**Personality Psychology**

MANIPULATION. THE EFFECT ON A PERSON

Probably every one of you at least once in your life has succumbed to manipulation or manipulated people yourself without fully realizing it. And you know, this is probably a normal phenomenon, because it would be too easy to live without manipulation. After studying this informative, psychological article you will understand what kinds of manipulation exist, how to recognize and resist manipulation, what features a manipulator has, what are the dangers of manipulation and learn to read people like an open book.

Manipulator is equal to the most virtuoso skill to play on the "strings of the soul. He very skillfully and covertly manages the behavior of a person for his own benefit. Manipulator often consciously applies deceptive tricks in order to neutralize or subdue the will of the victim, but not less often does it unconsciously, because manipulation of such people has already entered into a lifestyle and it is very difficult to correct. People who achieve their goals "by the tenth road," at the expense and often to the detriment of others, in fact, are called manipulators. As a rule, such people do not advertise their true intentions, so the unsuspecting victim needs time to realize what is happening and to regain control over his own mind. Very similar to hypnosis, isn't it?

Let's talk about the fears of manipulators. These people are very afraid of making a mistake, of "screwing up," because according to their schemes, defeating the victim is the main thing, and they do not know how to lose with dignity. Who would like to lose at their own game? In fact, manipulation is very dangerous to the human mind. "With what?" - you ask. And I'll answer: under the influence of the manipulator, the victim's self-esteem falls rapidly, and instead of favorable plans for the future and pleasant memories, a total confusion and turmoil, a festival of negative emotions: guilt, anxiety, love, anger, fear, despair, hope lurks in the soul. It is all unstable, and the victim in this whirlwind of emotions sees neither himself, nor his partner, nor the future, nor even the present. The poison of the manipulator completely disorients the person. The manipulator forces the object of manipulation to his point of view, to do something, to feel something - forcibly. It is threats, pressure of authority, emotional attack, physical violence, guilt pressure, etc. In such cases, the role of the manipulator is very similar to that of a "enforcer.

The most popular tactic to manipulate the mind of the opponent is the so-called - mirroring. During communication, the manipulator copies the style and tempo of his interlocutor's speech, adopts the same posture, reproduces facial expressions and gestures. This is meant to divert the attention of the victim, to convince him/her that the manipulator is one of his/her own people and can be trusted. But manipulation has two sides of the coin, and the second side of the coin is silence, ignoring the victim.