

## Psychology of Personality

### Manipulation. Influence on a person

Probably each 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. By studying this informative, psychological article you will understand what kinds of manipulation exist, how to recognize and resist manipulation, what are the characteristics of the manipulator, the dangers of manipulation and learn how to read people as 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 don't 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 the "enforcer".

The most popular tactic for manipulating the mind of an opponent is 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. The silent manipulator is just as terrible a manipulator as the one who shows himself in communication. This kind does not want to engage in dialogue. It is easier for him to show the whole world that he was offended, that his wishes, supposedly, no one is interested. But his main goal is to get what he wants, even if he has to form a feeling of guilt in those close to him to do so. Just like conflict, this system works just as effectively.

So why does a person become a manipulator? Let's get to the bottom of it. A person is not born a manipulator, it's all a consequence of certain life moments and situations. The first sign of playing

with the human mind is masking one's true emotions. A manipulator wants less than anything else in the world for anyone, even the person closest to him, to find out about his feelings hidden in the very depths of his soul. He treats all his affairs as boring duties, which must 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 mind is convinced that the time for fun and pleasure, for development and learning is childhood and adolescence. When he reaches "adulthood," he gives up on life and drowns in grayness and ordinariness, not even trying to change anything and comprehend the meaning of his existence. The manipulator is actually a very closed person, with his own wounds of mind, who needs serious psychological help. He is unable to appreciate himself for who he is, he feels perpetually misunderstood, unrecognized and unappreciated, explaining the cause of his unhappiness by his past unfavorable experiences, and revels in his own misery.

So how do you recognize and resist manipulation? So: I'm going to tell you about the simplest and most common phrases used by manipulators:

- "Why are your hands shaking? Are you afraid?"
- "Why aren't you looking at me? Are you ashamed to look me in the eye?"
- "Why do you keep wiggling your leg? Are you nervous?"
- "You sit in a closed pose all the time."
- "Look what you did to me!"
- "If it weren't for you, things would be different!"
- "Hard to answer, isn't it?"
- "I'm the customer, so I'm always right and you have to do as I say!"
- "Have you thought carefully about the consequences?"

Similarly, for example: "Could you give way, please?" - is a request, and "You might as well give up your seat to your old grandmother!" - is an example of manipulation. And there are lots and lots of these phrases, they can not be counted.

How do you recognize that you are under the influence of a manipulator? If you suspect that you are a victim of manipulation from the environment, check your signs such as:

- Irrational guilt;
- Fear of not living up to someone's expectations;
- Anxiety over something that hasn't happened yet;
- Fear of negative consequences invented by the manipulator;
- Feeling that you and your work don't matter.

If you feel these feelings, then most likely you are being actively manipulated and you need to get rid of it as soon as possible, because at best, living under manipulation, you will become a very withdrawn, depressed and lonely person. So that you by no means come to such unfortunate consequences, let's look at how to avoid falling under the influence of the manipulator. There are several ways to bypass playing on the strings of your soul:

- Get rid of the cause of the manipulation. The person may do you a gratuitous favor, such as getting you a job or giving you money in a difficult life situation. And then start reminding you about it periodically, in passing, asking you to do small tasks. For example, fill out a report for me, to replace me at work, stay after the shift, help me with the task. In such a situation it is necessary to disarm the manipulator and deprive him of his main goal - return the money you were given, find another job, stop communicating with such a person.
- Redirect your attention to the manipulator. Does your coworker love to pity you, rub your trust in you and then shift his responsibilities to you? This is the moment he least expects you to do the same. The simpler, more specific and confident will be your answer, the faster you knock the manipulator out of the rut. When asked to fill out a report, ask if your colleague can draw up one contract for you.
- Address by name. According to research, people become friendlier when they are called by their name exactly as they communicate. Ask the manipulator how he likes to be called: Constantine or Kostya? Use his name more often, and maybe the interlocutor will penetrate to you and switch his attention to someone else.
- Do not allow generalizations to be made on one fact. Often manipulators will take one situation out of context and claim that you do this all the time. For example, your boss may accuse you of being constantly late with your reports, even though you are late for the second time in half a year, which can in no way mean that you are constantly late. So calmly and confidently ask for an example of the last time you were late.
- Repeat your point. If you feel that the manipulator does not go along with you and starts pushing even more, then clearly repeat the same thought. For example, a wife says to her husband "you can't hear me at all, I don't have any more power". This should be answered by "I'm ready to listen to you one more time". This phrase should be repeated several times, until the meaning comes to the manipulator. Silence is certainly not helpful here, so never let the pressure to pity.
- During the conversation, look straight in the eyes. This is probably one of the main ways to deactivate the villain. When the manipulator starts trying to pressure you and insist on his own, look him straight in the eye to throw him off. Answer confidently and calmly, leaving him no room for objection. I assure you, it works like a charm.

To get a person to do certain things, many people very often use manipulation in their work or personal life. Sometimes it is even beneficial, but in most cases the manipulator acts in his own interest, devaluing the interests of his victims. Therefore, it is important to be able to recognize the techniques of manipulation to protect yourself in unpleasant situations.

What types of manipulative schemes exist?

- Passive. The manipulator feigns helplessness and lethargy. Deliberately shows weakness. Pitches pity.
- Active. Manipulator tries to control people's minds through active actions, such as threats, blackmail, demands.
- Competitive. Manipulator sees life as a constant tournament. Challenges and does not allow one to leave the game for a moment.

- Indifferent. Manipulator plays indifferent, tries to walk away, withdraws from contact. Demonstrates that he is no longer interested in anything and the outcome of the case is completely unimportant to him, while it is clearly visible that he is offended.

I'm pretty sure that you are interested in learning about the types of manipulation, so that before the manipulator to be fully armed and be able to competently and clearly confront the ugly behavior of the opponent. And so, let's break down the types of manipulation:

First: the pressure of guilt. One way or another since childhood, you're faced with this kind of manipulation. "You're going to give your mother a heart attack!" - shouted your grandmother after you. Or your father resented the untidy bed: "Aren't you ashamed? And, of course, without the remarks about the marks you brought from school and the remarks in the diary with red paste. You have long grown up, but such pressures of guilt haunt you to this day. For some reason you suddenly became a "low earner," not like the others. All of a sudden it became clear to everyone that you are a bad parent because your child is naughty in the yard. The manipulator actually puts on the mask of an innocent sheep and a victim, and doesn't even try to understand the situation, instantly blaming you.

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

Second: gaslighting. I think few people have heard the term, but certainly everyone has encountered it. It is almost invisible, very subtle manipulation, based on the phrase, "You think so! I'm telling you for sure!". For example, you only think that your opponent is unpunctuated, and you don't know how to schedule an appointment correctly. You only think your partner is flirting with the accountant, in fact, it's all your fault for not paying enough attention to your partner.

What to do in this situation? In a gaslighting situation you should keep your own diary, with a full description of the situations and to connect to the analysis of all what is happening a second, adequate person with common sense, so he can see the situation from the outside and correctly assess it. You should also record the dialogue with the gaslighter, or if it is a correspondence, a screenshot, so you have a hundred percent proof.

Third: Projecting yourself onto others. Naturally, attributing your "qualities" to others is a favorite pastime of manipulators. In this way they deprive themselves, but stigmatize others. "It was you who did not understand the case, so it screwed up," although the last word was a colleague.

What to do in this situation? You are the one who is jealous of someone else's success, you gossip and act like a traditional Disney cartoon villain. Oh, get all your powers ready! Vyvodit such people in the clear will not be easy. But after collecting all the evidence of his dirty deeds, the game will be in your hands. Here, as well as in the previous form of collection of correspondence and recording of phone calls.

Fourth: taking things out of context. Think about it: you and your colleagues were discussing a new project, and you said that if you don't redo the presentation, it will probably be a disaster. But just 10 minutes later you are called to the carpet to the management for questioning. After all, the boss was informed that you had allegedly called the whole project a disaster ... This is exactly how this manipulation scheme works. All it takes is a bright, negatively colored word, and that's it, the manipulator has it all.

What should you do? In any case, you have to prove that you didn't mean what you told your boss. And to do this, you need to remember exactly what you said, when and to whom. Be sure to get an objective witness to confirm the veracity of your words.

Fifth: weakness. This is a very common type of manipulation, not only in offices and workplaces. It occurs in the company of friends, in family relationships, and among close relatives. "You just can't go on vacation to Odessa instead of Turkey" - says the manipulator and..... And you end up agreeing to go where you weren't going. Or do something you never would have promised.

What to do and how to be? You have to calm your ardor and refrain from such arguments. Be ironclad in your choices and never do anything you haven't even thought about. Not counting things that are influenced by world changes. Unfortunately, these days all plans can be ruined by a pandemic, and it doesn't even need to be taken lightly.

Sixth: weird jokes. Manipulators' sense of humor is often either very strange or none at all. They often have the devaluation and gaslighting described above up their sleeve behind the mask of strange and suspicious jokes. For example, first you are given a stupid and offensive joke about your appearance, your age, or your other features. And when you become upset, offended, or try to stop the stream of this inarticulate and silly sarcasm with a hint of childhood, your toxic comrade declares: "Why are you offended? It's only a joke! Don't you have a sense of humor?"

So how do you get out of this situation with dignity? In such situations, you need to be able to say confidently and directly, "I have a great sense of humor. That's why I declare, that was the most disgusting joke I've ever heard." After several repetitions of this phrase, your "comedian" will calm down his stand-up talents and stop shooting quippy phrases.

Seventh: Going off-topic. When the manipulator is pressed up against the wall with hard evidence and asked to explain his behavior, what is going on, he usually just tries to avoid the subject. Throws your attention to other phenomena, to the weather, to crooked paint on road markings, or throws in a phrase like, "I can't explain it now. Can we do it later?" But as we are all well aware, that "later" will never come. The manipulator has another, always working phrase in reserve: "I can't explain it now, you won't understand me.

How to get away with it in this case? In dealing with such a person, try to convey and continue to insist on a clear rationale for his words and actions. Argue that any pro can clearly and simply explain to a beginner anything. And if he can't, then he's not such a pro. And as soon as your toxic buddy gets off topic, you immediately become a nuisance, bringing him back to the main issues time and time again.

What do you think about all this? Analyze your life; perhaps you are the victim of a manipulator, or perhaps you are doing everything you can to avoid being manipulated by a ruthless manipulator.

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

Control.

Destructive people want to control you in any way they can. They isolate you from the adequate society, control your finances and social circle, dispose of 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 have learned how to flip their game from your hands and block all of the manipulators' available moves.

This is why narcissists and sociopaths create conflict situations on nothing, just to make you feel unstable and insecure. That's why they constantly argue over little things and get angry over the tiniest of things. That is why they are emotionally withdrawn, and later rush to idealize you again, as soon as they feel that they are losing control. That's why they waver between their true and false

selves, and you, in turn, never feel psychologically safe because you can't understand what your partner is really like and how to relate to them.

The more power they have over your emotions, the harder it will be for you to trust your feelings and realize that you are a victim of psychological abuse. By learning the manipulative techniques and how they destroy your faith in yourself, you can understand what you are up against and at least try to regain control of your own life and stay away from destructive people, narcissists, and toxics.

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