

PERSONALITY PSYCHOLOGY

MANIPULATION. INFLUENCE ON A PERSON

Probably each of you at least once in your life succumbed to manipulation or manipulated people yourself, without fully realizing it. And you know, this is probably a normal phenomenon, because without manipulation it would be too easy to live. After studying this informative, psychological article, you will understand what types of manipulation exist, how to recognize manipulation and resist it, what features a manipulator has, what is dangerous about manipulation and learn to read people like an open book. The manipulator is equal to the most virtuoso master of the game on the "strings of the soul". He very skillfully and **secretly controls human behavior for his own benefit**. The manipulator often consciously uses deceptive tricks in order to neutralize or subjugate the will of the victim, but no less often does it unconsciously, since manipulation has already entered the lifestyle of such people and it is very difficult to fix it. People who achieve their goals on the "tenth road", at the expense of others and often to their detriment, 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 regain control of his own mind.

It's very similar to hypnosis, isn't it?

Let's talk about **the fears of manipulators**. These people are very afraid to make a mistake, to "pierce", because according to their plans, victory over the victim is the main thing, they do not know how to lose with dignity. Who likes to lose at their own game?

In fact, **manipulation is very dangerous for the human mind**. "How?" - you ask. And I will answer: under the influence of the manipulator, the victim's self-esteem is rapidly falling, and in the soul, instead of favorable plans for the future and pleasant memories, there is complete confusion and confusion, a festival of negative emotions: guilt, anxiety, love, anger, fear, despair, hope. This is all unstable, and the victim in this whirlwind of emotions does not see himself, or his partner, or the future, or even the present at all. The poison of the manipulator completely disorients the person. The manipulator forces the object of manipulation to his point of view, the commission of any action, the emergence of any feeling - by force. These are threats, pressure by authority, emotional attack, physical violence, pressure on feelings of guilt, etc. In such cases, the role of the manipulator is very similar to the "silovik".

The most **common tactic of manipulating** the opponent's mind is the so-called **mirroring**. In the process of communication, the manipulator copies the style and pace of the interlocutor's speech, assumes the same posture, reproduces facial expressions and gestures. This method is designed to weaken the attention of the victim, to convince her that the manipulator is his own person and can be trusted. But manipulation has two sides of the coin, and the second of them is silence, ignoring the victim. **The silent manipulator** is just as terrible a manipulator as the one that manifests itself in communication. This species does not want to enter into a dialogue. It is easier for him to show the whole world that he was offended, that his desires, supposedly, are of no interest to anyone. But his main goal is to achieve what he wants, even if for this it is necessary to form a sense of guilt among loved ones. Just like conflict, this system works no less effectively.

Why does a person become a manipulator? Let's figure it out. A person is not born a manipulator, these are all the consequences of certain life moments and situations. The first sign of playing with the human mind is masking your true emotions. The manipulator least of all wants that at least someone, even the person closest to him, learns about his feelings hidden in the very depths of his soul. He treats all his affairs as boring duties that need to be

got rid of as soon as possible. Such a person does not know how to enjoy life and catch moments of happiness or experience strong feelings. His consciousness is convinced that the time for fun and pleasure, for development and learning is childhood and youth. Upon reaching the "mature" age, he refuses to live and sinks into dullness and routine, not even trying to change something and comprehend the meaning of his existence. The manipulator, in fact, is a very closed person, with his own spiritual wounds, who needs serious psychological help. He is not able to appreciate himself as he is, he feels forever misunderstood, unrecognized and underestimated, explaining the cause of his misfortune by his past unfavorable experience, and enjoys his own suffering.



How do you recognize manipulation and resist it? So: Now I will tell you about the simplest and most common phrases used by manipulators:

- "Why are your hands trembling? **Are you afraid?**
- "Why don't you look at me? **Are you ashamed to look in the eyes?»**
 - "Why are you constantly kicking your leg? **Are you nervous?»**
 - "You always sit in a closed position"
 - "Look what you did to me!"
 - "If not for you, everything would be different!"
 - "It's hard to answer, isn't it?"
 - "I'm a client, so I'm always right and you have to do as I say!"
 - "Did you think well about the consequences?"

Likewise, for example: "Could you give up your seat, please?" - this is a request, but "I could have given up my seat to the old grandmother!" is an example of manipulation. And there are a lot of such phrases, they cannot be counted.

How do you know if you are under the influence of a manipulator? If you suspect that you have become a victim of manipulation by the environment, check for signs such as:

1. Irrational guilt;
2. Fear of not meeting someone's expectations;
3. Anxiety about something that hasn't happened yet;
4. Fear of the negative consequences invented by the manipulator;
5. Feeling like you and your work doesn't matter.

If you feel such feelings, then most likely you are being actively manipulated and you need to get rid of this as soon as possible, because at best, living under manipulation, you will become a very closed, drooping and lonely person. Therefore, so that you never come to such sad consequences, we will figure out how to avoid falling under the influence of a manipulator. **There are several ways to get around the game on the strings of your soul:**

- Get rid of the cause of manipulation.** A person can provide you with a free service, for example, get you a job or give you money in a difficult life situation. And then start periodically reminding about it, casually, asking you to complete small tasks. For example, fill out the report for me, replace me at work, stay after the shift, help me with the assignment. In such a situation, it is necessary to neutralize the manipulator and deprive him of his main goal - return the money that you were given, find another job, stop communicating with such a person.
- Redirect your attention to the manipulator.** Does your colleague love to put pressure on pity, ingratiate himself and then transfer his responsibilities to you? At this point, he least of all expects the same actions from you. The simpler, more specific and more confident your answer is, the faster you will unsettle the manipulator. When asked to fill out a report, ask if your colleague can write one contract for you.
- Address by name.** According to research, people become friendlier when they are called by it in the process of communication. Ask the manipulator what he likes to be called: Konstantin or Kostya? Use his name more often in appeals and, perhaps, the interlocutor will like you and turn his attention to someone else.
- Don't let me generalize from one fact.** Often manipulators take one situation out of context and claim that you do it all the time. For example, the boss may accuse you of constantly being late in submitting reports, although you were late for the second time in half a year, which in no way can mean constant lateness. So calmly and confidently ask for an example of the last time you missed a deadline.
- Repeat your thought.** If you feel that the manipulator does not meet you and begins to put even more pressure, then clearly repeat the same thought. For example, a wife says to her husband, "You don't hear me at all, I no longer have any strength." This is worth answering "I'm ready to listen to you again." You need to repeat this phrase several times until the meaning reaches the manipulator. Silence will definitely not help here, so never let pressure on pity.
- Look directly into your eyes while talking.** This is perhaps one of the main ways to deactivate the villain. When the manipulator starts trying to push you and push you, look him straight in the eye to confuse him. Answer confidently and calmly, do not leave him the opportunity to object. I assure you, it works with a bang.

To force a person to perform certain actions, many people very often use manipulation in their work and personal lives. Sometimes this is even beneficial, but in most cases the manipulator acts in his own interests, devaluing the interests of his victims. Therefore, it is

important to be able to recognize manipulation techniques in order to protect yourself in unpleasant situations.



What are the types of manipulative schemes?

- **Passive.** The manipulator pretends to be helpless and lethargic. Deliberately demonstrates his weakness. Gives pity.
- **Active.** The manipulator tries to control the minds of people through active actions such as threats, blackmail, demands.
- **Competitor.** The manipulator sees life as a constant tournament. Challenges and does not allow you to leave the game for a minute.
- **Indifferent.** The manipulator plays indifference, tries to leave, to distance himself from contacts. He demonstrates that he is no longer interested in anything and the outcome of the case is completely unimportant to him, while it is perfectly clear that he is offended.

I am almost sure that you are interested in learning about the types of manipulation in order to be fully armed in front of the manipulator and be able to competently and clearly resist the opponent's nasty behavior. And so, we analyze the **types of manipulations:**

First: pressure on guilt. One way or another, since childhood, you have come across such manipulation. "Here you will bring your mother to a heart attack!" your grandmother shouted after you. Or the father was indignant at the unkempt bed: "Aren't you ashamed?" And, of course, how could it be without remarks about grades brought from school and comments in red paste in the diary. You've grown up a long time ago, but these guilt pressures haunt you to this day. For some reason, you suddenly began to "earn little", not like others. For no reason, for no reason, it became clear to everyone that you are a bad parent, since the child is naughty in the yard. The manipulator actually puts on the mask of an innocent lamb and a victim, and does not even try to understand the situation, instantly blaming.

What to do in such a situation? Stand your ground, stick to your line. In a very difficult situation, turn to a psychotherapist who will help you get out of this deep hole dug since childhood.

Second: gaslighting. I think few people have heard this term, but everyone has definitely come across it. This is an almost imperceptible, very subtle manipulation based on the phrase "Yes, it seems to you! I'm telling you right!" For example, it only **seems** to you that your opponent is not punctual, and **you** do not know how to correctly set the time of the meeting. It only **seems** to you that your partner is flirting with an accountant, in fact, the fact that **you** pay little attention to your partner is to blame.

What to do in such a situation? In a gaslighting situation, it is worth keeping your own diary, with a full description of the situations and connecting a second, adequate person with common sense to the analysis of everything that happens, so that he can see the situation from the outside and correctly assess it. You should also record the dialogue with the gaslighter on the recorder, or if this is correspondence, then screen it so that you have one hundred percent evidence.

Third: projecting yourself onto others. Naturally, attributing to others their "qualities" is the favorite pastime of manipulators. In this way they deprive themselves, but slander others. "You don't understand anything about the matter, so they ruined it," although the colleague had the last word.

What to do in this situation? It's you who envy someone else's success, you gossip and behave like a traditional villain from Disney cartoons. Oh, prepare all your strength! Bringing such people to clean water will have to be oh how not easy. But having collected all the evidence of his dirty deeds, then the game will be in your hands. Here, as in the previous form, the collection of correspondence and the recording of telephone conversations work.

Fourth: pulling out of context. Think about it, you and your colleagues, discussing a new project, said that most likely, if you do not redo the presentation, disaster will not be avoided. But literally 10 minutes later you are called on the carpet to the management for interrogation. After all, the boss was informed that you allegedly called the entire project a disaster ... This is how this manipulation scheme works. Just a bright, negatively colored word is enough - and that's it, the manipulator has everything.

How to proceed? In any case, you will have to prove that you did not mean at all what you reported to the authorities. And for this you need to remember exactly what, when and to whom you said. Be sure to enlist an objective witness to confirm the veracity of your words.

Fifth: weak. This is a very common type of manipulation, typical not only for offices and work. It is found in companies of friends, in family relationships, among close relatives. "Yes, it's just weak for you to go on vacation to Odessa, instead of Turkey," says the manipulator and And in the end, you agree to go where you did not intend to. Or do something that would never have been promised.

What to do and how to be? We'll have to calm down our ardor and refrain from such disputes. Be concrete in your choice and never do something you haven't even thought about. Not counting cases that are affected by world changes. Unfortunately, in our time, a pandemic can destroy all plans, and she doesn't even need to take it lightly.

Sixth: weird jokes. Manipulators often have a very strange sense of humor or none at all. Often behind the mask of strange and suspicious jokes, such people have the devaluation and gaslighting described above up their sleeves. For example, at first they give you a stupid and offensive joke about your appearance, age, or your other features. And when you get upset, offended, or trying to stop the stream of this slurred and stupid sarcasm with a touch

of childhood, your toxic comrade says: "Are you offended? It's just a joke! Don't you have a sense of humor?"

How to adequately get out of this situation? In such situations, you need to be able to confidently and directly say: "With a sense of humor, everything is fine with me. That's why I'm saying it was the most disgusting joke I've ever heard." After a few repetitions of this phrase, your "humorist" will calm down his stand-up talents and stop shooting barbed phrases.

Seventh: deviating from the topic. When the manipulator is pressed against the wall with solid evidence and asked to explain his behavior, what is happening, he is usually just trying to get away from the topic. Shifts your attention to other phenomena, to the weather, to the crooked paint on the road markings, or throws a phrase like: "I can't explain it now. Let's do it later?". But as we all perfectly understand, this "later" will never come. The manipulator has one more, always working phrase in reserve: "I can't explain it now, you won't understand me."

How to get out of the water dry in this case? When communicating with such a person, try to convey and continue to insist on a clear justification for his words and actions. Argument that any pro can easily and simply explain anything to a beginner. And if he can't, then he's not such a pro after all. And as soon as your toxic buddy jumps off the topic, you immediately become a bore, bringing him back to the main issues over and over again.



What do you think about all this? Analyze your life, perhaps you are a victim of a manipulator, or vice versa, you are doing everything so as not to fall into the ruthless clutches of a manipulator.

Get rid of the toxic people in your life and live life to the fullest!

Control.

Destructive people seek to control you by any means. They isolate you from adequate society, manage your finances and social circle, and control absolutely every aspect of your life. But the most powerful tool in their arsenal is playing on your feelings. And from the material above, you learned how to re-roll their game from your hand and block all available manipulator moves.

This is why narcissists and sociopaths create conflict situations out of nothing, just to make you feel unstable and insecure. That is why they constantly argue over trifles and get angry over the most petty things. That is why they become emotionally withdrawn, and later rush to idealize you again, as soon as they feel that they are losing control. That is why they fluctuate between their true and false essences, and you, in turn, never feel psychologically safe, because you cannot understand what your partner really is and how to relate to him.



The more power they have over your emotions, the more difficult it will be for you to trust your feelings and realize that you have been the victim of psychological abuse. By learning manipulative techniques and how they destroy your self-confidence, you can understand what you are facing and at least try to regain control over your own life and stay away from destructive people, narcissists, toxic people.

Isolate yourself from such a society and behave with dignity with manipulators!