

BECOME A MASTER PURSUADER - INSTANTLY

PSYCHOLOGY

HOW TO EFFORTLESSLY
ATTRACT, MANIPULATE AND
READ ANYONE UNKNOWINGLY



JACK STEEL

PSYCHOLOGY: HOW TO SKILLFULLY CONTROL, MANIPULATE AND READ ANYONE UNKNOWINGLY

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INTRODUCTION

There are times in life when you don't get what you really want from people no matter how hard you try. Even after begging them endlessly and shamelessly, you are still being turned down. Using this direct approach may not always get you what you actually want from them. It's natural to feel bad when you are confronted with such situations.

Now, what's the way forward? It's all about you taking control!

Taking control of a situation isn't something that involves magical powers or gallivanting around. You simply need to master the art of influencing people to take control.

Like the saying, 'when life gives you lemons, make lemonade'. That is exactly what this book is all about. You'll be learning to make the best out of every situation you find yourself. By learning how to use certain techniques, you can get what you actually want from them without giving them a choice. For you to master the art of manipulating people which also involves controlling their emotions, you need to be very tactical to achieve your goal.

CHAPTER ONE

KNOWING YOURSELF

Remodeling yourself in such a way that enables you to skillfully take control and successfully influence people to achieve your goal is definitive of manipulative psychology. It involves using a tactical approach to influence people, though, not necessarily in a negative way. Ideally, being surrounded by or being a part of a well bonded and structured social circle is inevitable, not everyone is always lucky to be a part of such.

By assessing yourself, you can be able to tell who or where you really are on the social ladder. 'Are you relevant in any social circle,' 'how small or big is your social circle?' Take some time to ask yourself these questions and honestly, provide the answers.

- ⇒ Do you have any friends?
- ⇒ Does it seem like no one wants to talk to you?
- ⇒ Are you always on your own in social gatherings?
- ⇒ How small or big is your social circle?
- ⇒ Do you find it difficult connecting with new people?
- ⇒ Do you find it awkward forming relationships with the opposite sex?
- ⇒ Does it seem like people are not interested in you or what you have to say?

Whether you agree with these or not, you know deep within yourselves those aspects that you have lost out in. The truth is that we can't deceive ourselves for too long. Normally, most people would want to improve their ability to communicate with others. We want to make more friends, to earn respect for ourselves, to be more cordial, more conversable, to be adorable and to be a role model for others. Achieving all these is not impossible; we only need to make few changes or adjustments in our routine.

Now, take out some time to analyze the questions listed above again.

Assume that your answers are all negative. For example, if you don't have a lot of friends, you have a very small social circle, most people don't want to talk to you, you are on your own most of the time, you find it difficult approaching new people, you are always reluctant to form relationships with the opposite sex, you feel very uncomfortable approaching someone who you feel has no interest in talking to you. Relax! Try to analyze all of these, one by one and you will notice that it's not really as bad as it seems.

Now, you should try not to see all these as problems that have no way out. Instead, you should always remember that; for every problem we encounter as humans and as individuals, there will always be a

solution. Don't get it wrong here. You don't have to do absurd things to make friends better, neither do you have to climb mountains nor swim across oceans. All you have to do is to understand yourself well enough and consider some changes that will make you stand out and get noticed.

CHAPTER TWO

FIGURING IT OUT

Relating to the questions answered earlier, the power for you to control things is not in your hands. However, by reading this book, you will be guided through different situations to regain the control you have lost. With this, you will learn how to easily and effectively initiate conversations and take control.

One important thing to do is to identify the main problem. What is that primary thing that keeps drawing you back? It's about the time to point it out and tackle it. Are you usually shy or afraid to approach other people? All you need to overcome that is to develop enough confidence. Are you wondering how to go about this?

Using this book as a guide, you can rely on effective techniques that will be discussed that will help you boost your ego and confidence. Before you know it, you'll become a master in the game.

Before we go on, take some time out to ask yourself again just like you did a while ago...

Are you always alone?

In reality, being alone isn't a bad thing though it may seem so. Taking a clue from the word itself, 'alone', it implies being lonely, and you end up being all by yourself. Well, this is not a good thing for anyone. Although, there are some who prefer to be alone than to socialize with other people, as you start reading this book, you would begin to feel very uncomfortable being alone. Henceforth, you would rather be in someone's company than being alone.

Though, it is normal for one to have time for one's self. Notwithstanding, it is not highly advisable to spend too much time being alone. It could be really unhealthy for you. Now, let's face it! We all need each other to live our lives normally. This means that we can't live on this whole earth all alone; therefore, we need to do something about it.

Now, try to figure out what the main cause of your problem could be. Could it be that you are so shy? Well, it is known that shy people usually lack the courage to take bold steps and get themselves ahead of others. They are also afraid to socialize and interact with other people. Not to worry, this book will help provide you with tips that will help you stand out from the crowd which won't hurt you in any way on the long run. With these provided tips, you will become very flexible. Overall, you'll be able to live your life to the fullest and comfortably flow with every situation you find yourself.

CHAPTER THREE

LEARNING TO TAKE CONTROL

You need to master your own emotions in order to take control. Be determined and focused, those things you never expected to happen will gradually start happening just as you read this book bit by bit. I'm sure you are already curious about the type of things to expect. Well, I'm actually talking about things like making people do what you want, getting to control them, becoming the cynosure of all eyes, trending in your social circle and so on. I know you think all these seem to be almost impossible. Guess what? These things can actually happen in reality.

All you have to do is trust yourself over and over again. It is really important for you to believe that this will work for you. It has worked for other people; it will also work for you too. You just have to be determined and go with the flow. Before we continue, let us first try to identify and understand the keywords.

According to some online dictionaries, the word manipulation means: to *manage* or influence skillfully; to negotiate, handle or *control* cleverly especially to one's own advantage.

As you will observe from the meaning above, the words "manage" and "control" are really emphasized and distinct from the rest of the definitions.

For you to be successful in getting people to do what you want them to do without a choice, it is really important for you to be able to manage and control them as the situation demands.

Here, control is more relevant according to the situations. This doesn't necessarily mean that as you take control of everything, you are becoming selfish. There's nothing wrong in having more friends as long as you are doing the right things. What I'm actually saying here is that you shouldn't take control of people to get them to do the wrong things. You should only take control for the right reasons.

Having said all that, we'll define manipulation as '*managing or influencing people to skillfully take control over them to achieve a particular purpose usually to one's own advantage*'.

Now, you should know that taking control is very possible. Though, you shouldn't expect turning people into mindless zombies, you can only influence them to do things that are not against their will. Yes, you can't make people do the things that are against their will. You have to learn to be tactical in such a way that you can ask for different things from different people, and you keep getting a resounding yes. It's not magic! You're simply in control of the people and the situation.

How can you smartly convince people to do the things you want them to do?

You have to get into their heads and take control. It is not that you have to brainwash or hypnotize them. Like I said earlier, you just have to skillfully get what you want out of them.

The truth is that most people do not know that they are already taking control. You just have to apply the techniques when you really need them so as to get what you want from people. Sounds smart, right?

For instance, your girlfriend wants you to lend her your car for a day, even when she knows that you won't grant her request. To achieve her goal, she does everything you want. She acts nicely towards you, buys you lunch, prepares your favorite meal, does your laundry, allows you watch football matches even when her favorite TV program is going on, she even washes your car and does many other things she wouldn't do for you ordinarily. She does all these with one thing in mind, and that is for you to lend her your car. By doing all this, she is already manipulating you so that you can give her what she wants.

At this point, whether you like it or not, you have no choice than to lend her your car. You have to succumb to what she wants. In summary, you are being manipulated.

This is exactly what would happen even when your mother or anybody else does this manipulation.

You might be thinking manipulation is something that only women do. Well, that's not true. Anybody can manipulate another person as long as they understand what they are doing and why they are doing it. By now, you should have the idea on how manipulation works. Notwithstanding, you still need to understand the concept behind it.

Having a flexible personality, that is, the ability for you to alter or switch from one character to another is one of the reasons why manipulation works. This is all part of the human nature. It involves the ability to play different roles as the situation demands. Sometimes, it may seem like you are being too friendly or that you are too concerned about someone else. Well, it's all a strategy for you to achieve your ulterior motive.

Just as we can't live this earth alone, we also need to effectively communicate and relate with other people. We all need to bond with others in order to live our lives the way it should be.

Having known all this, it will be very possible for you to influence people and take control. With these, you are gradually becoming a master of the art of manipulation.

I'm sure you must have wondered why blackmailers frighten their victims to get them to do what they want. Well, the answer is simple. Since they know that you'll be willing to do whatever they want

because of what they have to hold you down, they use it to make you do things you wouldn't want to do on the norm. They might even go as far as threatening you with the past; this could be something you are so ashamed of. Now, you are being manipulated. And you have no other choice other than to give into their demands.

What did you observe from the example cited above?

The blackmailer (manipulator) understood the victim very well. He knew what could trigger the victim and used it on him to get what he wanted.

Before we go any further, let us discuss what manipulation involves. You'll be taught how to easily get into the mind of someone else without them knowing. With Neuro-Linguistic Programming (NLP), you can easily learn the tricks. It involves an approach to model your communication skills thereby promoting personal development. It regulates how our bodies function and how we relate with others. It helps to create a balance between the mind and the body. As human beings, we don't know reality but we respond to the world by our perception of reality.

CHAPTER FOUR -

TAKE A CLUE FROM PACE SETTERS

Those that have attained a particular level of success in the society usually possess the confidence, ego and many other characteristics that keep people wondering what they are really like. They might be so close yet they seem far up there and unreachable. They possess the attitude, the courage, the poise and every other thing that gets them going. Both in their business and in every other areas of their life. They just seem too perfect that you wonder if they ever get anything wrong.

They place themselves so important even before anyone else. By doing this, they influence those around them to give them so much respect and to hold them in high esteem. What exactly is happening?

Asides the physical, we can also observe people's behavior and attitude. We can see the characters they display and we unconsciously respond to it.

Look at the successful people around you and take note of how people respect and praise them. That's the response they get for all they display to the world.

They are goal getters and pace setters. They believe so much in themselves and are never limited by the word 'impossible.' They know they can easily turn impossibilities into possibilities. They see no limitations in whatever they are doing. Now, take a clue from them and apply it to yourself.

You need to be bold, build up the courage and the confidence for you to effectively implement the necessary techniques and develop your persuasion power.

1. Play to the gallery

For you to get things going in the direction you really want, you have to do it the right way by asking in an irresistible manner. For instance, you know your friend will be less busy during the weekends, and you want to get him to borrow you his car for the weekend. You'll want to ask him in a manner that he'll be so concerned, and he'll have no choice other than to grant your request. If you ask him like this, 'can I borrow your car this weekend?'

You have obviously given him the option to either accept or reject your request. You were just too direct, and you gave him the privilege of having no limitations to his response. Instead, you can start by telling him this, 'You know the last time I drove your car out, I was hearing some funny sounds that made me think that your car was so happy with me to the extent it decided to throw a party for me. 'Actually, it was the radio!' I'm sure your friend must have laughed. Almost immediately, you should

now ask, ‘would you allow your car to throw another party again for me this weekend?’

By tactically asking such a question, you have already placed your predetermined answer in your friend’s brain. Now, he would have no option other than to let you take his car out just as you wanted.

You don’t have to be worried about anything because this book will be there to guide you throughout. You’ll be provided with the guide you need that will help you in getting the response you desire from anyone you want.

2. Learn to read people’s mind easily

We are all very different and unique in our own ways. For you to be able to effectively manipulate anyone, try to study them to understand what triggers them. This will help you know the best approach to use to get them to succumb to your needs. Some people may be so emotional that you don’t have to stress too far before you can get to control them, others may have the feeling of guilt when they are unable to help other people. Whomever you are dealing with, you should use their weaknesses to get what you want from them.

Beyond the five senses of the human body, some people have the power to sense things ongoing in the mind. I know you are wondering if this is magical or involves super power. Well, it doesn’t.

This is as good as mind reading. For you to do this, you should be able to pretend you know what they have in mind.

To get your girlfriend to go on a date with you when she is least interested may seem tough. But, when you say it like this: “I know you are already imagining how much fun you’ll be having if you go out on a date with me tomorrow.”

By saying it in that format, she’ll automatically assume you already have a big idea or plan for the date. She’ll be so curious and won’t be able to resist your invitation. You’ll be surprised at how well this method really works.

3. Create a connection

Making someone believe you both have the same interest is another way you can easily get them to do the things you want. To do this, you have to know what interests them and use it on them.

Now take, for instance, there’s a girl you really like, and you’ll like to go out on a date with to the cinema. If you know her type of movies or her favorite movie character, you can easily get her to come along with you. What really matters now is your approach.

By asking, ‘would you like to watch a movie with me?’ or ‘there’s a blockbuster movie showing at

the cinema, would you like to come along?’ Asking in such format won’t really get you the response you want. That way, you can’t be too sure if she’ll accept your invitation. Therefore, you have to use a better approach which will leave her with no other choice than to accept your offer. How about going about it like this ‘Chris Hemsworth is one of my favorite actors and I’m sure you’ll also love to see his latest movie ‘Avengers’ with me, so would you come along with me to the cinema?’

If you directly ask her to go on a movie date with you, she might just say “No.” But by creating a connection with something that would interest her, she’ll be very tempted to accept your invitation believing you both share a common interest. All she has to do is to decide she wants to have a good time seeing a movie she would love to see. Notwithstanding, if this doesn’t work for you, you can still play around with words to give an irresistible invitation. Make her know you both have a common interest and then strike!

“Just like I do, I know that that Chris Hemsworth is also one of your top favorite actors and I’m definitely sure you’ll never want to miss a chance to watch ‘Avengers’, that means you will come along on a movie date with me, won’t you?”

It will take someone with a very strong personality to refuse such invitation. The words are already very persuasive to the extent that they can’t reject your invitation because you have left them with no choice. You have also taken total control of the situation.

Now let us discuss the concept behind taking control.

I know you have seen situations whereby a lot of people make other people do what they want them to do. This is quite common among sales representatives in different stores. Well, most of them usually have some characteristics that can easily be used to convince people. Such people find it easy to talk freely and are able to convince and control people almost effortlessly.

I know you might find this intriguing. But don’t worry too much about it. This isn’t as a result of hard work, it just involves being spontaneous, smart and flexible with your choice of words and having a good behavior.

Another method of successfully getting into people’s head involves combining the correct and perfect choice of words as the situation demands with an appropriate physical action. This may seem very tricky, but, by acting this way, that is using the right words and the right body language, people around you will find you extremely amazing which will be a bonus point for you.

Now, you’ll be able to take control of their minds without them realizing that you are already getting into their heads.

We'll show you some scientifically proven facts on common ways people think and take action. By knowing these facts, it would become easier for us to control other people as we want.

These facts include:

Fact 1: People have the desire to bond.

Fact 2: People flow with other people's emotions and sensations.

Fact 3: People's appearances let them assume power and status.

Fact 4: People admire people who admire the people they admire.

Fact 5: People react to smells more than you know.

Fact 6: People prefer someone who they feel is "the same" in some way.

These facts have all been scientifically proven for a long time. With the knowledge of this together with all you'll learn, you'll find it really easy to get into someone's head and make them react in the way that you want them to.

Fact 1: People have the desire to bond.

For you to really know more about someone, you have to reach out to them. Try to touch them and do it in a way that doesn't seem uncomfortable for them, such as touching the back of their head while looking for something on a table. This will help you both to get closer to each other. You'll be able to create a stronger bond this way without the other person knowing your real intention.

Fact 2: People flow with other people's emotions and sensations.

By choosing and using the right language, you'll be able to bring warm feelings to the other person. By spending time with people in pleasant places, such as a sunny day on the beach, relaxing by the pool side or sitting by a camp fire at night gazing at the stars, you can bond with them emotionally. Over time, they will tend to associate those feelings they get in such situations with you.

Now, you can go ahead to make those scenes more personal by telling them how the breeze cooled your body and so on. This way, you let them feel more of what you picture out, and they get connected with your feelings.

Fact 3: People's appearances let them assume power and status.

For you to be in control and to have the power and authority, you need to possess a controlling and commanding tone while keeping your emotions in check. In order to have an authoritative look, make an effort in wearing a black or dark outfit because it will make you look superior. To keep other people guessing about your mood, don't keep a smiling face. With a neutral face, it will seem like you are on top among other people. They'll assume that you are a very powerful and authoritative boss.

Let them keep guessing about who you really are.

Fact 4: People admire people who admire people they admire.

This is very true. When the person that you admire knows that you admire the people they also admire, they will be all over you.

It is important that you create a good impression of yourself to the person you really like. Going the extra mile to know who their favorite movie, artist or any other thing and talking about how much you admire them will create the impression that you both possess similar qualities.

Be careful and don't just come up with names that you are not sure of. Ensure to have enough validated information about this personality.

Fact 5: People react to smells more than you know.

In a situation whereby you both are kissing each other, gradually getting naked as you try to open the door to your room. Then, she suddenly perceived a very unpleasant smell.

This will make the romantic mood become ruined and the atmosphere will suddenly change. She would probably go home almost immediately after that happens.

On the other hand, if she perceives something that is really pleasant to her just like the smell of a fresh flower, freshly baked bread, a powerful cologne, or jasmine, she would probably be all over you. Why would that happen?

That is because as humans, smell is one of the most powerful senses for us. Everything will go on smoothly if you can always handle a really pleasant smell for people.

Fact 6: People prefer someone who they feel is “the same” in some way.

One smart way you can use to make someone else like you within a short period of time is by imitating their actions. It is said that imitation is the sincerest form of flattery. If they stamp their foot, flip their hair or cross their fingers, you should do the same thing immediately. The trick is to copy the actions of another person without making it very obvious.

As you copy their actions or movements, there’s a tendency that they’ll get more attached towards you. Well, this actually happens unconsciously. Be careful with the way you go about it so that they won’t think that you are making fun of them.

With these 6 proven facts, you can easily get into your target’s head and stimulate them into thinking or behaving the way you want.

CHAPTER FIVE

ASK FOR A DROP, MAKE IT AN OCEAN

As humans, we are uniquely different in our different ways. In this context, what we are trying to say is that taking control can turn out to be either very simple or very difficult depending on the situation you find yourself.

Now, the emphasis here is placed on taking control regardless of the situation of things. Your approach determines how difficult or easy it is going to be. You should know that you are the determinant of how the situation turns out to be. It is all in your hands. Yes, you!

The way you handle different situations is very important. As an individual, you should not allow your thoughts, beliefs, mood or environment affect distract you from your goal that is, taking control. Sometimes, you could get really frustrated and you feel like giving up. Even though that is bound to happen, you should never lose focus at any point in time.

Just keep calm and remember that this book is here to guide you accordingly. You'll learn to take control and handle the situation as it demands.

We are going to discuss some tactics that will 'keep your ship afloat'.

Ideally, it is recommended that when you are trying to take control of someone else, you should be as subtle as possible and try to do it in a way that you won't get caught. But, sometimes it just might happen that you get caught. Yes, that can really happen. Don't worry, just be calm. You'll learn some tactics on what to do to cover up your tracks when you find yourself in such situation.

STEP 1: CREATE DOUBT

If it happens that you get caught when you are trying to manipulate someone, just act like a normal and calm person. Don't get infuriated or aggressive trying to defend yourself. You'll only confirm what they are thinking. Allow them take control and remember not to be defensive. The only way out is for you to create doubts in their mind. Let them think it's their imagination and that they are just assuming things that are not there. Create the kind of doubt that will benefit you in their mind.

Remember, don't react! If you do so, they'll confirm their suspicion because it is expected that a manipulative person will be all out to prove themselves in such manner. Take control by not reacting and they'll be wondering if they are wrong and they'll feel like they have betrayed you by not trusting you enough. Most times, they are suspicious because of stories they have heard or experiences they have had.

STEP 2: SMARTLY PUT FORWARD YOUR CHOICES

After successfully carrying out the first phase after almost getting caught, you need to be very careful and smart. Don't throw caution to the winds. The show must continue.

In order not to be too obvious, you can give a list of options that are all different but favorable to you. That way, they have other options to choose from and no matter what they eventually choose, you are still at an advantage. You can still allow them choose exactly the one you want them to select. How will you do that?

It's easy. You just have to be smart. For instance, if you give them a list of options and you haven't agreed on any of the options. Secretly pick your own most desired option from the list and then you will start to argue against it and try to make it look unwanted. They will believe you don't like it and will be tempted to give it more attention just to avoid taking sides with you. This will allow them to believe what you are pertaining to do.

STEP 3: PLAY THE DARE GAME

Just like the popular dare game, you can also challenge them to do what you want them to do. They will be forced to prove themselves. Now that you have dared them to do something, they don't have any choice other than to show you that they are not afraid to do it.

The dare then becomes less important to them because their focus is all on trying not to lose face. With the presence of other friends or even in a public place, they will be more challenged and eager to prove themselves. So you can see that the more daring the challenge is for them, the closer you get to your goals.

STEP 4: WORK ON THEIR EMOTIONS

Just like I have said earlier, we are all different. We all respond to different situations differently. Our emotional responses to different situations also vary. Some people can be very emotional to the extent that they do incredible things.

You should understand that it is normal for some people to experience varying emotions in a single day. This ranges from happiness to anxiety, fear, anger, boredom, disappointment, greed, hope, jealousy, regret, guilt, and many more. Another tactic you can use in getting what you want from the person you are trying to manipulate is to try and play with their emotions and the person will do all the things you want.

Most people give different responses to different emotions. Using this tactic will probably work for you. How do you go about it?

For instance, you can try to make them feel guilty by playing the victim. If you want to make your

girlfriend feel guilty, saying “I had a very bad and stressful day”. That already will make her feel sorry for you. Then, she’ll still feel the same way when you say ‘please let me take you out for dinner that will make my day’. This will make it possible for you to take control of the situation and get what you want.

In another situation whereby there’s a girl that’s not giving you attention at all, you can also play with emotions to get her where you want. In this case, you can make her feel very jealous. Create a situation whereby she sees you with another girl talking or laughing with another girl. Well, preferably a group of girls so as not to create the wrong picture and she ends up misinterpreting things. On seeing this, she will feel very jealous and start wishing she was part of the picture.

All these discussed above are very effective steps in getting what you want. With these, you can successfully manipulate other people without them figuring it out. Just act natural and don’t overdo things and before you know it, you are already a master of the art.

CHAPTER SIX

FOLLOW YOUR INSTINCT

One great asset we all possess is our instinct. Using it to achieve your goal will involve you following your instinct. Your mind is programmed in such a way that it tells you things. Would you rather listen to it or ignore it?

Try to create a picture in your mind's eye that you are sitting in a park enjoying the fresh air and suddenly a ball lands in your front. You find out that a little boy kicked it in your direction. What would your mind tell you to do at first? It will tell you to protect your face so that the ball doesn't hit you in the eyes.

That's the right thing to do. Your mind told you so and it's best to do so. Rather than create a scene by shouting or screaming, you did the right thing. You actually protected your face unconsciously like you have been programmed that way.

You didn't have to think about it for so long before doing so. Even if you decide later to create a scene, you already protected your face. That was your first instinct and it was right!

By following your instincts, you won't get things wrong. In situations that pose no potential harm to you, whereby you have the luxury of taking time to make a decision, you may be confronted with multiple options. You start overthinking things out. You keep about the right thing to do, whether you are on the right track and what you have to do or shouldn't do. This way, you become stuck at the same spot for so long.

You find out that you are talking to yourself, a form of inner conversation with yourself whereby you play out scenes in your minds to conclude on the best decision to take. Unfortunately, this prevents us from taking the next step.

Therefore, it's best to trust your instincts and avoid the delay. It is known that most successful people rely on their instinct. They trust their sense of judgment. They follow it and are always prepared in case there are consequences, either negative or positive.

By now, I expect that you should start learning how to trust your instincts.

Our mind as humans is like a regulator that is there to monitor and guide us in whatever we are doing. Since we already have a guide that is there to keep us on the right track, why do we keep bothering ourselves overthinking things?

Why waste time thinking out other options?

Learn to trust your instinct and more importantly, yourself!

Place your focus on making yourself a better person that everyone will want to associate with instead of wasting your time in over thinking. All you have to do is:

Free yourself of worries

Just believe that your mind will take care of everything. After all, your mind can't lead you astray. So, just relax and allow your subconscious take care of things while you focus on improving yourself. Now, how will you keep yourself free of worries and thinking?

- *Turn off that voice that's distracting you*

To do this you need to get your mind in a quiet state. Turn off those conversations with yourself, just flow with everything naturally. Once you admit that your mind is always having a conversation, the next thing for you is to take steps to stop it. You have to identify the problem first for you to tackle it.

- *Redirect your attention*

To have yourself free of worries, you have to try to keep your attention away from those things you are always keeping your attention on.

When you become aware of the internal conversation going on, you should try to find another thing that can help to keep your attention away from it and break off the thoughts.

You can now divert your attention to another person, a pet, a hobby or any other thing that interests you.

- *Strike*

Yes, strike! Take action and pull the trigger to help you stop the internal conversations.

With some thoughts, images or sounds you can trigger yourself to stop. Regardless of what you chose, the most important thing is that you have to trigger your mind to redirect your attention from internal discussion.

For instance, you can imagine that you are playing a chess game, singing a song or doing anything that works for you. It might take time for you to adjust, but don't give up.

Don't stop practicing and with time you'll get used to it. You'll be able to control the extent to which your mind wanders off. You will now find it easier to start having conversations with other people

instead of yourself. Considering how far you have gone with this book, can you proudly say you know all it takes in manipulation? Definitely not!

I know you can now approach people easily but I know you may not know the right thing to say after approaching them. You may probably end up not saying anything because you haven't fully mastered the art of striking a conversation.

Shy people will find it difficult to start a conversation than anyone else. But, not to worry, it's just a matter of time.

CHAPTER SEVEN

MASTER THE ART

It may be pretty easy for some people to get it all right, the truth is that anyone can learn the art. The following guidelines will help you in becoming a pro.

1. Stay updated

The world is constantly evolving. Different things keep happening every day. Stay updated by trying to keep up with the current news or events. This will help you in situations when you have to strike a conversation, because you will find it easy to bring up something to talk about. Such events that help you strike a conversation include, election of America's first black President Barrack Obama, latest hit songs or even about latest movies showing in the cinemas. You can discuss anything you want or anything you find very interesting.

Try to keep updated using different online services like Google or news sites like CNN or BBC

2. Get enough practice

You can try to practice how to master a conversation using a mirror and then you can assume you are talking with an imaginary friend.

Remember that practice makes perfect unless you don't let your mind focus on it. Make an effort to speak to everyone you meet. This could be difficult at first but you should always make an attempt to try. It could be anyone you come in contact with. It could be the shop attendant, a neighbor or even a nurse at the clinic. You can take it a step further by talking to a stranger you meet at the super market or at the bus station.

Just make it a task you have to accomplish. Attempt to communicate with them just to get used to talking to them. Try to find out their interest and take advantage of it. Then, you can try to widen the topic or divert to other topics like fashion, sports etc.

3. Try flattery on them

When you find yourself with someone that you like to be with and there's something about them that strikes you already even though you just met, you can try to flatter them.

Flattery comes in handy for a lot of people as it works well. It can be very hard to resist sweet talks. It makes the other person find it comfortable talking to you.

For instance, you can start the conversation like this:

‘Wow, what a nice dress! You really must have spent a fortune to get this’

4. Look around you and make out something

This can help you to easily get into a conversation. Come up with something nearby to start a conversation. Look around and you may find a number of scenes around you that may be chat friendly like the weather, a new building, a flying airplane, a bill board advert.

In order to ensure that the other person does not feel bored talking to you, try to keep yourself talking.

5. Ask any question to get talking

Yes. Another way of engaging the other person is to ask questions. Don’t get it wrong here. Don’t ask offensive or annoying questions. Simply ask questions that will get them thinking and also talking. For example ‘do you know what is so mind blowing about you?’

When you such a question, their brain starts thinking and they also become curious at the same time. They start thinking about it and that keeps you both busy. Try to ask questions that will get the other person thinking and not just a conversation bounded by closed ended questions that are bounded by either a yes or a no or even one word answers.

Try to incorporate open ended questions into the conversation to keep it flowing. For instance, ‘what type of movies do you enjoy?’

Such questions will take a while to answer unlike questions like ‘do you like flowers?’ This type of question requires a yes or no response and that’s all. Then, you have to think of more and more questions to keep the conversation going. Well, if you rephrased the question into an open-ended question such as ‘which is more appealing, rose flower or sun flower?’

This type of question is not a yes or no type of question. It will actually take time to give an appropriate answer and may even open up other talks which may include memories or past encounters.

6. Give a listening ear and give feedbacks

While you try to get them talking, they’ll respond accordingly. Sometimes, some conversations may trigger them and they may suddenly have so much to say about the topic of discussion. You should also listen carefully to all they are saying and make sure you pay full attention. By doing so, they’ll

feel reassured and encouraged to keep talking. They'll also find themselves comfortable talking to you which will open up the route for other discussions. Now, don't kill such atmosphere with total silence. Respond when you should and listen when you ought to. Strike a balance between listening and giving a response

For example, if they give a suggestion or an opinion, you should also try to freely express your own thoughts whether in agreement or otherwise.

Use such opportunities to keep the conversation going. Share your own thoughts and experiences but don't go beyond the limit. While the conversation is ongoing, you should keep thinking of more and more questions just in case you run out of topics or if things get complicated.

7. Send out the right signal

When talking to other people, you should try to be confident. Even if you don't feel that way, try to act like one. Stand upright, look directly into their eyes, this will portray a good image of you and they'll see you as trustworthy. They will also feel very comfortable talking to you. Don't forget to keep a friendly face and smile always.

Make it fun and memorable talking to you. Don't turn out to be too stiff, be relaxed and keep yourself in check. Even if the other person is not in a good mood, your mood will have effect and before you know it, you'll both be getting along more than you could ever imagine.

CHAPTER EIGHT

HOW TO KEEP IT GOING

We have said so much and I know you've learnt a lot, but there are still more things you should know on how to get people to what you want them to do.

It's too early to stop learning more because there are so many tricks to be learnt. When magicians perform their tricks which they have mastered with cards, coins, and sometimes even human beings, they perform tricks that seem impossible to believe.

I'm sure you must have been wondering how they go about it. Actually, the trick there is the sleight of their hands. It turns out to be that their hands are quicker than the eyes of their audiences, so they are not able to detect how such tricks are made.

This way, the audiences are left confused. In the magic world, magicians use the sleight of their hands, in the context of manipulative psychology, we call it the sleight of mind. This is quite similar to what the magicians do. While magicians confuse the eyes, here, the brain is confused the same way.

Our choice of activity in a day differs. While some people prefer to watch TV or play games, others may prefer doing chores or go on a trip. However, our choices and decisions determine the extent to which we can take control.

In reality, most people don't like taking responsibility for things even when it involves minor decisions or insignificant things. Such people will prefer someone else to take such decisions. In cases like this, take advantage of such opportunities.

When it feels like there might be some form of opposition, you can scale through using the following;

1. Take sides with them

Be in agreement with their decisions and take sides with them. Tell them what you think they want to hear from you. Things like, 'what a brilliant idea!', 'I've never imagined something this fantastic!' All these will work effectively.

2. Conceal the truth.

This is necessary sometimes to take control of the situation. Make up something that can't be verified at the spot.

For example, if one of your friends wants to go for a concert with them but you think that it won't turn out good at the end of the day and you can't tolerate going all the way pretending to be interested, you can say something like this:

'I heard somewhere that some of the singers spend their money on drug trafficking.'

Even though you know that it's not true, you had to tell the lie and you achieve your aim.

3. Play with their weak spot

I know you must be wondering how this is going to help you achieve your aim. The thing is that we all get curious about things that are not straight forward. We want to know what it's all about and what we don't know about it. Now, you have to take advantage of this feature to take control of the situation. For instance, if you have a friend that is very pretty but doesn't know how to cook very well. She is so care free that all she thinks about is how to maintain her beauty but doesn't care about how to improve her cooking skills. You can make her realize this by putting it to them like this, 'if only your outer appearance was a true reflection of your cooking skills, you'll make the best meal I will have ever had'.

You have pointed out their weaknesses and you have also used it to pass the message across to them. This will make them get motivated to do something about it. That way, you have taken control of the situation.

4. Play your own part

After successfully carrying out the 3 steps highlighted above, you have gotten their mind where you want it to be. Now, you will play your own part by carrying out the sleight of the mind. This will help you get them where you want them to be. 'You are not all that bad when it comes to cooking'. Such compliments will go a long way. Now, you can suggest cook books or even helping them with cooking lessons. You should realize that, you have to be around people to get them to do what you really want.

CHAPTER NINE

LEARNING NEVER STOPS

The ability to successfully communicate and relate with people is why you can't get your eyes off the lines. Keep on learning as you continue to reading this book so as to get the best out of it.

1. Get out of your comfort zone

As a shy person, you'll rather be on your own than approach someone for a conversation. Now, tell me how long you intend to hide for? You should realize that you can't do this forever. Improving your ability to interact with people requires you to take bold steps, you should make an effort to try at least. You have to do this to know what you'll get in return. You can allow your fears to overwhelm you. You should get out of that zone now! Just like a relationship requires the effort of both parties to keep it sustained, you should also be able to strike a balance and maintain it. If you leave the other person to keep making efforts to reach out to you without you reciprocating, before you know it, it's all going to be dead. For instance, your friend keeps calling and texting you, but you never for once tried to reply or reach out to them. What do you think will happen after a while? They'll definitely stop calling or texting you. I'm sure you can figure out why it happened that way.

Take advantage of the opportunities you have to mingle with other people. Put your shyness aside and make an effort to reach out to other people. If you continue being shy, you will be getting yourself nowhere.

2. Have an effect on them with every encounter

This is very vital when it comes to interacting with people. With every encounter you have with people, you should try to leave them with a 'touch' of you. Learn to keep in touch with them and make every encounter with you memorable. When you run into someone at an event or a store, ensure that you reach out to them and have an effect on them. Meet up with them, talk, exchange addresses and numbers and never miss the chance to do so whenever you can. Never forget to keep in touch with them or else they'll think you have no interest in them and this may prevent you from moving forward with them.

At this point, you should realize that all that you do has a meaning to them. Either you communicate with them or not, they are interpreting it to create an image of you. Therefore, you should always be conscious of your actions and act based on that.

3. Live your life without fear

Fear is a known killer of many dreams. Shy people are always afraid to live their life the way they want. They keep to themselves and bottle up their true feelings and emotions.

Just because you are afraid of being rejected, you keep holding back to yourself. You should know that this won't get you anywhere. It will only prevent you from living your life to the fullest.

Even if you have failed on your previous attempt to reach out to someone, you shouldn't allow your fears control you and prevent you from trying again. Who knows if that next trial might just be your breakthrough? You should move on already! Be optimistic that you can do it and watch as you make it happen.

Remember that the downfall of a man is not the end of his life. Life is beautiful! Reach out to people and enjoy your life.

Take it as a game, you lose some and you win some. Even if you lose, there's always another chance for you to try. Don't give up, believe in yourself that you can and you will.

Don't be afraid, just do your best and leave the rest.

4. What's the point?

Life is full of many things. Many people, many emotions, many pictures, which can either be good or bad. Everyone definitely wants to live a life full of happiness, love, success, laughter and all the good things. On the other hand, no one wants to live an unhappy, unpleasant, boring life. No one wants to be identified with such words. What's the point?

The point is that you should never settle for less. Go for the best and be the best.

You need this to live life and establish connections with people. Move with people with similar ambition, people that can have impact on your life and can influence you positively. Like the saying, 'birds of the same feather, flock together', move with people on the same level with you on the social ladder and those above you.

Always aim for the top. If you want to be social and friendly, move with those that are social and friendly. Other people will also look up to you to be social and friendly. If you also want to be unpopular and boring, move with unpopular and boring people. It's that simple! I'm sure you already get the message and I expect you to apply this to yourself and how you establish relationships with people.

You need to understand all these to be able to achieve your goals. People won't really understand what

you are doing. All they'll see is that social and friendly fellow just like you want them to.

Now that you have started applying all you have learnt so far, expect that people will want to get closer to you and even try to know you more. I'm sure you are smiling happily. But then, when they get closer and try to strike a conversation, I hope you know what to say. Do you remember where you are coming from? do you remember the hurdles you've scale through and how you've overcome them? Now, maximize this opportunity to the fullest and have fun.

You should know that at this point;

- *What you say doesn't really matter*

Yes, it doesn't. By now, you should realize that what you say doesn't really matter. All that matters now is that you are able to have a conversation with people. People won't remember what you say at this point. When successful people talk, everyone listens to them without caring about what they have to say. Take a clue from that, open your mouth and express yourself the way you want. It doesn't really matter what you decide to talk about.

- *Chances are slim*

The truth is that after talking, the chances that anybody will remember all you said are very slim. I'm sure you also won't be able to remember exactly everything you said word for word with someone a few days ago.

Though, people will remember who they spoke to and how you either made them feel good or bad. They won't remember everything you said because it happens that most times they are not really listening to you. They just watch your mouth moving not fully analyzing all you are saying to them.

- Say anything.

We all have freedom of speech, so feel free to say anything you like. It doesn't really matter what you have to say, just say it.

Don't be too conscious of what people may think because most people don't really care about what you have to say. Now, don't misunderstand things here. I'm not saying that you are irrelevant to them, what I'm saying is that people don't take their time to read meanings to what you have to say. All they care about is how you relate and socialize with them. Feel free to express yourself and enjoy the beauty of life.

CHAPTER TEN

WHAT EMOTIONS REALLY MEAN

Earlier on, we mentioned some emotions and how they can be used to take control. Actually, for you to be able to use emotions you need to understand what they mean.

Emotions are very important and powerful tools and it forms a very vital part of our lives as individuals. We are able to express how we feel with our emotions and people get what we are trying to say with different emotions. Sometimes we get controlled by our emotions and find it easier expressing ourselves this way. When you tell your friend that you found someone special in the neighborhood, they suddenly become eager to know about the person. You'll notice that they start asking you questions and they won't leave you until you tell them who the person is. Have you ever wondered why that happens? That is because you have stirred up their emotion, they become curious to know who you are talking about.

You triggered their thoughts and got them imagining things. Well, that is the power of our emotions. Emotions can vary in intensity depending on what the situation is.

We shall discuss some of the most powerful emotions that can be useful in times of need.

Flattery

Flattery is an act that involves giving excessive compliments to someone just to promote your own interest. It is an insincere compliment that is used to manipulate people. It involves telling the other person nice things to make them feel good about themselves. By flattering them, you make it easier for you to get what you want from them.

Imagine you were at a party and you notice a young lady right there. Though, she's beautiful, you also noticed that her makeup was a flop as the many colors on her face makes her look like a ghost. Notwithstanding, you walk up to her and tell her how beautiful she looks with her makeup. She'll be happy someone noticed her effort to look good and complimented it. Now, you have successfully gotten her on your side as you made her feel good about herself.

Even if she didn't care about you before, her thinking about you will be changed. Now that you have scored a point with her, you can now make what you want her to do known.

Curiosity

Being inquisitive and eager to know about something arouses the emotion, curiosity. Sometimes, it can be very difficult to resist. According to Dorothy Parker, there is no cure for curiosity. Once it is triggered, you end up satisfying it.

We are always interested to everything that is going on. This is the reason why we try to keep up with TV shows, the news, movies and many more. This is part of the human nature.

Curiosity is such a powerful emotion that it can easily put our mind in another direction. This is why it can be easily used to manipulate other people.

For example, 'you won't believe what I just saw!', 'I got something interesting to tell you, but you'll have to wait till tomorrow', 'I have a surprise for you!' Expressions like this will keep your mind restless trying to figure out what it could be. Such statements will only stimulate your curiosity and you won't stop feeling that way until it is satisfied.

Greed

Greed is an excessive, insatiable and selfish desire to possess more than what he deserves. It is another powerful emotion that can be used to manipulate people, just like curiosity.

For example, 'Watch a movie with me this evening and I'll treat you to dinner'.

You took control of the situation and offered them what you wanted without caring to ask for what they wanted in return.

Sex Appeal

One of the strongest driving force behind many relationships is the sex appeal. It is the ability to excite the erotic interest of another person. It is known that sex has the power to get people's attention almost immediately.

This is one of the ways advertisers are able to easily convince us to buy things that we know we don't need. With most of the adverts linked to a strong emotion, they easily promote their brand.

Popular and beautiful people are used to promote their adverts. Products ranging from cars to margarine to dairy products are promoted using these top models. Though, the connection between a pretty model exposing her skin and a toilet paper advert is not understandable, product manufacturers prefer to advertise their products that way. This is because they get more patronage that way.

Now, try to use this instinct to make people do as you want them to. After a little preparation, approach your target. Most people might be out there looking for someone to have fun with or someone to make them feel good. Some may just want someone they just want to have a fling with.

You should know that it's not wise to just walk up to them and say you want to have sex with them. If you try that, be prepared for the worst.

Instead, use the powerful emotions that they won't be able to resist. Stimulate their curiosity, create a greedy desire and massage their egos.

In order to effectively manipulate people, there are a lot of ways to go about it. It could be as easy telling a story, all you have to do is to know what, when and how to use the right words.

Starting up a conversation with someone is a very important step when it comes to manipulating people. You should always remember that taking control is the first step in manipulation. For example, you can start to take control by staring deeply at them and you'll be charming them already. You don't need any special powers to do this, just take control and you'll be getting them to do exactly what you want them to.

CHAPTER ELEVEN

CAPTURING THE LISTENING EAR

We have said so much already about manipulation, taking control and striking a conversation. After scaling the hurdle of how to start a conversation and you finally find yourself in a conversation, how can you make the other person keep listening to you?

1. Show off

Have you ever wondered why people prefer consulting experts in a particular field when they have a problem? Well, that is because experts have the experience and they also know exactly what they are doing. People trust them to take control of the situation because of their knowledge and experience. There are several experts in various fields ranging from health to sports to entertainment.

Therefore, if you have an expertise or a hobby you have so much knowledge and experience about, you shouldn't be afraid to show them off. Being an expert, people will respect you and also listen to everything you have to say. They will also take your opinion as honest and put it above any other opinion. You can take advantage of this and start a conversation with them and it will also be easy for you to persuade them to do anything you want.

2. Share a story or an experience

Sharing a past experience or a story can go a long way in sustaining people's listening ear. You can share an interesting story and try to include captivating details too. It doesn't really matter if it happened in reality or not, just put something very appealing to sustain your listener's interest. Make sure it sounds realistic though. Since spoken words are not written down and there's no immediate way of verifying what is being said, you should not hold back at any point at all.

Your story can be anything at all, it could be something that happened on your last flight or even an encounter with someone. Just make sure you keep them busy playing out the scene in their heads.

3. Take advantage of magic words

When we were little, we were taught the 5 magic words that will get you what you want. They are;

PLEASE,

EXCUSE ME,

SORRY,

THANK YOU,

PARDON ME.

We were taught that when we want something and we use the magic words, we'll get what we need

Well, in the case of manipulative psychology, the magic word is 'BECAUSE'.

Most of the time, when we directly ask people for things that we want from them we don't get them. They still won't answer you no matter the number of times you ask them. But when you use the word "because", they respond the way you want them to.

For instance, there's only one last seat on the bus and your neighbor is just one step away from it and about to enter. Then, you asked him in this manner: "Can I take the seat?" As expected, he will probably say no. But if you asked him in this way: "Can I take the seat because I need to get to the hospital as soon as I can?" This will definitely work for you as you wanted.

This will also be very useful in establishing a relationship. You can ask a girl to go on a date with you because you want to share a nice time with her.

4. Use reverse psychology

By using this technique, you can motivate someone to do what you want them to do by telling them to do the opposite of it. With this, you can easily get your target off guard.

What you are trying to do here is to state what you really want indirectly and use it to trigger them to want to prove you wrong. You need to be very careful so that you don't get caught or else you might lose their trust.

'I'm very sure you won't arrive at the party before 2pm, I'll have left before you even arrive'.

With such a statement, you know that you won't leave before your friend arrives but you are trying to stimulate him to get to the party before 2pm by reversing it on him. You are already controlling your friend to get to the party before 2pm. He does not realize this because all he is bothered about is to prove your prediction wrong.

With this technique, you are in control of the situation. All you have to do now is to be very confident and go with the flow. In situations whereby it doesn't work out, try to change tactics and try again. Never give up easily.

To establish a connection with another person, there are different ways to go about it.

The first thing to do is to communicate. This could be in form of verbal or non-verbal forms. Verbal communication involves directly conversing with them while non-verbal communication could be in form of a wink or making an eye contact with them.

The next thing is to establish a rapport with them. This involves trying to establish an immediate connection with them at a subconscious level. Though, such connection is very strong enough to make the other person think that there is something special about you that interests them and is worth going after.

A quick way to establish an instant rapport is to say something like: 'You strike me like someone I have known for years!'

When communicating with others, you should try to come up with areas that the other person can find it easy to connect with you.

Have you ever wondered how old couples are able to keep their marriage for many years? Have also imagined how they are able to keep the fire burning even after several years? Well, the thing is that you have to understand the process of connecting with someone to be able to understand the married couple.

Imagine that the old couples are alone. What exactly do they do to create a connection? Is it verbal or non-verbal?

Let's try to figure it out. I'm sure you must have seen two people out on a date at a beach or at a restaurant. How do they relate? What do they do? Is it all full of smiles? Or eye contacts? Do they lean towards each other? Or even mimic each other's posture?

Obviously, they are trying to create a connection with each other. You can also connect with someone you like in the same way when you are together. It is normal for people to connect with those that they think also feel the same way they do. By trying to match or mirror the other person's character, there's a very high possibility of establishing a strong connection with them. With such established connections, one thing can lead to another.

In order to make reference to memorable times, some people harbour feelings just to remember the good times. They do this because it makes them feel better about themselves.

Reminiscing the good times when you were with a loved one on a beach can bring smiles to your face. Now, try it out.

-Assume a comfortable position and close your eyes and imagining the day you were in a loved one.

-Put yourself back to that day and try to relive it as it happened.

-Make the picture clearer and the sounds louder

-Make out a word that describes the day and how you really felt.

-Do something physically to help you recall the experience.

-By now, the feeling will start flowing in.

-Now, relax and try to enjoy it as if it is real.

-For you to relive the moment and bring back the feeling whenever you want to, repeat the process and bring back the feelings. You can also attach the feelings and moment to another person. Do you know that people can also stimulate our emotions to make us feel either good or bad? Yes, they have the power to do so and you can also do the same. All you need to do is to set up the right situation and make them know how special you find those moments you spend with them. How can you achieve that?

1. Go out and reach out to someone that you'll like to know better.

2. Try to reflect and match up their behavior.

3. Now, tap gently on the person's shoulder or arm.

4. The next time you meet up, try to recall memories and replay your feelings. Repeat the same thing that you did earlier.

5. With that, the gentle tap on the person's shoulder will become the meeting point for both of your feelings. It will serve as a reminder of the warm feelings created when you both met.

The other person will immediately connect with you the next time you meet since you've successfully stimulated the good feelings in her mind. If it turns out that touching the person doesn't feel very comfortable, you can still convince them to think you have a wonderful personality just by talking to them.

With hypnosis, a means of communication that creates a link between the conscious mind and the subconscious mind, you can manipulate another person. The amazing thing here is that hypnotics seem to treat this as just an ordinary casual conversation. For you, the control of the situation lies in your hands and you can also get people to do what you want.

Do you remember the word "Because"? The magic word? Actually, it is a part of a method also

known as covert hypnosis.

Covert hypnosis is a hidden method of persuasion that is subtle and powerful. It consists of the following:

Giving out your order, Applying the magic word and Saying what you want

Here's an example; "Stay with me (order) because (magic word) I want to get to know you better (reason). "Give me a hug (order) because (magic word) I want to feel your embrace (reason)."

With this technique, you are able to express yourself without asking questions. You can also substitute your request with a command to help put you in control of the situation. By applying the magic word, followed by a statement stating what you want the person to do will leave them with no choice.

With this form of covert hypnosis, you can manipulate people into doing what you really want them to do. It will also be possible for you to play with their imagination using this tactic and they won't even notice what you are doing to them.

Though, you have to be subtle when doing this. That means; you should do it without them noticing what you are doing. Take control of their thoughts and minds as you create the scene you want them to see in it. Under covert hypnosis, there are still other methods you can use to have full access to their minds with the following tactics:

Make up a story

With this technique, you make up stories about an imaginary friend. You keep talking to the other person about this imaginary friend and you share experiences relating to this same friend. The person begins to imagine things about this your 'friend'. Now, you are subtly getting into their head and you are making them see the things you want them to see.

Now, imagine that you bumped into someone at a party. The person is the type of person you'll like to know more. You'll like to meet up with the person later in a relaxed atmosphere. You can strike a conversation with the person and say:

"You know this may sound unbelievable, but my friend Joe met his life partner in this same place. She had a nice figure and a lovely dimple that drove him crazy. After they met here, they went on a romantic date, and just like they say, the rest is history."

What do you expect the person to think? Well, the person will start thinking about all you just said and start imagining they were in such situation. Now, you have directed their mind to where you want it to be. Take advantage of this opportunity and ask her to go on a date with you. You'll be so surprised how this will work for you.

Create a switch

By using this technique, you can easily switch the attention from you to the other person. With this, you can get into the person's mind and take control of it making them think about those things you want them to think about.

Start off your conversation with the words "I said that" or "You know when you do this".

Now, tell the other person to imagine themselves in a particular situation you will describe to them. They'll be forced to stop and think, thereby putting their mind in the direction you want it to be. By describing the situation to them, you'll effectively influence their thoughts and take control.

Referring to the situation earlier at the party. While having the conversation, you should start create a switch like this:

'There are some times in life when 'you' meet someone new and 'you' just know 'you' have to get closer to them and know them better'. Knowing that you must have found yourself in similar situations. It could really be fascinating how you can meet people in odd places and be together afterwards."

By creating the switch with the 'you', the person will be forced to imagine the scene. This will make you control the person's mind in the direction you want.

Using a simile

Making comparison of one thing with another thing to place emphasis on a description is typical of the figure of speech, simile. Using the words 'as' and 'like', comparison is usually made. Now we are going to use this technique to create a scene in someone's mind.

You can use the simile to connect two different things with confidence, thereby directing the person's mind towards imagining what you want them to imagine. You also remember to use the pronoun 'you' in place of 'I'.

CHAPTER TWELVE

LEARNING THE COMMON TERMS

Some of the terms used in various methods of manipulating people include:

Nagging

This is a strategy whereby someone makes a deliberate compliment or remark to undermine their confidence, thereby making them feel insecure and confused. You can easily get someone out of their mind and convince them to do what you want. Pozzing is the opposite of nagging and a positive compliment is used instead.

Neghit

Neghit is the short form for 'negative hit'. It is the act of reducing someone's attractive and best features in such a way that it does not appear insulting. When used effectively and properly, you can easily get what you want.

Picked Up Artist

Picked Up Artist, also known as PUA, is used to describe men whose seducing women. They are masters in the art of picking up women easily using different tricks.

Alpha Male of the Group

Also known as AMOG, is used to describe a man that everyone thinks is cool headed and is always the center of attraction in the group.

Sarging

Sarging refers to the act of hanging around any place where members of the opposite sex are.

Super Hot Babe 11

With the acronym SHB11, it is used to describe a girl that is so stunning and can be rated on a beauty scale of 10 as 11 out of 10.

Indicator of Interest

Also known as, IOI. It is the signal a girl gives off to hint you that they are interested in you. Such signals include flicking their hair, laughing at your jokes, excessive smiling, etc.

Last Minute Resistance

Known as LMR. This is when a woman puts up a form of resistance right before a kiss or sex because she is having second thoughts about it.

Average Frustrated Guy

Average Frustrated Guy, AFG, is a term used to describe a guy who lacks enough skill and confidence when it comes to approaching women. Such guys are often 'friend zoned' because they act like slaves to women.

Congratulations! You've come this far after learning so much about manipulation, initiating a conversation and taking control. Now, it's time for you to go out there confidently, boldly and never give up. Always remember that you have to be in control of yourself in order to be in control of other people.

Never hold back and always take control of the situation. Believe in yourself as you apply all the techniques you've learnt so far. Now, go out there and shine like the star that you are.

Wish you luck as you take control!

