION,
NLP AND THE BEST TECHNIQUES TO MANIPULATE

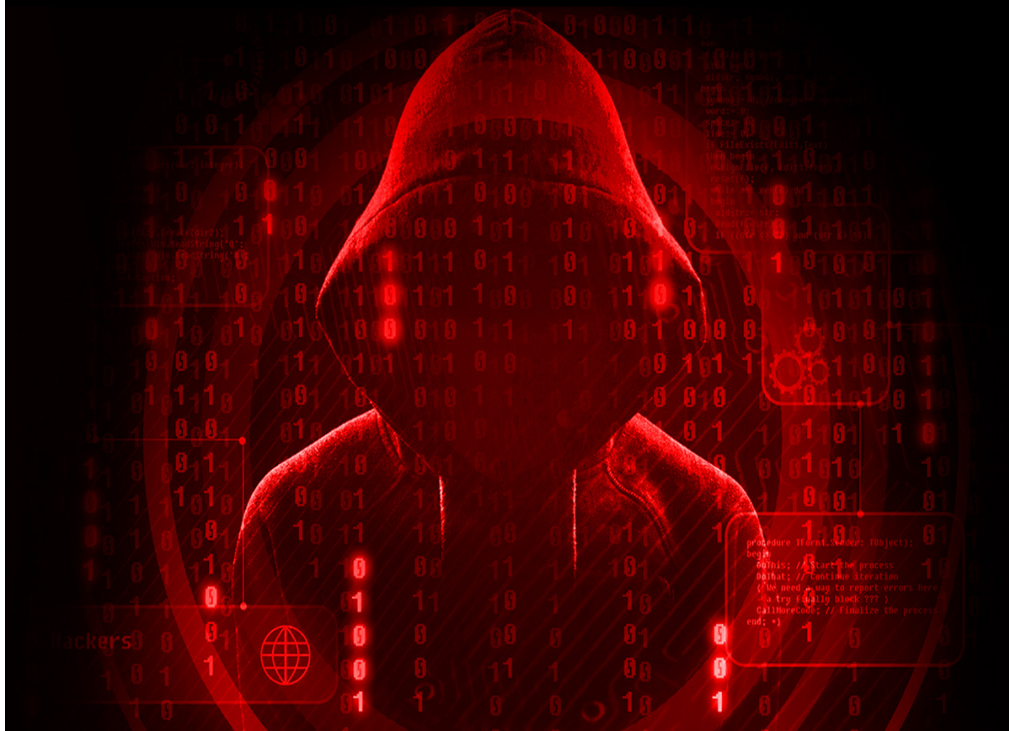


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Dark Psychology Secrets – The Art of Manipulation

*The Ultimate Guide to Learn
How to Analyze and Influence
People with Mind Control,
Persuasion, Deception, NLP
and The Best Techniques to
Manipulate*

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Introduction

Congratulations on downloading *Dark Psychology Secrets — The Art of Manipulation* , and thank you for doing so!

The following chapters will discuss everything that you need to know to use dark psychology properly to work for your needs. While other people are going to take the ideas that come with dark psychology and see that it is unethical and could potentially harm other people, thus causing them to shy away from it, those who decide to embrace dark psychology find that it can be the path they need to get others to do what they want.

In this guidebook, we are going to take some time to look at dark psychology and the different parts that come with it. We will talk about what this type of psychology is all about, how to use some of the techniques, and even the benefits of using this kind of psychology for your needs, when other people decide to avoid it.

The second part of this guidebook that we will discuss takes the ideas of dark psychology a bit further and talks about how dark manipulation is going to work. We will look at what manipulation is about, the differences between positive and negative manipulation, the techniques that you can use with manipulation, and even how to recognize and fight off any manipulation that someone else may try to use against you.

We then move on to the idea of persuasion and some of the different techniques that we need to know how to use with persuasion and mind control. We will start with what dark persuasion is all about, how it works, how we can use the same tactics with good persuasion and dark persuasion, as well as some of the techniques that work to make persuasion effective. We can then move on to an explanation of mind control, whether or not it actually works, and the steps you can take to control others.

NLP is an important topic that we can't forget about when we are working with dark psychology. NLP allows us a chance to really work with the subconscious and can get you to turn

others towards your way of thinking. We will look at NLP, how this is different from manipulation, the techniques that work the best with NLP, and how to use NLP with dark psychology to make sure you get what you want. We will then end this guidebook with a look at a few other dark psychology options—including seduction, hypnosis, and deception—as well as how you can add these to your plan to get your target to do exactly what you want them to each and every time.

Dark psychology is one of those topics that most people are going to avoid. They worry that it is unethical to use this in order to get what you want. However, if you are willing to use the techniques and the practices that we talk about in this guidebook, you will find that you are able to get further ahead than you could imagine with any other method. When you are ready to learn more about dark psychology and all that it can do for you, make sure to check out this guidebook to help you get started!

There are plenty of books on this subject on the market—thanks again for choosing this one! Every effort was made to ensure it is full of as much useful information as possible. Please enjoy!

Part 1: An Introduction to Dark Psychology



Chapter 1: What Is Dark Psychology?



The first topic that we need to take a look at to help us with our study is the idea of dark psychology. When we are talking about this dark psychology, we are going to take a look at both the study of deviant and criminal behavior, as well as a conceptual framework that is used to decipher the extent of potential evil that we can find within each person. This is also going to be seen as the study of the human condition, looking at how this condition is going to relate to a person preying on other people when they are motivated by drives that are seen as deviant.

One of the main ideas that come with dark psychology is that everyone has a bit of evil nature in them. Most of us are able to hide them well and suppress them in order to follow the laws and what is seen as normal in our society. However, that does not mean the feelings and the drive are not there—and then there are those people who will act out on their deviant natures in order to get what they want. They are willing to harm others, victimize other creatures and humans, and take any path that is necessary in order to get what they want. Most of us fall somewhere on this continuum when it comes to our natures.

While it is true that most people are going to suppress these tendencies found inside, there are some that notice the impulses, realize what is going to happen when they use them,

and then decide that it is perfectly normal for them to act on these tendencies. The idea that we are trying to follow with dark psychology is that we want to be able to understand these thoughts, perceptions, feelings, and the subjective processing systems that will lead someone to decide not to suppress these feelings and will lead them to harm others. Others may see this as predatory and unethical, but for the people who employ dark psychology, this is the perfect route to their own success.

When we look at dark psychology, we are going to assume that any abusive, criminal, and deviant behavior is going to show up for a purpose. These may be evil or bad in the eyes of others, but the person performing them does have a purpose for using them. They don't do it just to be mean or because they are bored. They have a rational goal that goes with this—and that is going to be the driving force for what they do. We may not always understand the reasoning behind the actions, but they *are* there.

In order for us to review, there are going to be a few things that help us to look at dark psychology and all that it entails before we move to some of the other parts of this process. These things are going to include:

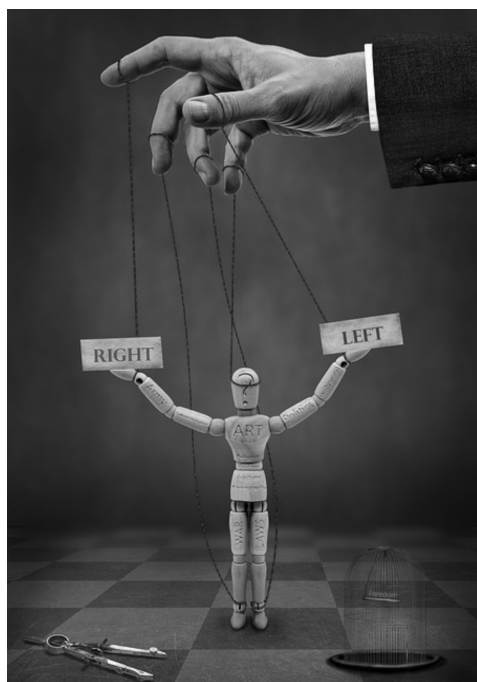
1. Dark psychology is going to be a condition that all humans are going to deal with. All societies, cultures, and more are going to have this condition—but there is a *choice* on whether or not to react to it.
2. This dark psychology is going to be the study of the human condition as it is going to relate to the perceptions, feelings, and thoughts as they relate to our potential to prey upon others.
3. When we take a look at the continuum of dark psychology, it is often going to be based on the range of inhumanity that is used. Think of it this way. Jeffrey Dahmer and Ted Bundy were both horrible serial killers. However, Dahmer was doing these acts because he was looking for companionship, while Bundy did it to inflict pain just because he was evil.

Both would be higher on the dark continuum, but one had a purpose with theirs, and the other did not.

4. When we look at dark psychology, we are going to see that all people will have some potential when it comes to violence. This potential is going to be found in all of us, and it is going to depend on our backgrounds and our moral compass that will depend on how much we will use this.
5. If we were able to have a better understanding of the underlying triggers and causes of dark psychology, we would have a chance to recognize and even diagnose and then reduce the dangers that are found with its influence.

Even though we don't always understand these urges, and most of us are able to suppress them down and ignore them, all of us are going to have some of these parts show up in our lives—and it takes some time and patience to learn more about them. While this is going to be something that most people see as evil and dark, but for the person employing them, this is going to be the exact thing that is needed to get the results that they want.

Chapter 2: Common Tactics and Techniques Used to Influence Others



Now that we know a bit more about dark psychology and what it all entails, it is time to take a look at some of the common tactics and techniques that you are able to use to help get the things you want in any relationship. Remember that when we look through these techniques, we are looking mainly at the dark psychology implementation of them. These are going to be seen as unethical and bad in many cases, but they are going to give you the results that you want in most cases, without having to worry about ethics or whether or not you are causing someone else harm. Some of the common tactics that you are able to use to influence others when you use dark psychology include:

Manipulation

The next topic that we need to discuss when it comes to tactics that can be used against others in dark psychology is known as manipulation. This one is where the individual is going to work to get what they want, often using covert and underhand tricks. They see the other person in the relationship (whether it is a romantic relationship, familiar relationship, friendship, or

someone at work), simply as a tool that they are able to use to get their way. They often don't care at all if they end up harming the other person in the process or not, as long as they get what they want.

There are different types of manipulation, and sometimes it can be used in order to help someone or to have an agreement that is mutually beneficial to both parties. But when it comes to dark psychology, manipulation is going to be used in a way that helps just the manipulator, and no one else in the process. There are a lot of techniques that can be used with manipulation—including foot in the door, intimidation, lying, love bombing, and more.

Persuasion

Persuasion is something that we experience on a daily basis. We are going to be persuaded by friends and family to help out on occasion. We are going to see a ton of advertisements from companies that want to persuade us to purchase their products and not from the competitor. We see persuasion so often that it is sometimes hard to realize that it could be bad and that a manipulator could try to use this against us.

How does one get people to think and behave in a different manner and to follow their path? There are going to be a lot of subtle ways that you can press your agenda without turning everyone off and making it seem like you have some bad agenda in the making. When it comes to persuasion, Robert Cialdini is well respected for some of his ideas on persuasion and how to do it successfully, whether your intentions are good or not.

According to Cialdini, there are six principles that can be used to help out with the ideas of persuasion, and these six principles are going to include:

1. Reciprocity: This is where you will do a small favor for someone, and then right away ask them to do one back.

2. Commitment and consistency: This one holds the target of doing something because they have done it in the past.
3. Social proof: This is when you convince the target to do something because it is popular and everyone is doing it.
4. Authority: Your target is more likely to do something if they believe you are an authority on that topic.
5. Likeability: If you can become likable and they see you as a friend, they are more likely to do what you ask.
6. Scarcity: This is the fear that an item is going to be in short supply, so they want to get it.

We will take a closer look at these later on, but the idea is the same. There are a lot of persuasive techniques that you can use in order to get ahold of your target and get them to do what you want, while they still believe they have full control over their own thoughts and actions at this time.

Deception

Another technique that a dark psychologist is able to use is known as deception. This is going to refer back to the act, whether it is kind or cruel or big or small, of causing another person, your target, to believe something that is not true. Even those who are pretty honest will practice this deception at some time, and it is believed that the average person is going to lie at least a few times a day, even if the lies are not big and won't really harm the other person.

There are a lot of ways to lie about things to the other person, but usually, it is to hide some information from the target so that they react in the manner that the manipulator wants. This makes sure that the target is going to react the way that the manipulator wants, without really knowing why it would be the wrong decision to choose. The manipulator gets what they want because they told an outright lie or hid some information, and often the target is going to be hurt in the process because of this.

Mind Control

The next tactic that we are going to take a look at is known as mind control. This is basically going to be a system of influences that come into play in order to disrupt the individual on a significant level. The hope is to shake up the individual so much that you can get to their core and change up their identity, putting in a brand-new identity in its place, one that the manipulator will design to fit their needs.

It can be used sometimes in beneficial ways. For example, some techniques of mind control are used in order to help change up the personality of the addict and help them to get over their addiction. But here we are going to take a look more at the uses of mind control that force the individual to change to benefit the manipulator, not anything that will benefit the target.

According to a psychologist known as Philip Zimbardo, mind control is going to be the process where the individual or collective freedom of action and choice is going to be compromised by agents, and sometimes by agencies, that are going to try to modify or distort things like cognition, affect, motivation, perception, and behavioral outcomes. And it is believed that everyone, no matter who they are and their background, could be susceptible at some point to this manipulation.

With mind control, it is not going to be some ancient mystery that only a few people know about. It is going to be a combination of words and even group pressures, and these are going to be packaged in a way that makes the manipulator create dependency on those who use it. The manipulator will gain full control and be able to make decisions for those they are controlling, while the target assumes that they still have the freedom to decide. This is part of the scariness that comes with mind control; the target is not aware of the influence process, or even the changes that occur in themselves.

There are a lot of different tactics and techniques that you can use in order to execute some influence over other people around you. And often when you are using these with the ideas

of dark psychology, you are planning on using them to gain your own benefit, without worrying about how it can influence or harm another person. Keep in mind that with a few of these, it is possible for you to use these without harm to the other person, and with true intentions—but for the use of this guidebook, we are going to assume that the use of these techniques is for nefarious ends.

Chapter 3: The Dark Triad



In dark psychology, the dark triad is often going to talk about the personality traits of psychopathy, Machiavellianism, and narcissism. These are going to be known as dark traits because of some of the malevolent parts that go with them. Research on these traits is used in a field known as applied psychology—especially when we are looking into business management, clinical psychology, and law enforcement. People who test for and then end up scoring high on these kinds of traits are the ones the most likely to commit crimes, cause trouble in society, and create problems inside a business if they are hired, especially when they land a leadership role.

All three of these dark traits are going to be conceptually distinct from one another, although there is evidence to show that they easily will overlap sometimes. They are going to be associated to a personality type that is very manipulative and callous towards others, which can make it hard for them to have close friends or anyone at all who wants to do something with them at any time.

In order to help us understand these a bit more and to see what the personality traits are all about and why we want to mention them in the field of dark psychology, let's take a look at them individually and bring it all together in the end for why someone would want to use these personality traits.

Machiavellianism

The first trait of the dark triad that we are going to take a look at is known as Machiavellianism. This trait was first given this name because it takes after the political philosophy that is promoted by Niccolò Machiavelli. If someone scores high with this kind of trait, they are going to be very cynical, which means that they are going to be skeptical of others and be more interested in the self rather than others, even in an unethical kind of way.

In addition, scoring high with this kind of personality trait is going to mean that the person is unprincipled, cold, they believe that the way to success is interpersonal manipulation with pretty much everyone they meet, and because of these thoughts, they are going to act accordingly.

This kind of person has an idea of what they want in life, and they don't care what it is going to take to get that thing. If they have to walk all over people, manipulate others, and cause trouble, then they will do it. They will also be pretty cold and unprincipled, so keeping up with what they will do next to get what they want is going to be hard.

Narcissism

The next thing that we need to take a look at is the idea of narcissism. Individuals who end up scoring high with this particular trait are going to display a lot of superiority, dominance, entitlement, and grandiosity in everything that they do. With this one, you will run across someone who doesn't even comprehend that other people have feelings and thoughts, and they act in the manner they do because of this misunderstanding.

To the narcissist, other people are simply tools that they can use for their own benefit. They don't really care whether the other person is hurt on the way to success, and often they just assume that others think and react to the world in the same way that they do. They will often hold onto their target for a long time because it allows them to do what they want, when they want, without having to search for another person to give them the constant praise and attention. But since they have no care for how the other person is treated, this target, especially

if they stay in the relationship for a long period of time, will end up with mental and emotional problems.

Psychopathy

Compared to the other two parts of this triad, psychopathy is going to be seen as the most malevolent out of the three. Individuals who do score high on this kind of issues are going to show very low levels of empathy along with higher levels of thrill-seeking and impulsivity. This means that when a psychopath wants something, they want to do it right now, and they don't have much care for the thoughts or feelings of the other people around them at all. Oftentimes, this is going to be even lower than what we would see with the other two options.

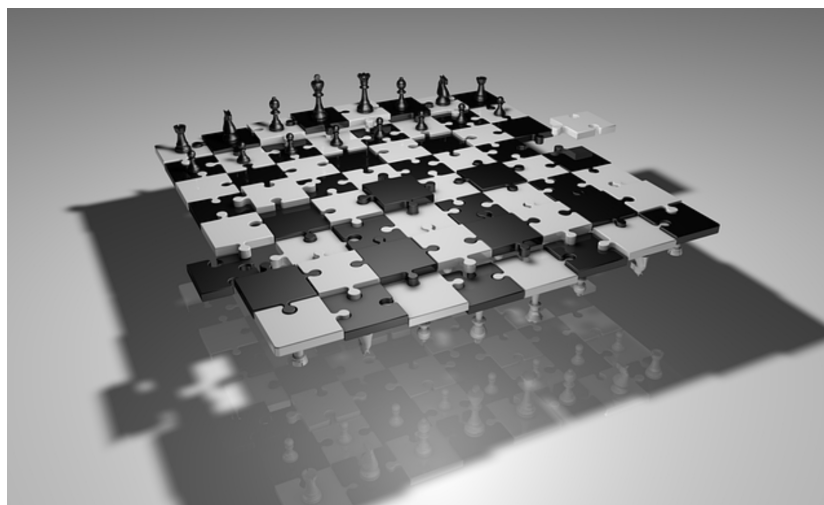
In addition, researchers have found that there is a similarity that shows up between those who have antisocial personality disorder and psychopathy so this is something that will need to be explored a bit more in the future. In either case, this is seen as one of the worst conditions out of the three, and without proper care, it can end up causing a lot of issues along the way with interpersonal relationships.

The dark triad can cause a lot of problems in the workplace, in society, and in any relationship that becomes a part of it. This can result in a lot of trouble for the people who are on the other side of things. They may be in love with the dark psychologist and want to see what it takes to make things work, but often, the dark psychologist has no want or need to make things right. As long as the target continues doing what they should, even when the target gets hurt in the process, the dark psychologist is going to keep on with the same course of action, getting what they want in the process.

Part 2: A Look at Manipulation



Chapter 4: What Is Manipulation?



The next topic that we need to take some time to explore, now that we know a bit more about dark psychology, is the topic of manipulation. When it comes to manipulation, we find that a lot of people think it is a bad thing, but they often really know what it is all about. It has become ingrained in us to see the word manipulation and think about bad guys trying to take advantage of us and get us to do things that we just don't want. There are already a lot of negative characteristics and other words that are associated back to the idea of manipulation.

While it is possible to use manipulation in a positive manner, for the most part, when we think about this manipulation, we are going to view it in more of a negative manner. This is because often when we see someone using manipulation, they are using it in a manner that is nefarious and hard to control, because they want to try and get their target to do a specific action—one that benefits the manipulator, and may end up harming the target in the process as well.

If someone who is studying dark psychology decides to use manipulation, this means that they are ready to go out in the world and get whatever they want, regardless of how it is going to affect others who are around them. If you are able to get the results that you want, without causing harm or pain to another person in the process, then this is fine. But you also realize that sometimes, in order to get more of what you want out of life, you have to cause others some harm to get there.

While other people may not understand this, and they may decide to suppress all of this down deep in order to maintain their standing in society and not cause harm to others, dark manipulators either don't really care, or they have learned how to put their own wants and needs in front of what others want and need. To help us get more information about what manipulation is all about and how it works, let's dive into this topic a bit more below:

Understanding What Manipulation Is It All About

To those who aren't fully aware of manipulation and what it is all about, it is hard to see that this process actually takes up three steps. Most of us will just think of manipulation as one thing—there actually need to be two things in addition to the act of manipulation, that will make sure that the manipulation is successful. These include the analysis, which happens first, and the persuasion, which is going to take place for most of the conversation with the victim but is especially going to show up after the manipulation.

Understanding that there is actually more to the art of manipulation than just the act of manipulation itself is going to help you understand more about what can make manipulation more successful. While beginners may think that they are able to do the process of manipulation without the persuasion and the analysis, you will quickly find that the results aren't as good if you miss these two parts, and you are less likely to get the things that you want.

It may seem like it will take a lot of steps and a lot of time, to learn how to use manipulation—but it is actually easier than you may think. You just have to learn how to ingratiate yourself into the life of your target, make them trust and believe you, and choose your words and body language in the right manner, and you are already on the right track to seeing success.

If the target doesn't trust you, it is not likely that they will follow your advice or do what you would like. But if you have had some time to build up trust with them, and form a

relationship, then manipulating them is going to be much easier. This is why manipulation is not something that you do once and hope it works out well. It is something that you have to build on, take some time with, and really work to get the other person to trust and want to follow you.

We will take a look at some of the techniques that you are able to use with manipulation in a bit. But remember with this one that it is not a requirement for you to trust the target, or be close to them. You just need to make them feel that there's a bond and a connection there to help this get started. As soon as you are able to create that bond and get the target to want to listen to you more, then it will be easier to use the manipulation techniques we are going to discuss.

Now, you will notice as you do some research on manipulation that there are a few different types of manipulation that you can work with depending on your needs. Oftentimes, we will focus on the negative manipulation, and that is going to be the kind that is used in dark psychology. There are other types of manipulation that you may encounter over time, but the kind that most people worry about is the negative manipulation.

And they have a right to be worried and concerned about this kind of manipulation. While it does wonders for giving the manipulator exactly what they want out of the situation, it does nothing for helping out the target. In fact, the target when they get into this kind of situation or relationship is going to be harmed in one manner or another, and the manipulator is not going to care about that all that much.

Whether the target is harmed in a physical manner, in an emotional manner, or in a mental manner where they lose their confidence and self-esteem, all forms of manipulation can be damaging to the target they are thrown at. The one person who ends up benefiting with this kind of negative manipulation is going to be the manipulator.

Keep in mind during this that manipulation is going to be any actions that try to convince a target to do something that is to the benefit of the manipulator. This can sometimes be beneficial to both parties, but in reality, the sole concentration is on benefiting the manipulator. And when the manipulator is

successful, they end up with a long-term person who will help stroke their egos, make them feel good, and give them the admiration and attention that they want. In the process, the target is going to be used and oftentimes abused, as the manipulator keeps taking without giving anything back.

Chapter 5: Positive vs. Negative Manipulation



One thing that we need to take a few minutes to note when it comes to manipulation is that there is positive manipulation and negative manipulation. These are going to utilize the same kinds of techniques along the way, but the intention behind them is going to be slightly different, and this is how we get each kind.

We have spent some time looking at the negative manipulation and how it is going to try and harm the person who is the target. As long as the manipulator is able to get what they want and can use the target as a tool, they are going to do so—and it doesn't really matter to them whether the target gets harmed in the process or not. As long as the manipulator sees themselves as the winner, or as the one in control, they will be happy.

Now, there is also a type of manipulation that is seen as more positive. This is going to use the same kinds of techniques that we are able to see with negative manipulation, but it is going to work with better intentions. The manipulator in this kind is still going to work to get what they want from the target, but they have a conscience here, and they don't want to harm the other person. Oftentimes, this kind is going to be beneficial to both parties or will be more beneficial to the target than the manipulator.

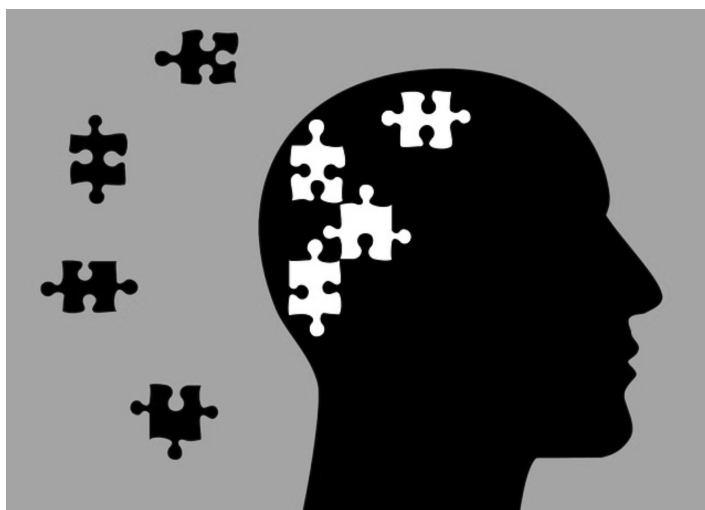
For example, if a family tries to use manipulation in order to get their child to go to addiction recovery from alcohol or another substance, this is still seen as a form of manipulation, but it is done for the good of the target, rather than to cause them harm. If you go into a car lot to purchase a car, it is likely that the salesperson is going to use some of the techniques of manipulation and even persuasion in order to make the sale.

Sometimes, the manipulation is not going to be such a bad thing. Yes, we are using techniques that may be considered bad or unethical, but it is done with the health and safety, and even the benefit, of the target in mind the whole time. This is a manipulator because the person is doing the techniques in order to get something that they really want in life—but in the positive manipulation, the point is not just to help out the manipulator but also to help out the target in the process.

Keep in mind that with manipulation, whether it is positive or negative, we are dealing with the same techniques. When we talk about some of the different manipulation techniques in this guidebook, we are mostly talking about how to use these to help with dark manipulation and with dark psychology. But you can use the exact same techniques to help out if you plan to work with positive manipulation instead.

So, the basic difference that we are going to see when it comes to positive and negative manipulation is how the target is treated in the process. The manipulator is going to win in either scenario. But in positive manipulation, the target is allowed to win and benefit as well. Then, when we are looking at negative manipulation, we are going to see that the manipulator is the only one who wins, and the target is going to be used and often harmed in the process as the manipulator gets what they want.

Chapter 6: Common Techniques to Use in Manipulation



In reality, there are so many different techniques that a manipulator is going to try and use against you, that it can be hard to know how to defend against them all. Pretty much any technique that the manipulator is able to use in order to get you to act in the manner that they want to benefit themselves, whether it is with you doing it willingly or by force, is going to be fair game when we meet with a manipulator. With that in mind, there are a few examples of the techniques that a lot of manipulators like to work with to see the results that they need with their target—and some of these common techniques of manipulation are going to include:

The Advantage of Home Court

When someone is trying to manipulate a new target, they will try to use any method possible to gain the upper hand in that situation. The manipulator may decide to invite the target to a meeting or find another method of interaction in a physical space where the manipulator is the one to have dominance and control the whole time. This is why the manipulator may decide it is a good idea to do the meeting at their home, in their office, or somewhere else the manipulator is familiar with, and that the target has no idea about.

On the other hand, the victim is going to be really out of their element. They are happy that the manipulator wants to meet with them, and may think that it is very friendly that the manipulator is willing to pick the place seeing this as a really hospitable thing to do. But in reality, it is all to the advantage of the manipulator, just like anything else they do. It helps them to get the upper hand against the target from the very beginning.

The Target Is Always the First One to Speak

Many manipulators like to allow their victim to speak first. This can work in several ways. First, the victim is going to leave with the false sense that they were the ones in charge, or that the manipulator was deferring back to them. But in reality, the manipulator likes to let their victim speak first so that they can get a baseline for where the victim is, sniff out any of the weaknesses, and then uses this to their own advantage along the way.

This is something that you will see with sales quite a bit. The salespeople will ask their victim some general and probing questions. This allows them to establish the baseline of the victim's behavior and thinking. From here, they can get a good idea of your weaknesses and strengths. This type of questioning will have a hidden agenda, and we may be able to find it in other places of our lives, such as in personal relationships and in the workplace.

The Facts Are Always Changing

Whenever you are talking to a manipulator, you will find that the facts are never going to be the same each time you bring them up. And if the manipulator thinks that changing up the facts will make their target look bad and make themselves look good, then they are going to be even more eager to do this. They will deny that plans were made. They will just show a bias towards the side that works for them. They may blame the target for messing things up and not getting things right. They will make up their own excuses, lie, and deform and

twist the truth as much as they want to confuse the target and get what they want in the process.

They Show Their Negative Emotions with Loud Voices

Another tactic that the manipulator may try to use is to raise their voice to help show off some of their negative emotions. This is going to happen many times during a discussion in order to show a form of aggressive manipulation and to make the target worry about whether they have upset the manipulator or not. The assumption here with the manipulator is that if they are then able to project the voice and make sure that it comes across loud enough, and they can add some negative emotions to this, then the victim is going to be tense and fearful, and will give the manipulator exactly what they want in the process.

In order to go along with the aggressive emotions and voice, it is common for the manipulator to make sure that every part of their body language is used to get the message across to the target as much as they can. They will have strong body language that is meant to intimidate as much as possible, show anger, and move the hands around in order to showcase that the target needs to back off and do what the manipulator wants.

Negative Surprises to the Target

Some manipulators like to work with surprises that are considered negative in order to put their victims off balance, and because it allows them to gain the psychological advantage. There are several ways that the manipulator is able to do this. They could low ball during a situation of negotiations, or the manipulator could have a sudden profession that they won't be able to come through and do the thing that they had promised before.

In most cases, the unexpected negative information is going to come to the victim without any warning. This makes it hard for the victim to prepare and try to counter the move in the

way that they would like. In the end, the manipulator could ask for some additional concessions from their victim in order to continue working together.

Not Giving the Target Enough Time to Make Decisions

This is one that manipulators of all kinds, even those who are salespeople, are going to use to get what they want. They will present some options to their target and then will limit how much time the target is going to get to make that decision. The hope here is that the target is going to jump right on what the manipulator is suggesting to them, without worrying about doing research or thinking it through. Of course, the position that the manipulator is trying to push is going to be something that benefits the manipulator, and will maybe cause harm to the target.

The idea of giving just a little bit of time to the victim in order to let them decide on things has been used in many forms of manipulation. We can see this as a tactic that is used in sales and in negotiations. This is when the manipulator is going to try and put the pressure on the other person to make up their mind on a decision, often before the victim is really ready to make that kind of decision. When you start to apply this kind of tension and control how long the target gets to make decisions, the hope here is that the target will give in to whatever the aggressor is demanding.

Criticism and Judgment Against the Target

This is a type of behavior that can be distinct in several methods from some of the other tactics that we have talked about so far for manipulation. In this one, we are going to see that the manipulator spends a lot of time joking and picking on their target, in the hopes of lowering the confidence and self-esteem of the target as much as possible. By constantly dismissing, marginalizing, and ridiculing the victim, the manipulator is going to be successful at keeping their victim

off-balance, while helping the manipulator to stay superior along the way.

Often, the aggressor is going to like this tactic because it is going to deliberately foster the idea that there is something going wrong with the victim, and that no matter how hard the victim works, they are never good enough to meet those impossibly high standards that the manipulator is going to set up from the start.

Of course, the thing here is that the manipulator hyper focuses on the bad, and ignores all of the good things that come with the target. They do this because, if the target realizes there are some good factors about them, then they would ignore the manipulator. With this tactic, the manipulator will learn how to focus just on the negative things about their target (and we all have some negative traits), and then never offer constructive help on how to make it better. This shows that they are doing this just to make the target feel bad.

The Use of the Silent Treatment

We are all guilty of using this one at some point. We will get mad at someone, or feel that they slighted us in some manner, and we will stop talking to them. We think that we are making them suffer some when we don't give them our attention all the time and that by making them sweat it out for a bit, we are more likely to get what we would like.

Many manipulators are going to use this tactic as well. By deliberately not responding to the reasonable emails, text messages, calls, and other communications from the victim, the manipulator is going to presume the power. They are making the victim do all of the work, and this can place some uncertainty and doubt into the mind of the other person. The silent game is really a head game, where silence can be used by the manipulator as a form of leverage against the victim.

Using Guilt All of the Time

The manipulator is going to love making their target feel guilty as often as possible. The manipulator can then make you

feel bad for something, even if that situation is not your fault, and finds it easier to coerce the target to give in and agree to the demands they give, even when these demands are unreasonable, to make the guilt go away.

There are a lot of different ways that a manipulator is going to be able to use guilt baiting in manipulation to ensure that the target feels bad and that the manipulator is able to get what they want. This could include saying that the target is responsible for the happiness and the success of the manipulator, or when the manipulator is unhappy or fails at something, it becomes the fault of the target again. They may also use unreasonable blaming and soft spots of the victim in order to get them to do what they want.

Making Themselves the Victim

There are a lot of different examples of victimhood that can come from a manipulator. This could be things like the person playing that they are the martyr, powerless, and weak. They could try to deliberately be frail so that they get more favor and sympathy from those around them. Sometimes, there are imagined or exaggerated health issues, along with imagined or exaggerated personal issues.

The purpose of this kind of behavior is just to exploit the goodwill of the recipient. It can also exploit the sense of obligation and duty, the guilty conscious, and the protective and nurturing instinct of the other person in order to get concessions and benefits that are unreasonable and that the victim likely wouldn't give to other people who weren't in the same kind of situation.

Manipulators are going to use any technique that they can to get their target to behave in a certain manner and to make sure they get what they want out of any situation. They take the time to learn more about their target and analyze the way that their target is likely to respond to the various techniques. And when they are done with that, they have all the information they need, and the right technique picked out, to ensure they will be able to maintain all of the control they want over their target.

Chapter 7: How to Recognize and Fight Off Manipulation



Now that we know a bit more about manipulation and what it all entails, it is also important to learn how to spot manipulation. All of us have wants and needs that we try to get met—but most of us are going to abide by a code of ethics and the law in order to help us determine if we are going to go after those things or not. On the other hand of this, the manipulator is going to not care about the rules and the laws, and they will happily influence someone, often in a covert manner, using deceptive or abusive tactics to get what they want.

Of course, the target is not going to realize what the manipulator is up to. If they did, the manipulator would be caught out, and they would never get their target to listen again, and the manipulator loses the control. They have to be covert about the actions they are using, or they will lose out—and this is what makes it hard to realize when manipulation is happening to you.

Because each person is different, the manipulator is going to work on a lot of different techniques, and the ones they use on

you will depend on the analysis they were able to get on you. Often, they are going to rely on friendliness and niceness in order to help get you to trust them. Oftentimes, there is going to be an excessive amount of flattery that goes along with things to get their target to open up and talk with the manipulator. The manipulator, even though they may not understand empathy, does know how to make the other person in the relationship feel special and important, but they are using this as a way to reach their own end goal.

It is possible that the manipulator isn't going to use much flattery at all. Sometimes, the manipulator is going to instead lean on abuse and hostility, especially once the relationship has progressed, to help them get what they want out of the target. When this is the chosen path of the manipulator, the object with that person is to see how much power they can gain, although there may be other things that come into play as well. In some cases, the manipulator is so good at using hostility and other techniques that the target doesn't even consciously realize what is going on.

There are a lot of weapons that a manipulator likes to use, and they are not afraid to bring as many of these out to help them as physically possible. They could use the foot-in-the-door, reversals, evasiveness, sympathy, apologies, fake concern, comparing, denying, complaining, feigning that they are ignorant or innocent and so much more. If they can use a method to get what they want, no matter how underhand it may be, the manipulator isn't going to feel bad for using that to their advantage.

There are some manipulators who are going to deny that they made certain promises, that certain agreements had been reached, or even that a conversation had ever occurred. They can even blame their victim for something that the victim didn't do, just so they can gain power or sympathy. This is an approach that is used to break out of an agreement, promise, and date. You may even see a form of manipulation with parents who like to use bribery, such as, "Finish your dinner to get dessert."

Another thing that you can watch out for with manipulation is that the manipulator is often going to voice assumptions about your beliefs and intentions, and then they will react to these as if they were true. This is one of the ways that they can justify their own actions or feelings. At the same time, they will continue to deny what the victim has said in the conversation. The manipulator may act as if something has been decided on or agreed upon when it hasn't, because this can help to put down any of the objections that you could have about that situation.

Another technique that the manipulator may want to try out is the foot in the door technique. This is a favored technique, so be careful if you think someone is trying to use this against you. When we see this kind of technique, we notice that the manipulator starts out with a small request, one that isn't that big of a deal, and one they are pretty sure their target will agree to help out with. Once the target agrees to help with the smaller request, the manipulator will immediately follow this up with their real request. This second request is going to be more demanding and much larger. But because the victim said yes to helping out in the first situation, they feel obligated to say yes again.

The victim feels like they still have a choice because they could say no. However, if they do say no to the second request, the manipulator has the upper hand. They can act offended by this denial and can turn the words of the victim around to make sure that the manipulator is the offended party in all of this. Remember that the manipulator is going to be skilled at turning any situation into something that is about them, and their own complaints, without caring how much they were harming or inconveniencing the target.

You may also see that fake concern is another technique that a manipulator is going to try and use on their target to get what they want. This one is often successful with the manipulator because it helps to undermine any confidence, as well as the decisions made, by the target because the manipulator is able to use the fake concern to hide in worry and warnings about the victim. To others, it may seem like a compliment or that the manipulator is genuinely worried, but to someone who

knows them better, it is basically a veiled threat if the target decides to do what they want.

When you are encountering a manipulator in your life, and you are worried about how you should react to this kind of situation and how to make sure that you are not taken advantage of, the best advice is always to be cautious. The manipulator is going to try to come in under your radar, and if you are not paying attention to what is going on, it is likely that they will get in and cause a lot of damage without you even knowing.

First, take a look at how they act around you. Do they seem to offer up a lot of flattery, even though they don't know you? And do you notice that the flattery seems to be superficial and not something that you have done in particular? Do you find that they ask a ton of questions to keep you talking, but any time you try to probe into them and learn more about them, they get defensive and angry and only offer up one-word answers? Do you feel guilty and even a bit sad and depressed when you are around this person?

Depending on how you answer these questions, it is possible that you may have a manipulator on your hands. Being aware and watching out for any of the tricks and techniques that we talked about earlier in this section, can make it easier to avoid the manipulator, and make sure that they do not gain power over you.

Part 3: Persuasion, Mind Control, and Brainwashing



Chapter 8: The Persuasion Techniques You Need



The next topic that we need to explore when we look at dark psychology is the idea of persuasion. Persuasion is something that is around all of us. We are going to see it all of the time and can see how it is influencing us based on what we watch, what we like to do, what we wear, and more. For example, we are going to see persuasion any time that someone in your family tries to get your help with something to benefit them. We often find that it is easier to see persuasion, but we find that it is easy to ignore these types, unless we are looking for them in particular.

The first thing that we need to take a look at here is what a dark persuader is all about. If you look through the dictionary, it is going to talk about how persuasion is to prevail on someone to do or to believe something using a number of methods, often with reasoning and advising. This may seem pretty much the same things as regular persuasion, but the difference is that intention that comes with the persuasion. Basically, persuasion is when you are going to use reason and other techniques in order to get someone to do what you want, whether that is for the good of the other person or not. Let's take a closer look at what persuasion is all about, and how we are able to use this for our own needs.

There are six main elements that come with persuasion, and understanding how these do work is how the manipulator is able to use persuasion for their needs. These are also kind of like the techniques that you are able to use for persuasion, and you are able to bring these out in order to help you see some success with what you can do with the other person. Some of the different techniques that can be used when it comes to persuasion and making it work for you include:

Reciprocity

The first tactic to use will be an idea that is known as reciprocity. This is going to be a principle that works on the idea that when someone does a favor for us, or provides us with something of value, no matter how big or small that item or action may be, we are going to try and repay them, and pay off our “debt” to them in some manner. Oftentimes, the item or favor that the persuader offer is going to be smaller than the thing they want from us. But because they offered us something, often without us asking for it, and they helped us out with a task of some sort, and then asked for their turn right after, we are the target are more likely to agree to help, even if we really don’t want to.

When a dark persuader brings out the ideas that come with reciprocation, the point is that they want to create some sort of obligation in the target to agree, which is going to be a very powerful and effective tool to use with persuasion. The reciprocity rule is going to be this effective because it can be really overbearing to us, and we don’t want to seem ungrateful for the help or like we are shrugging off our duties. And so we end up agreeing to help out, without a ton of push from the persuader in the first place.

If you are using this technique, you will find that the item or the favor that you offer to the other person is going to be pretty small. You may run to the office in order to make some copies for them or grab them a coffee when you are already going up. But once you are done with this small thing, and you have helped them out, it is the perfect time for you to ask them to help you with something that you want. Keep in mind that the

sooner you ask for your favor after you are done helping, the more likely it is that you will be able to get the target to agree to do what you want, even if your request is much larger than the thing you helped them out with.

Commitment and Consistency

Once you have worked with the idea of reciprocity for a bit, it is time to move on to commitment and consistency. Consistency is an important part of society and relationships, and it can be important when it comes to persuasion because:

- It is something that society is going to value quite a bit.
- It is going to provide us with a beneficial approach to our daily life.
- It is able to provide us with a valuable shortcut through some of the complicated parts of our modern way of life.

Consistency works because it is going to allow us to become more effective at making our decisions and processing the information that we receive. The concept of consistency is going to state that when someone commits to doing something, whether they commit through writing or by speaking. They are more likely to honor the commitment that they made.

This is going to be especially true when something is written down because this ensures that the evidence is more concrete and this gives the person the hard proof that they need to really fix the issues that they need. Someone who commits to a stance tends to behave according to the commitment that they agree to.

You will find that this commitment is going to be a really effective technique to use with persuasion because once you are able to get the other person to commit, then they are more likely to engage in the form of self-persuasion providing themselves and others with the justifications and the reasons to support their commitment in order to avoid some of the other

issues that can come up with not following the commitment. If you are able to get the other person to make this commitment in front of a group or at least one other person, then you will find that you will be able to persuade them to do something even more readily.

Social Proof

The third technique that we are going to take a look at is known as social proof. As humans, we find that the people around us are really going to influence us in many aspects. Even if we want to be unique and do things on our own terms, there is always going to be someone who will influence you in some way. We want those in our lives to like us, we want to be seen as acceptable in our group, and we want to do and have what other people do. It may surprise us to find out how much our beliefs and our actions are based on what others are doing in our own social groups.

This idea is going to be like following the power of the crowd, and a persuader is going to find that it can be a nice tactic to use. We all want to know what those near us and around us are doing. This is often going to be the most effective when the other person is uncertain about the area around them, such as when they are in a new location they have never been. When the situation is uncertain, or when the situation presents someone with more than one choice to make, it is likely that we are going to conform to what others are doing around us to help us make our decisions.

What this means is that if you are interested in influencing those around you, then you need to be able to show the target that others around them, the other people they want to be like and admire, are doing the same course that you are suggesting. Convince them that everyone is doing it, that this is what they need to do to be seen as cool and to fit in with society, and more, and you will be able to convince the target to do what you would like.

Likeness

We can also work a bit with the persuasion element of likeness. This is a principle that is pretty concise and simple to work with, but it still brings in a lot of power to your tactics and techniques with the target. People are often going to say yes more often when they are talking to someone they like. But if they don't find the other person likable that they just met, or they don't like someone they have known for a while, it is much easier to tell that person no when they ask for some help.

When it comes to the likeability of someone, there are a few factors that we can consider with this one to determine if a target is going to instantly like you or not. We will just limit our focus here to the two major factors that you can concentrate on. The first factor to consider is whether or not the target is going to find you physically attractive. This sounds shallow and may seem a bit silly, but it is definitely something that is going to be true with your target, and because of this, you can use this idea to your advantage any time you want to use persuasion on your target.

When the target finds that you are physically attractive, they will automatically agree with you, and you will find that you are more persuasive with them. Those who have better looks physically, no matter how shallow it sounds, are going to be able to get what they want from others, without even really needing to try. Physical attractiveness is able to send a message to your target and can even make the target think you have other good traits including talent, intelligence, and kindness, even if you haven't taken the time to show any of these characteristics, and even if you don't even have them.

The second factor that we need to consider with likeness is the idea of similarity. It is true that your target is so much easier to persuade to do what you want when they feel that you and they are similar to one another in some manner. If you pay attention to their body language and actually listen to what they are trying to tell you when they speak, you will find that it is so much easier to match up your personality and cues to theirs. And this helps make it so that your target sees the two of you as similar, and decides to listen to you.

Authority

Authority is a very effective method that you are able to use in order to get the other person to listen to you and to do what you would like. We all are going to have some kind of tendency to believe an expert if they say something. We think that if they tell us some facts or some information then it needs to be true and we should believe what they are saying. People like to find a quick way to make decisions, and they like listening to those who are trustworthy and knowledgeable about the topic at hand. If you are able to bring out both of those and show it off to the target, then you will be able to get others to believe and listen to you.

You need to make sure that you are able to convince the other person that you are the authority figure. If you are able to do this, they are going to come to you for advice, and they will believe that the advice that you give them is going to be in their best interest and that they need to listen to you. Whether or not it is actually going to be in their best interests is not going to matter to the persuader, but it does help them to get the results that they want.

Scarcity

This is going to be considered one of the best and most effective methods of persuasion that you are able to use against one of your targets when you want to get your goals. When something appears to have a limited amount of availability, and won't be around for long, it seems like people are going to give it more value than it is worth. The reason for this higher value is because people want to get more of what they are not able to have. When you can manipulate the system so that you can make scarcity a real issue, then the target is going to want to rush right towards that item or the path that you are suggesting and get it for themselves.

What this is going to mean for you as the persuader is that, within the right context, scarcity is going to help you reach your goals. In order to get people to believe that an item or a chosen path is scarce, they need to get their hands on it right

now, for example, the marketer is going to explain what the product does and why it is so much better at it than anything else on the market. Another approach is telling the customer what they are likely to lose out on if they choose not to go with that item, rather than talking just about the benefits. So, you may avoid saying something like, “You will save \$5 by using it,” and instead you would go with something like, “You will lose \$5.” The second option is going to bring up the idea of scarcity a bit more and can make the target run to get that item.

Now, you will find that the persuasion tactic of scarcity is going to be effective and powerful, and there are a number of reasons for this one. Some of the biggest reasons that the scarcity tactic works so well include:

When it is hard to get something that people are going to see it as more valuable. This makes it seem like that item is going to be higher in quality even though that doesn't have to be true.

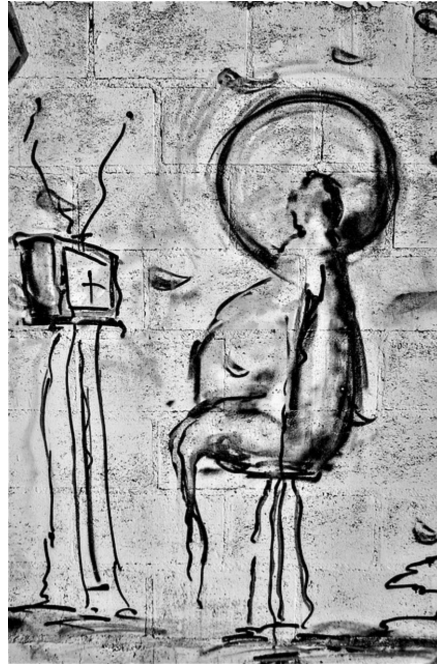
When things start to have a limited amount of availability, this means that we are going to lose the chance in the future to get them, and we don't want to miss out.

The idea that we get with this one is that we want to get anything that we think it out of our reach, or will be gone soon because it is rare. We want to stand out, or we don't want to miss out on something. If we notice that there is a path we can come back to later, or that there is a deal that is always around, then we won't put as much value on it. But when something seems like it is rare and going to be gone soon, then we give it more value, and we want it more. This is how the idea of scarcity is going to work with your target.

This is going to be helpful when we are looking at persuasion. If we are able to convince the other person that what we are offering or what we have to say and want them to do, is rare or only available for a short amount of time, then they are more likely to agree to it. This doesn't work all of the time, but it has a higher level of success and will ensure that you are more likely to get what you want out of that other person.

These six techniques of persuasion are going to be some of the best that you can use to get the results that we want from our target. These persuasion techniques take some time to learn, and we have to be able to use them in the proper manner to ensure that we convince the target to do what we want, rather than choosing their own course of action. But you will find that, while these techniques are going to seem pretty simple, and the ideas that come with them are not that hard to learn, they are going to be effective and can be modified and pulled out no matter who your target is, or what situation you are dealing with, which makes them some of the best dark psychology techniques to use to get what you want from others.

Chapter 9: Is It Possible to Brainwash Those Around You?



Another topic that we are going to take a moment to look over is the idea of brainwashing. Many people think that brainwashing is just a myth and that it is not actually something that we are able to do to someone else. We assume that it just makes some good storylines in books and the movies, and that is all there is to it. However, is there a possibility that brainwashing can happen and is an effective means to help you get what you want?

When we are looking at the study of brainwashing in psychology, we will find that this is going to be referred to as thought reform, and it falls into the ideas of social influence. Keep in mind that social influence, as well as some of the parts that go with it, are going to happen to use every minute of every single day. Basically, social influence is just going to be a collection of ways in which one person, or a group of people, can influence and change the attitude of one or more other people. It could also include changing behaviors and beliefs, too.

For example, the compliance method is going to make it a goal to produce a change of some kind in the behavior of a person,

and will not be worried at all about the beliefs or the attitudes of the person. A good example of this is the “Just do it” approach. You can keep your own beliefs and attitudes here, but you have to change your behavior.

Then, there is persuasion. This one is a bit different because it is going to aim to change up the attitude of the other person. This one is more like, “Do it because it is going to make you successful, happy, healthy, good or some other emotion.” And then the third method could be called either the education method or the propaganda method is going to go for doing social influence because it wants to change up the beliefs of the person. This one is more along the lines of “Do it because you know it’s the right thing to do.”

As you can see, each of these is going to be a bit different, but they are all going to work on the goal of changing up something about the other person in some way. Brainwashing is going to be an example of social influence, but it is seen as more severe because it combines all three of the approaches that we had before in order to get that person to change up their whole way of thinking. And often this is going to happen without the consent of the target, and often it also happens against the target’s will.

Because the process of brainwashing is going to be so invasive when it comes to influence, it is going to rely on the target being completely isolated from others, and they need to depend on the person administering the brainwashing for everything. This is why most of the cases of brainwashing are going to occur in cults and in prison camps.

The agent, which is the brainwasher, in this case, is going to have complete control over their target. This means that anything—like sleeping, eating, going to the bathroom, as well as any of the other basic needs of the target—can only be met if it is the will of the agent. In this whole process, the agent has the goal of systematically breaking down the identity of the target to the point that this identity pretty much quits working. Once the identity is gone, the agent is then going to replace it with another set of beliefs, behaviors, and attitudes that work to the manipulator’s advantage.

While many psychologists do believe that this process is possible if the right conditions are found, some are going to see it as pretty improbable, or that it is at least a lot less severe than what we see in media. Some definitions of brainwashing are going to take this a bit further and that there has to be some threat of harm to the person, at least, if not actually harming them before it is brainwashing. If this definition is used, then often cults are not going to fit into this because they don't use abuse on their recruits in most cases.

In addition, there are other definitions that come with brainwashing. It can also rely on control and coercion of the target in a nonphysical manner. This definition sees these nonphysical forms as effective ways to assert the influence that is needed. No matter which of the definitions that are used, many specialists in this are going to believe that the effects of the whole process are going to be shorter. The idea here is that the old identity of the victim is not going to be completely gotten rid of in this process. Instead, it is hiding—and once the reinforcement for the new identity stops, the old beliefs and attitudes are going to show up again.

A good place to start when looking at brainwashing of a victim is during the Korean War and some of the prisoners of war who came home later. During the 1950s, the well-known psychologist Robert Jay Lifton took some time to study former prisoners from Chinese war camps during the Korean War. During his studies, Lifton found that there was a multistep process that would happen in order to make these prisoners change their ways and start acting in the way that the enemy wanted. Lifton would ultimately define a set of steps that he believes was involved in brainwashing includes:

1. Assaulting the current identity of the target – This stage is going to work on convincing the target that they are not really who they think they are. It is going to be a big attack on the sense of self of your target with the intent of shaking up the core belief system of this person.

2. Lots of guilt that is piled on in some manner – This one is going to focus quite a bit on telling the target they are bad. While the crisis of identity is happening, the agent is also going to try and create a huge sense of guilt in the target to make them feel bad, to let them believe they have done some kind of sin, and that their actions and their whole thought process are evil in nature.
3. Self-betrayal of the person – In this stage, the agent is going to try and get the target to agree that the target is bad. When the target is drowning in guilt and disoriented, the agent is going to force them, in some manner, to denounce anyone in their past who share those wrong beliefs that they held before. This betrayal of their own beliefs and of the people they feel loyal too is just going to increase the shame, as well as the loss of identity that the target already has.
4. Getting them to the breaking point – When the target gets to here, their crisis is in identity. They are going to feel shame and a deep betrayal to what they have believed in the past. This is when the target is going to have a nervous breakdown of sorts. This is where the agent is going to start setting up the temptation to convert over to a brand new belief system so that the target can finally get some relief and freedom from their misery.
5. Offering some leniency – This is the point where the agent is going to offer some help to the target. They may offer a drink of water or talk about the past in a friendly manner to the target. This may be a small kindness, but after all the target has gone through, it is going to seem like a really big deal.
6. A compulsion from the target to confess – This is the step where the agent tells the target they are able to help themselves. The target is going to be faced with a big contrast between the pain and guilt of that assault on their identity, and the sudden relief they get with the leniency. The target is going to have an

urge to reciprocate this kindness, and the agent is going to present the possibility of confession to the target so that they can get rid of that pain and guilt.

7. Channeling of that guilt – At this point, the target is mostly a blank slate. The agent is able to introduce a new belief system that offers relief and happiness, and it is going to be in stark contrast to the old belief system that is what was causing the psychological agony that they went through before.
8. Being allowed to release the guilt that they feel – This allows the target to let go of the guilt. They can say that it is not them—it is their beliefs that cause that guilt. They only need to renounce all of the people and the other things that went with that old belief system, and when they go with a full confession, they have rejected that former identity and accepted the new one into their life. At this point, the agent can offer a new belief system for the target to use.
9. Progress and harmony using the new identity that the agent presents to the target – This is where the agent is going to stop with the abuse and will offer the target some mental calm and physical comfort in conjunction with their new system of belief. The target gets to “choose” here, so they feel the decision is in their own hands, but it really not. The choice at this point is not that difficult. It allows them to relieve the guilt, and the new identity is going to be desirable and safe to them.
- 10.

Final confession as well as a rebirth – This is where the target is going to choose well. They may have spent some time contrasting the agony of their old life with the peacefulness of this new, and so they choose the new. The target is going to reject their old systems and beliefs and will pledge their allegiance to the new one because they believe it is going to make their life better. This one can often include

some ceremonies and rituals to induct the converted target into the new community.

Each of these stages is going to take place in a unique environment, in one that is completely isolated from others so that the agent is able to do what they want. This ensures that all of the normal social reference points that the target would use are not going to be available, and they have no points of comparison to use to see what is right or wrong.

There are also going to be a lot of techniques used that are meant to cloud up the mind of the individual. These may include malnutrition and sleep deprivation as well. There can also be the presence of a constant threat of physical harm to the target, which is going to make it harder for the target to think in an independent and critical manner.

Oftentimes, brainwashing is going to be a process that is really hard to stick with and use on your target. Some psychologists believe that it is not even possible. You are basically trying to break down the personality of your target, and this can take a lot of time, a lot of different techniques, and you have to make sure that your target is going to stay in isolation the whole time. It is not a process that most people, even a person using dark psychology is going to want to waste their time on, but there are still some great ideas that you can implement into your own strategy to help you control the target of your choice.

Chapter 10: What Is Mind Control, and How Does It Work?



Mind control is a process that often goes by the name of manipulation, mental control, coercive control, brainwashing, and even thought reform. The fact that there are a lot of different names that come with mind control helps us to see that there isn't really an agreement about what mind control is all about. This allows for a lot of distortion and confusion, especially by those who are using it in a hidden manner for their own benefit. We can also keep in mind that mind control is going to fall under the same umbrella that we use for influence and persuasion because it is going to change the behaviors and beliefs that others have.

There are some who are going to argue that every action is going to be a form of manipulation. Believing this is going to take some of the important distinctions and toss them out. It is better to look at the ideas that come with influence as a continuum. At one end, we are going to have influences that are respectful and ethical and will allow the individual to have their rights still respected, even when they are being influenced. We can then swing over to the other end of the continuum and see more destructive influences, ones that are going to strip the target of their ability to think well, their independence, and their identity.

It is towards this end that we are going to find things like sects and cults. It is inside of these groups that we will find a lot of mind control tactics and deception that help to take advantage

of some of the weaknesses, and even some of the strengths, that are found with members in that cult. And this is all done in order to make sure the cult leaders are able to satisfy their desires and needs.

So What Is the Deal with Mind Control?

The best way for us to think about mind control is as a system or a method of influence that is going to work to disrupt the target in a large way, down to their very core, and even down to the level of that person's identity. This means that it is going to disrupt the person so much that they will want to change up things like their decisions, relationships, preferences, behaviors, beliefs, and values. When these are all gone, the manipulator is going to create a pseudo-identity or pseudo-personality.

There are times when this mind control can be used in a more beneficial manner. For example, if a family wants to be able to get an addict in the family to change their ways and get clean, they may use some mind control techniques in order to make this happen. But in this guidebook, we are working with the ideas of mind control that are going to be unethical and will be just for the benefit of the one using them, and not the target.

With mind control, we have to realize that using it is not going to be an ancient mystery that only a few people here and there know how to use. It is going to be a combination of group pressures and words that are then packaged and presented in a manner that allows the manipulator to be in control and creates dependency on those who follow them. This allows the manipulator to make all the decisions for the target, even though the target is going to maintain the whole time that they are still making the decisions. For this to work, the manipulator has to be so good at what they are doing that their target has no idea of what is going on or that the influence is even there.

There are a few things that we need to consider, though, when it comes to using mind control. First, mind control is going to be more of an insidious and subtle process. Subtle means that the individual is not going to be aware of the influence that

someone else is putting on them. The manipulator is going to come in and make some small changes over time, believing that they are still the ones making their own decisions. But in fact, the decisions are all going to be made by the manipulator rather than by the target. And this is an insidious process because the manipulator is doing this in such a manner to cause harm and entrap the target for as long as possible.

We have to remember with mind control that it is going to be a process, and not something that is going to happen in a moment or instantly. It is going to take some time to accomplish. The amount of time that it is going to take will depend on many different factors. These could include the method the manipulator wants to use, how many skills the manipulator has, the duration of exposure to the techniques, and other social and personal factors. In some cases, the manipulator could get the mind control done in a few hours or less if they know what they are doing.

How Are Mind Control and Brainwashing Different?

The first thing that we need to look at in this section is how brainwashing and mind control are similar and how they are different. One distinction that is made here is that in brainwashing, the target is going to know that the other person is their enemy and is out to harm them. For example, if you are a prisoner of war who undergoes brainwashing, you know that the person torturing you and doing the brainwashing is the enemy, and you probably understand from the beginning that staying alive is going to hinge on changing up your belief systems. It may take some force to make this happen, but there is an understanding of what the agent is doing in brainwashing.

But when we are looking at mind control, the work that is done is going to be subtler. This is because the manipulator has ingratiated themselves with the target, and they are often a teacher, a friend, a family member, or someone else the target trusts them. And when we trust someone, we aren't going to imagine that they are out to cause us harm or cause any other

kinds of problems in the process. This opens us up more—and often, in mind control, we are going to be a willing participant because we assume the manipulator is going to hold onto our best interests with everything they do.

Because we are so trusting with the manipulator in mind control, and with some of the other techniques that are discussed in this guidebook, we end up offering up the private information willingly, and we go along with the plan that the manipulator has. This allows the manipulator to use that information, and our trust, against us, and we are able to get more of what we want.

This is going to make mind control and other techniques of dark psychology really dangerous; perhaps even more dangerous than we would have imagined. The trick here is that with mind control, there is no physical coercion, harm to the person, or threats, which makes it actually more effective than using drugs, physical abuse, and torture in many cases.

When threats physical abuse, and torture are used, it is easy for the target to walk away because they know something is wrong, and they have undeniable proof that the manipulator has nothing in common with them and is not holding their best interests in mind. But with mind control and some of the tricks of manipulation and persuasion, there are no bruises or other markings, and these are much harder to prove. This gets the manipulator stuck in the roots of the manipulator and stuck in their plan, and it is often way too late by the time they figure out what is going on.

Because of all of this, you will find that mind control can sometimes be more effective when you want to control a target than brainwashing and other techniques. This is because coercion does have the power to change up the behavior of someone but mind control, and other forms of coercive persuasion, are going to be able to change the behavior, thinking processes, attitudes, and beliefs of the target.

So later on, to come to the idea that someone you trusted and someone you actually liked was actually trying to manipulate and deceive you is going to be difficult. And this is one of the reasons why people find it hard to recognize that mind control

happened. Even after the victim has been able to get away from their manipulator and see some new views, they still believe that they were the ones making these decisions, rather than admitting that you were controlled by someone else. This is mostly because the target doesn't want to have to admit that someone else had so much control on them that they weren't able to make their own decisions, and that they didn't even know it was going on.

What Can Make Mind Control More Effective?

There are a lot of different things that are going to control how effective the techniques of mind control are going to be. Some of the destructive effects of mind control are going to be proportional to:

1. The techniques that the manipulator is going to use on their target
2. The number of techniques that are brought into the mix
3. Whether there is going to be a combination of hypnosis or hypnotic mind control that is used
4. How often the target is exposed to this, and how long they are exposed to it
5. How close the manipulator is to be a leader of a cult, and how much direct contact they are able to have with the target
6. The skill that the manipulator has
7. The amount of exposure to the world outside of the manipulator's control is allowed
8. Whether there is any sexual abuse that is present
9. Whether the member just hangs out with the manipulator and others in that group, or if they have the support from friends and family

For example, if someone has lived and even worked in an environment that is very much like a cult for the past five years, where all of the members are living and working together, and they rarely leave the compound, while also having direct contact with the leader of the cult may often have more effects of mind control compared to someone who just sees the cult leader for a few hours a week and then can go home.

Mind control is another technique that can be used to help out with dark psychology and can help you to gain the control that you want over another person. If you are able to use it in the proper manner, you will find that it is one of the best ways to gain control over someone, and even get them to change up their whole personality into something that you really want them to be. This can be a challenge, and you do have to be careful about the methods that you are using. However, if you are successful with it, you will find that it is possible to make this a part of your tool belt with dark psychology.

Part 4: NLP and Dark Psychology



Chapter 11: What Is NLP, and How Is It Different from Manipulation?



The topic that we are going to explore in more detail in this section is the idea of NLP. In order to help us understand dark NLP a bit better, we first need to have a good understanding of what NLP is all about, as well as how to make it work for our needs. NLP began when two people came together and tried to develop a set of ideas that were meant to look into human behavior and how (and if) this behavior was something that could be influenced. It didn't take long until these techniques were given the name of NLP, which stands for neurolinguistic programming. While the techniques were first not well-known when it came to NLP, they started to get more exposure as the years went on. Today, it is not uncommon to know a lot of people who have heard about NLP, but applying the techniques that come with it seems to be a different story.

NLP comes with three main areas, looking at the way that ideas are filtered. These three areas include learning, subjectivity, and consciousness. NLP is going to teach that there isn't an absolute or objective understanding of the world around us, and instead, each person is going to work to form their own picture of the world. This picture is going to vary from one person to another, and each one is going to consist of data that comes in through the five senses, and the language that the person attaches to this data.

There is still a lot of things that we don't know or understand concerning NLP, but it is believed that a combination of sensory input and descriptive language is going to help lead to behaviors that are going to be effective according to the subjective map we have of the world, or they will become more maladaptive and can be harmful to us over time.

Even though there is a lot of disagreement that comes with the field of NLP, one area that everyone seems to be in agreement on with this is that it recognizes the brain has two main parts, the conscious and the unconscious part. And a lot of the teachings that you see with NLP is on the belief that a lot of the influences that a persuader or others may try to use on the target would happen more on a subconscious level. This means that if someone wants to influence their target with these methods, then they are going to do this on a level that the target really isn't going to be able to notice.

NLP is going to take a look at some of the ways people behave, and there are going to be three key aspects to this kind of behavior including the "why," the "how," and the "what." To start with, the "what" will focus mainly on the external behavior and the physiology that a person exhibits in a given situation. Then, we move on to the "how," which is going to deal with the thinking patterns that the person has internally because these are going to govern the decision making patterns that the person has. And then we finish off with the "why," which is the part that will deal with any beliefs, assumptions, and values that need supporting and that will help guide the person towards one path and not another.

If you are supposed to understand the three aspects that are part of NLP, then you will be able to model the complete reality of someone else's behavior effectively. It is important to note that it is the internal process that is being copied, and this is going to be what will lead to the external behavior, rather than just crudely mimicking the external behavior on its own. Without both the internal and external parts, the behavior that you are trying to work with is going to look pretty phony and insincere.

Advocates of NLP are going to beyond just passively accepting these factors, the ones that are going to compromise the behavior of the person. Instead, it advocates that there needs to be an active exploration of it and how it is going to be able to manipulate the variables at hand. When this happens, there is a better understanding of the relationship between each and which ones are going to be the most essential to achieve the desired results.

Now, you will find that there is a big contrast between the NLP model of understanding behavior and the traditional way of looking at behavior. Traditionally, we are going to start taking on a new behavior by learning one piece of a skill at a time, and then all of these little parts are going to add up and form a new behavior. When we are looking at NLP, you will find that it goes the other way. The person is going to be presented with all of the components of the behavior at once, and then they will start to subtract out the different parts until they are able to have just the essential aspects.

This is a process that is going to simplify behaviors and then reducing them to only their crucial aspects is similar to the business process that aims to map out a series of steps and identify which are essential and which are not. When we are looking at this sense, the process of refining behaviors with the help of applying NLP, and this is a way for you to ensure personal efficiency.

NLP also concerns itself with the question of finding the difference between the two types of people within any given field, those who succeed, and those who don't. Success modeling seeks to find just what other people who were successful and compared it to the things that unsuccessful people have done. Then, you can choose to avoid the right things, and follow the right tasks, to get the results that you want.

The main thing that we will have to look for with NLP is that it is then summarized as identifying and simplifying the actors that can lead us over to success in any situation as a simple process model. When we are able to identify this model and then simplify it in the right manner, we are then able to apply

it to get the results we want. These results are often drastic and happen in a short amount of time compared to some of the other methods used to do this.

There are a lot of different parts and pieces that have to come together to make this NLP process work. But one of the ideas that we have to focus on with dark NLP is the idea that human beings are going to lack a concrete identity. This is not everyone, but it should be in the target you want to use these on. This makes it easier to move around and form. It is bad for them because they can be easily influenced to do what you want—but for the persuader, this makes things a lot easier.

When we look at the ideas that come with traditional NLP, we are going to take the idea of our identity and see it as fluid, and then it is going to be used as the basis that a therapist is able to help people overcome roadblocks that are holding them back in their life. But when we are focusing on the ideas of dark NLP, this fluidity is going to mean a lot of good things for the manipulator. It means that the manipulator is going to be able to take the target and mold them into whatever they want, as long as they use the right techniques to make this happen along the way.

Another thing that we need to look at, and that dark psychology already understands, is that regardless of what they may think about themselves, most humans are not going to be in as much control over themselves, and not have as much freedom, as they tend to think. For example, the majority of people, when they were asked, will talk about how they feel like they control their thoughts and their destinies, and then they also state that they would not be willing to obey any instructions or commands that they were given that go against their ideas of free will from before.

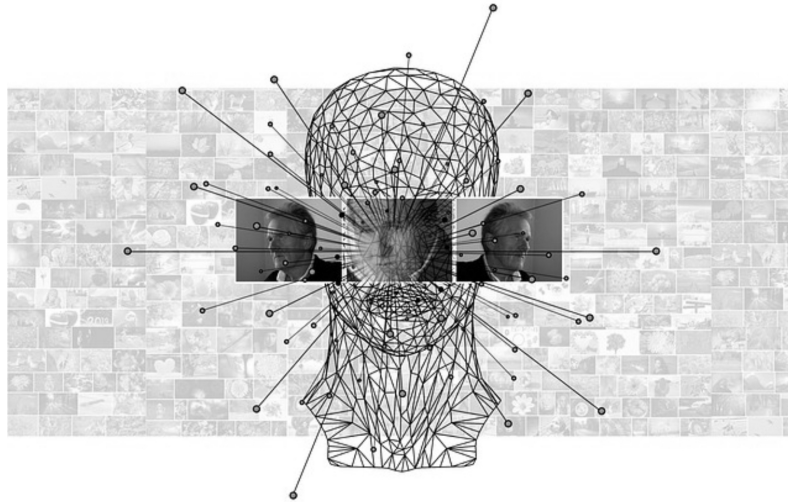
The problem is that there are numerous studies out there that show this is not true. One of these experiments was done in psychology, and it shows that we are often going to follow the crowd and do what we think others want us to do. In a study that is known as the Milgram study, volunteers were told that they needed to administer some electric shocks to the test

subject when that person gave the wrong answer on a learning test they were doing it.

During this time, the majority of the volunteers would continue to do the shocks as they were told, even when they were able to hear the test subject screaming during the punishment. With this experiment, we are able to easily see that people are going to feel more inclined to listen to someone they think is an authority figure, rather than have their own freedom and stand up for what is right. This also shows us that we are less free than we think, and our free will is not as strong as we would like.

This is good news for the dark manipulator. They will be able to use some of the thoughts that come with dark NLP, and some of the techniques that we will talk about in the next chapter, to help them influence others. And as we can see with the Milgram study, it isn't going to necessarily take a lot of pressure in order to make this happen. With a few techniques, including those we will talk about in a moment, the dark manipulator will be able to ingratiate themselves in with the target, and can get the target to do things that they think are unethical and against their morals, things that the target never thought they could do in a million years, and this is why it is so important to learn how the process of NLP works.

Chapter 12: Techniques to Use with NLP



There have been a lot of different techniques that we have been able to talk about when it comes to dark psychology in this guidebook. We have explored what dark psychology is, how to use dark manipulation, and even how to use dark persuasion to convince the target to follow your way of thinking and to get things to work the way you want. And now that we have taken some time to explore NLP a bit more, it is time for us to really learn more about it by bringing up some of the best NLP techniques that are out there.

There are a lot of different techniques that work well with NLP and will help you to see some of the best results that you need to make this work for your needs. Some of the best techniques that you are able to use when you want to utilize the process of NLP for your needs include:

Dissociation

The first NLP technique that we need to take a look at is the idea of dissociation. Think back to a time when you walked into a new situation or a room, and you just had a bad feeling in your gut for no reason? Or maybe there is going to be a certain situation where you start to feel down or even a bit sad each time that you get into that situation? You could even have times at work, at home, or somewhere else where you feel nervous, such as where you have to do public speaking?

These are a lot of different situations where we have all found ourselves in, and they will show some of the different emotions that you are allowed to have. The unique thing about these though is that in these cases, they are going to be emotions that are unstoppable and automatic. But you may find that when you use the dissociation techniques that come with NLP, you will be able to turn away these feelings and not allow them to have a chance to happen to you anymore, or at least not bother you. The steps that you are able to use to make sure that this happens for you includes:

1. Identify the emotion that you want to spend some time on, the one that you want to target and get rid of. This can be any kind of emotion that you want, such as disliking the situation, discomfort, rage, and fear.
2. Once you have picked out the feeling that you want to work with, you can imagine that you have the ability to float out of your body, and then look back at yourself. This gives you a chance to encounter the whole situation from a different perspective, of that of the observer.
3. Once you take yourself out of the situation and just get to watch what is going on, rather than needing to participate in it actively, you will find that your own personal feelings about that particular situation will start to change.
 - a. You may find that you don't feel as shy, that the public speaking isn't as big of a deal as you had thought, or maybe you are now able to talk to that person you liked, the one who made you feel nervous in the beginning.
4. To get an added boost to this, you can first imagine that you are able to float out of your body looking at yourself, and then you can float out of this body again so that you can look at yourself looking at yourself. This is a process that is known as double dissociation, and it can ensure that you are really

removed from the situation and that all of the negative emotions that come with many minor situations are long gone so that you are better able to handle them.

Future Pacing

The second technique that we can take a look at when it comes to dark psychology is going to be known as future pacing. This is when you will talk to your target, and then ask them at some point to imagine that they are doing some action or another in the future. During this time, you will monitor the reaction. This can help you to check out whether some of the work you have already done with them is successful. You can watch the body language of the other person to see if they are reacting to the situation the way that you want.

If you do this at the beginning of the situation, and then the end, and you notice that there is some change to the body language, then you know that the intervention you have been working on was successful. But if you do this and notice that the body language is not changing the way that you think it should, then this is a sign that you were not successful.

You will find that future pacing is going to be a good technique to use to help embed a change in the target, using the context of what is going to happen in the future for that particular individual. It is going to help the target experience with the situation in a manner that is more positive before they end up facing that same situation in reality. This method works because it is based on the methods and ideas of visualization, and the target still gets some freedom with how they work on these.

Content Reframing

Sometimes, the actions that you want the target to take are not going to be all that favorable looking. If you came right out and told the target what your plan was or told them what you wanted them to do, it is likely that they would say you were crazy, and then walk away without wanting to have anything more to do with you for the near future.

This is why most manipulators don't come right out and say what they want from the target. They have learned to reframe the content so that it sounds better, and to make it seem like the target is going to get something really good out of the deal, rather than feeling like they are getting the short end of the stick. Sometimes, it is going to include lying—and for other times, it is just going to include saying things in a different way so that it is more likely to trick the target in the process.

Maybe the target is seeing that things aren't working out that well, and maybe the manipulator is worried that the target is going to catch on to their schemes. Rather than giving in to it and letting this happen and therefore losing the control that they want the manipulator may say, "I know things are not working out quite the way that you wanted. But it is still early in the game, and it will get better. And even if not, you have learned something new in the process and made some new friends!"

This helps to put a more positive spin on things and may make the target think that things are maybe not as bad as they had originally thought. As the manipulator and the one in control, you are able to take any content, or any situation you are in with the target, and reframe it in a manner that will put it in a better light and get the target to do what you want.

Getting Other People to Like You More

Likeability is one of the most important things that you can do when it comes to dark psychology. If the target doesn't like you and doesn't trust you, then there is no way they are going to follow your lead or take any of the suggestions that you give them. This means that if you are able to get the target to like you and you can create a bond with them, then they are more likely to follow along with what you are saying, even if it is not necessarily the first choice that they would go with.

Think about it this way. You have two bosses or managers you have to work with on your job. One manager is mean, shows up late, and tries to hand off all their work onto you and the other employees. When something goes wrong, everyone else but them is to blame, but when it goes right, they take all the

credit. They are difficult and demanding, won't help out with anything, and just make working really hard to do.

Then, you have a manager who works a bit differently. They are willing to get out there and do the work with you. They never hand off the work unless they really have to, and often they are there helping to pick up the work that others can't do. They would take the blame on things, and always share in the credit even if they were the ones responsible for things. They smile a lot, are willing to help out, and are generally more friendly to work with and be around.

Out of these two, which would you rather spend your time with? Which one is going to be more likable and enjoyable to be around? If you had to choose, which one of these would you stay late on your shift for, take on extra work, or follow the advice of and do it with a smile? It is likely that it is for the second manager.

While both managers probably have the same amount of power in the business, you will be more willing to follow what the second manager says and asks for, and do it happily and without questions, simply because you like this person. You can do the same thing when looking at the basics of NLP as well. When you are able to take the necessary steps to get the target to like you, it is going to work your way so much better than if they don't like you or, even worse, than if they don't trust you.

There are different steps that you can take to make sure your target likes you more, and that they are more willing to follow the things you suggest. Dressing nicely, acting friendly, and wearing a smile while maintaining good eye contact and a confident manner can go a long way in helping you with this. And once you get them to like you, you will find that they are willing to follow along, and believe you, even if you give them no good reasons to act this way.

Using Persuasion and Influence

We talked about persuasion a little bit before, but now we are going to take a look at how it is going to work for someone who wants to utilize NLP against their targets. Persuasion can

be a powerful tool, and when it is used in the right manner, you will find that it can be efficient and one of the best ways to get the other person to do what you want.

When persuasion is used in the proper manner, you will find that you can convince the other person to do what you want. There are a lot of different tools that can come into play here, especially when you are adding in a bit of manipulation to the mix as well. For example, you can convince someone to do an action because “Everyone else is doing it,” “It will make them fit in or be more popular,” or because they feel guilty because you are hurt or acting like a victim.

Remember, persuasion has to be done in a manner that is going to help you to get what you want but doesn't alert the target that you are trying to do something against them. Most of us are not going to happily go along with someone who is purposely trying to cause us harm or use us. But we may go along with some of the covert tactics if they are used in the proper manner. For example, if we feel that someone is just playing the victim to get attention, we are able to ignore them. If we actually think that someone was hurt and is actually the victim, we will be more willing to help out.

NLP is a great option to use to help us to work with the individual and get them to do the things that we would like. But just like with the other options we have talked about, you have to make sure to tailor your message to the individual target in order to get the results that you want. This can take some time to accomplish and is not always as easy as we may think—but with some practice, and with taking our time rather than jumping right in all of the time, we are going to be able to make this work well for our needs.

Chapter 13: How to Use NLP with Dark Psychology



Part of the reason that NLP is so successful as a dark psychology method is because it allows you to take control of others in a way that is faster and more effective than any other method. We have now been able to take a look at some of the different principles that come with NLP, and we know how to use these to our benefit as well. However, we need to be able to put these into action and learn how we can use dark psychology, along with NLP, in order to gain the control that we want over those we choose as our targets. Let's take a look at the steps that we need to take to do this.

Hacking Our Target's Blueprint

The first thing that we need to do here is to figure out their secret blueprint, or the thing that makes your target unique. If you don't have this information, it is going to be pretty much impossible to get them to do what you want. There are a few important aspects that we have to master and understand before we get a chance to gain the control we want over that target. Since each person is different, this blueprint is going to

be full of valuable information—including the likes and dislikes of the target, their hopes, fears and doubts, and more.

Because there is so much great information found in this blueprint, it is important to learn more on how to make this work for our needs and how to read one for our target. In order to help us learn more about some of the fears that your target has, there will be two methods that we are able to use. You can choose to use these separately or together.

The very first method that we need to look at is known as the passive method. This may take a bit longer to accomplish, but it involves paying close attention to the other person, forming a bond and a connection with that person, and paying attention to what they are saying to you. You will be surprised at how much you are able to learn from the other person when you do this the right way, and this is the first step to helping you learn more about the blueprint of your chosen target for NLP.

Each person is going to be different in terms of how they will reveal themselves and personal information to you. Some people are more open and may start talking and sharing information with you early on. You could just bring up a conversation starter about a topic you want to learn more about with them, and that person will take off and tell you more than you ever imagined. But then there are some who are a bit quieter and may not want to talk as much. You may have to pry and work at it a bit in order to get them to talk to you.

Once you have had some time to explore the passive method a bit, it is time to move on to the active method. For the active method, you will listen for a bit, and then, after you have some information, you will lead the target to give the responses and to think, in any manner that you would like. For example, maybe you want to know about the health of a particular person. You would have a conversation with them, and then slowly move it over to the topic of how that person is doing health-wise.

Depending on the target and how willing they are to talk about their health, the type of voice tone they are using, and how comfortable you see them being with this topic, you can learn a lot. All of the things above can give you a good idea of how

much the person worries about their health and if this is a genuine concern that you need to watch out for or not. This works for any topic that you would like, but we are focusing right now on the idea of health.

Uncovering the hopes of another person is often going to be easier than determining the fears that they have. This is because you will find that people are more willing to disclose their hopes rather than their fears. Many people like to give away what they aspire to in life by disclosing their aims for the future. Even some of the aspects that seem trivial amount a person, such as the purchases that they choose to make, can indicate the way that they are going to see themselves, and how they like to be seen by others.

If you are looking to encourage others to open up about their hopes is to start talking about some of the hopes that you have. This can help make it so that the other person feels more candid. A manipulative and dark NLP spin that you can use is to disclose some of your hopes, ones that aren't sincere, that are specifically intended to increase the comfort level towards a certain topic. For example, if you tell the other person that you have some money worries, even though you don't have those money worries. This makes the target feel that money worries are acceptable to talk about, and they will then open up to you.

As you are working on this part, you will find that there are a ton of things that you can use in order to get to the blueprint of your target and to learn the best way to manipulate them. If you are willing to take the time, get them to like you, and slowly lead the conversation, you will be able to learn so much about that person, so much about what makes them tick, and so much about how to best manipulate them without them really knowing.

Reading the Eyes of Your Target

The next thing that we need to take a look at is how to read the eyes of the other person. This may seem a bit silly, but there is so much that you are able to learn about when it comes to the eyes of your target. NLP is going to be one of the best tools

that you can use in order to see what is going on with another person. And since your target is not going to realize that their eyes are saying so much, it is going to be amazing what information you are able to get out of them.

The first thing to do to make this one work is to look at how the person responds when you ask different questions. Pay attention to how the eyes are moving when you are just having a nice conversation with them. Nothing shocking or nothing they should want to lie about should come up in this conversation. This allows you to get a baseline of how their eyes behave with a normal conversation when they aren't uncomfortable or hiding anything from you. Asking something like their name, what they like to do for fun, or talking about the weather can be great places to start.

Once you have a nice baseline for your target, it is time to ask them some questions that may make them a bit uncomfortable or may get them to lie to you. For example, if you already know that this target is not that comfortable about talking over their salary, then this would be a topic to bring up. This helps you to get an idea of what they are going to look like if they decide to lie to you during the conversation.

With both of these in place, you have a good idea of how the eyes, and even other parts of the body language, are going to look as you talk to that person. You can then lead the conversation in any direction that you would like and have an exact idea of how they will react when telling the truth, lying, uncomfortable, and so much more.

Using Linguistic Mind Control

You will also find that the choice of language that the other person chooses to use is going to be a really powerful indicator of what drives them, as well as how they see the world. For example, there are those who are going to show that they agree with you by saying something like, "That feels right," "I know what you mean," or "I hear you." Their choice of language is going to show how they perceive the world, and whether that is through their logic, touch, or sight. When you know what the perception is for that person, you can then draw upon that

and explain ideas you wish them to disagree within a language that isn't in alignment with that system.

You will also find that by listening to the other person, they are going to start disclosing words that have a special level of meaning or some significance for them. For example, you may find that when the person is talking about someone whom they have a lot of admiration for, they may use the word brilliant. And this word is only going to show up when their emotions are heightened. This is a good sign that the word has some kind of significance to that person. You can then use this information to your advantage and deploy the word in some of the statements that you make in order to trigger an agreement from the other person. Make sure that it is used sparingly though. If you overuse it, this is going to seem obvious and can come across as an unnatural thing.

The way that you say your words and the choice of words that you choose is going to change based on your internal state. The more time that you are able to spend with the other person, the easier it becomes to figure out what words are used for the various internal voices that your target has, and this makes your work so much easier. You can then go through and make modifications to your own word choices and to your own behavior, to make sure that you are compatible to your target, and that you are then better able to manipulate and persuade them.

The Idea of Mirroring

One tool that is used often in manipulation is going to be the idea of mirroring. This one is going to include paying attention to body language quite a bit, but when you are successful with it, you will find that it helps the target become more comfortable with you, and they are more likely to open up and talk to you and share secrets.

The idea with this one is to watch the baits and body language of the other person and then try to copy or mirror them. If they use a lot of gestures, then you will use a lot of gestures. If they push back their hair during the conversation, you do the same. If they lean in a bit, then you will do this as well. Your goal is

to make sure that you are able to follow the movements of the other person and create that connection that is needed.

Now, you don't want to be too obvious with this one. If you go out too much with it, then the other person is going to notice what is going on, and they will feel like you are mocking them and not taking them seriously. That will be the end of the conversation for you, and that is definitely not what you want. So, keep the gestures and the mirroring minimal and subtle if you want to create that connection, without scaring the other person off.

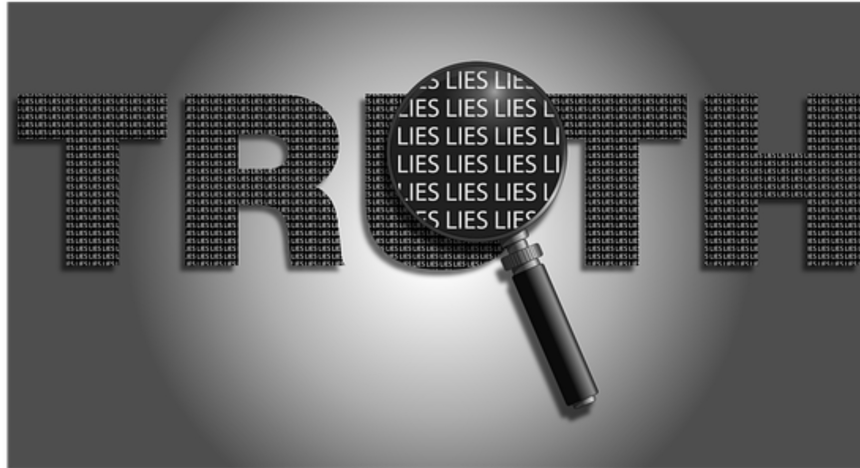
The next thing to consider is whether you are successful with creating that connection to the other person, your target. While you are talking, and after you have done mirroring for a bit, it is time to see if they will mirror you back. Do some small movement maybe a hand gesture, check your watch, tap your finger, or readjust your standing position. If the target does the same thing (and if they do, it is going to be on a subconscious level, and they don't realize it), then this means your mirroring has been successful, the connection is there, and you can move on to some of the other techniques.

Once you learn how to master NLP, you will find that it is one of the best and most effective methods of dark psychology that you are able to use. There are so many things that you will be able to do when you add this into the mix, and it can really help you to gain the power that is needed so that you can bring in manipulation and persuasion to get just what you want.

Part 5: Other Tactics to Get What You Want



Chapter 14: The Basics of Deception, Seduction, and Hypnosis



Before we end this guidebook, we need to take some time to explore a few more techniques that you are able to use when it comes to working in dark psychology. Just like with the other topics that we have discussed, these tactics can be used in a good way or in a bad way based on what the intention is all about and whether both the manipulator and the target are going to benefit, or if just the manipulator is going to benefit, and the target is going to end up harmed in the process.

The topics that we are going to discuss for a moment in this chapter will include deception, hypnosis, and seduction. These are things that can be useful along with some of the other techniques and topics that we have discussed in this guidebook, and learning how to use them properly can make a big difference in the success that you see with taking control over your target. When you are ready to learn more about these topics, let's look below!

Deception

The first topic that we are going to explore in this section is known as deception. Deception is going to refer to the idea that we do an act, sometimes big and sometimes small, and it can be kind or even cruel, but the act is going to cause the target, or another group of people, to believe something that is

a lie. Even those who consider themselves pretty honest are going to be willing to practice this form of deception on occasion, and it is believed that people will lie a few times a day.

Now, there are different forms of deception out there. There can be a big lie about where you were when you were supposed to be home or who you spent time with. But for most of us, the lies are going to be little and are done to help us avoid a conflict, and maybe even to make sure that the other person is not going to be hurt in the process. For example, it may not be true, but we will tell someone that the outfit looks nice on them. This helps us to spare the feelings of the other person and to make sure that the person telling a lie is able to avoid being uncomfortable.

There are times when deception won't just be an outward-facing act. There is also going to be a lie that people tell themselves ranging from healthy maintenance of self-esteem to serious delusions that are beyond the control of the person. While lying to yourself is going to be seen as harmful, it is sometimes useful because it can help you to reach a goal that you want, especially when it is hard to accomplish and you wouldn't be able to do it otherwise.

Now, we can imagine that no one really likes to be deceived, whether the deception is big or small. For example, when a public figure is caught up in one of the lies that they are doing, it is going to be a big scandal. And if the target ever figured out and started to believe that the manipulator had been deceiving them, they are going to feel upset, mad, and probably want nothing to do with the manipulator again. They will feel like they couldn't trust the manipulator again, and the target will start to question whether the manipulator was actually ever telling them the truth.

But while many people are going to hold themselves to a higher standard and try to make sure they are distanced from those who are comfortable with lots of falsehoods, the truth here is that everyone is going to lie for a variety of reasons. Of course, for most of us, we are going to try and be a bit better with our lies and only focus on ones that are going to help the

target and us in the process. We may say that the outfit looks nice because we know it is important to the other person, and we don't want to hurt their feelings, for example. This may have been an altruistic meaning, but it is still a lie and thus an example of deception as well.

There are a lot of different reasons that we are going to lie and deceive others. Sometimes, the reasons are noble and good; other times, they are going not to be that good, and they are more for our own benefit. Sometimes, the reasons are seen as ethical, sometimes as unethical, and sometimes they are a mixture of things in between. But no matter the reason that we are lying and trying to deceive someone, it is still seen as something that is not good and can make the target of our deception mad and upset.

Manipulators are going to love using the methods of deception to get what they want. If they are able to hide information that is important to the target, the target is going to be more likely to believe the manipulator and do what the manipulator wants. The manipulator learns how to hide the right facts so that they can really work to get the target to act in a certain manner.

For example, if the manipulator is trying to get the target to help them with a project at work, they can use a few forms of deception. They could talk about how the project was just sprung on them, and they have to get it done, or they will lose their jobs. Maybe their job isn't on the line in this scenario. Or maybe it is but the project was assigned a month ago, not just a few days ago, and they just decided to procrastinate getting it done and now want the target to help. Either way, information was either lied about or hidden so that the target would feel bad and be more likely to help the manipulator out.

In order to get what they want, the manipulator is going to lie about pretty much everything under the sun if it helps them to get what they want out of the target. This may seem low and as though not really an ethical thing to do, but it can be an effective way to get the target to behave and take a certain action that you want. The target is going to make a decision based on the information that the manipulator gave, and they trust the manipulator, so they didn't think anything about it at

all. In the process, the manipulator is going to be able to get what they want, they will then be able to deny what the target is saying about the lie, and the target is often going to be harmed in the process.

Seduction

It is possible even to use seduction to get what you want out of other people. Seduction is going to be often associated with sex, but in fact, seduction in its truest form is going to be the opposite of sex. Sex is when the desire is going to be met, but seduction is not going to be about the gratification of the desire. Instead, it is more about the thrill of the desire itself. It is a type of game that is going to be played as the desire comes closer and closer, and being able to maintain that tension of wanting for a long time. And for a manipulator, it is a great way to keep the target in their control and to ensure that the target is going to keep coming back for more.

Seduction is going to be closely related to Anticipation, and it is something that most people can enjoy on many levels. This is going to help you to gain some control because it makes things a game. You can promise the idea of sex along with it to in order to keep the target coming back again, even when they are being teased and even harmed in the process.

This is a game that takes some time to learn. It is not always as easy as it is going to seem. And often we can fail with this one. You have to have a few things that come into play before you are able to make this one work for your needs. For example, if you are not able to act coy, or even learn how to just give enough to make them want more, without teasing so much that they will get frustrated and not come back.

There are a few factors that can come into play when you are working with the ideas of seduction, and it is not something that you can rush into. You do need to make sure that the target likes you and even that they see some kind of sexual attraction to you. If that is not there from the beginning, you can do some work to see if it is something that you can build up with them, but keep in mind that this sexual attraction is not always going to show up at the time that you want. Don't push

it, but let the relationship move forward at a natural pace and see where things go from there.

When seduction works, it gives the manipulator all of the control. The target is going to be interested, and they are going to want to get to that ultimate gratification eventually. But since the manipulator is the one who has started the game, they will get to keep withholding it and teasing about it for as long as they would like. Even though the target is not getting what they want out of the scenario, they recognize that the manipulator is the only one who can give it to them, so they keep coming back in the hopes that they will finally get what they want.

Hypnosis

The last topic that we are going to take a look at is the idea of hypnosis. While hypnosis is often something that we are going to associate with a sideshow performance or something that is silly and fun to watch, it is not actually something that is magical. Rather, hypnosis is going to be a technique that is used to put someone into a state of concentration that is heightened and where they are more suggestible.

There are a lot of people who will use hypnosis for a variety of different things. For example, a therapist could use hypnosis or hypnotherapy, in order to help their patients to break out of bad habits including smoking, or to help these clients to achieve another change that is positive to them. They are going to accomplish these goals by using a lot of soothing verbal repetition and mental imagery that are going to ease the patient into a state that is trance-like. And once the patient reaches this, their minds are going to be open to a transformative message more than before.

This is a positive way of looking at hypnosis of course, and it is definitely not the only method that can be used. Dark psychologists can also use the same ideas and the same techniques in order to get their target to respond in the manner that they want. The target is going to be more susceptible to what the manipulator is saying when the target is in a state of hypnosis. This gives the manipulator a chance to do or say

whatever they want to get the target to behave and act in a certain manner.

In conventional hypnosis though, you are going to approach the suggestions of the hypnotist, or your own ideas, as if they were actually real. If the hypnotist suggests that you have a tongue that is swelling up, you are going to start feeling a sensation in your mouth like the tongue is swelling, and you may start to slur your words. Even though there isn't actually something going on here, the hypnosis, and the person doing it, is enough to get you to feel like this is something that is actually happening. This can go on and on, with you or the hypnotist—and in this case, the manipulator—giving any kind of suggestion you would like and with you responding to it.

In the special mental state that comes with hypnosis, the target is going to feel relaxed and uninhibited. This is thought to be because the target is going to be able to tune out the doubts and the worries, and anything else, that is normally going to keep their actions in check. You may feel the same kind of thing when you relax and watch a movie sometimes. As you get more engrossed in the plot, worries and stressors are just going to fall to the side as you watch the movie and enjoy it.

While you are in this state, you will find that you are highly suggestible as well. This means that when the manipulator tells you to do something, you will be more likely to completely embrace the idea and go with it, no matter what they are asking from you. This is what will make the ideas and presentations of a stage hypnotist so entertaining. We go to see these because as they are sensible and often reserved, adults are suddenly doing crazy things that they would have never done on their own. While this can make for an entertaining show, it is going to show us the true power of suggestion and why the process of hypnosis is going to end up working so well.

The main school of thought that comes with hypnosis is that it is going to allow the manipulator a way to access the subconscious mind of the target directly, without having to worry about all the rest. Normally, you are only going to be aware of the thought processes in your conscious mind. You

will think over the problems in a conscious manner that are right in front of you, and you will consciously choose the words that you speak and even where you leave things in your home.

But when you do these actions, the conscious mind is going to work together with the subconscious mind, the part of the mind that pretty much does all of the behind the scenes thinking that we don't have to worry about. Your subconscious mind is able to really get ahold of all the information that is held in your mind so that you can find your keys, come up with the right way to say a sentence, and even think through problems.

This part of the mind is also going to focus on all of the things that you do automatically, without even thinking about it. You won't actually think through all of the steps that are needed to keep breathing, for example. You don't think through every step of driving a car, once you get used to it. And you don't tell the heart to beat in a good rhythm to keep it going. All of these are going to be done by the subconscious mind, the brains behind the operation for most of the thinking you do.

Often, the conscious mind is going to be the driver and will control most of the things that we do and say. However, when we are in deep relaxation and when we are focusing on the hypnotism, we are able to calm down and even subdue what is happening in the conscious mind, so that it doesn't really take on as active of a role in this part of the day. In this state, you are still going to have some kind of awareness of what is happening all around you, but the conscious mind is going to let go of the driver's seat and will allow the subconscious mind to take over.

This is how our subconscious mind is able to work with the manipulator. They will then be able to give suggestions and get you to do things without the conscious mind coming in and stopping things, making you worry, or do anything else that can prevent what you are doing. This is the perfect opportunity for a manipulator to come in and cause the chaos that they would like. It is simple and effective, and if the manipulator is just able to get their target into a relaxed enough state, they

can implant almost any idea that they would like and see results.

The ideas of seduction, deception, and hypnosis are more tools that are going to help you to manipulate and control other people in order to get more of what you want out of others and out of your life. They may be seen as unethical, and they may be frowned upon in normal society—but when it comes to dark psychology, they are the perfect tools to use.

Conclusion

Thank you for making it through to the end of *Dark Psychology Secrets — The Art of Manipulation* ! Let's hope it was informative and able to provide you with all of the tools you need to achieve your goals—whatever they may be.

The next step is to discover how you are able to use the techniques that we talk about in this guidebook in order to get ahead and get other people to do what you want. Being in charge and being able to control any situation you are in is the overall goal of dark psychology—but there are a lot of people who are not willing to do the work that it takes to make this happen. They may be worried about a number of factors, but all that this does is put you behind and makes sure that you aren't going to see the results that you want.

This guidebook spent some time looking at the different things you can do when it comes to dark psychology. We explored manipulation, persuasion, mind control, NLP, and more to show you that there really are a ton of different options available to you when it is time to improve your life and actually gain some of the control that you like.

You now have the toolbox you need to take control and master any situation you are in.

When you are ready to learn how to use dark psychology and all of the tools that come with it to your advantage, make sure to check out this guidebook to help you get started.

Finally, if you found this book useful in any way, a review is always appreciated!