Personality psychology

MANIPULATION. HUMAN INFLUENCE

Probably every one of you has ever been manipulated or manipulated by people without realizing it. And you know, I’m sure that’s normal, because without manipulation, life would be too easy. By studying this cognitive, psychological article you will understand what kinds of manipulations exist, how to recognize manipulation and resist it, what features man-manipulator has, what is dangerous manipulation and learn to read people as an open book.

The manipulator is equal to the most virtuoso master of the game on «strings of the soul». He very skilfully and secretly controls the behavior of a person for his benefit. The manipulator often knowingly uses deceptive tricks to neutralize or subdue the will of the victim, but at least does so unconsciously, as the manipulation of such people has already entered the lifestyle and is very difficult to correct. People who achieve their goals «tenth road», at the expense of others and often to their detriment, and called manipulators. As a rule, such people do not reveal their true intentions, so the unsuspecting victim needs time to realize what is happening and regain control over his own mind.

It’s a lot like hypnosis, isn’t it?

Let’s talk about manipulative fears. These people are very afraid to make a mistake, «to screw up», because according to their plans victory over the victim is the main thing, they do not know how to lose. Who likes to lose their own game?

In fact, manipulation is very dangerous for the human mind. «What?» - ask you. And I will answer: under the influence of the manipulator, the victim’s self-esteem plummets, and in the soul instead of favorable plans for the future and pleasant memories lurk a full of confusion and confusion, a festival of negative emotions: guilt, anxiety, love, anger, Fear, despair, hope. It’s all unstable, and the victim in this whirlwind of emotions sees no self, no partner, no future, not even the present. Manipulator venom completely disorients a person. The manipulator forces the object of the manipulation to his point of view, to commit any act, to the appearance of any feeling - forcibly. These are threats, pressure from authority, emotional attack, physical violence, pressure on guilt, etc. In such cases the role of manipulator is very similar to «silovik».

The most successful tactic of manipulation of the mind of the opponent is, the so-called - mirroring. In the process of communication, the manipulator copies the style and pace of speech of the interlocutor, takes the same pose, reproduces the facial expressions and gestures. This method is designed to weaken the victim’s attention, convince her that the manipulator is his own person and can be trusted. But manipulation has two sides of the coin, and the second is silence, ignoring the victim. The silent manipulator is as scary a manipulator as the one that manifests itself in communication. This kind does not want to engage in dialogue. It’s easier for him to show the world that he’s been hurt, that his wishes don’t matter. But his main goal is to achieve what he wants, even if it requires to form guilt in people close to him. Like conflict, the system is no less efficient.

Why does a person become a manipulator? Let’s figure it out. Man is not born a manipulator, these are the consequences of certain moments and situations. The first sign of playing with the human mind is to disguise your true emotions. The last thing a manipulator wants is for someone, even the person closest to him, to know his feelings, hidden in his heart. He treats all his business like boring duties that need to be eliminated as soon as possible. Such a person can not 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. On reaching the «mature» age from gives up from life and drowns in dullness and mundanity, even without trying to change something and understand the meaning of its existence. The manipulator is, in fact, a very withdrawn person, with his own emotional wounds, who needs serious psychological help. He is unable to appreciate himself as he is, he feels eternally misunderstood, unacknowledged, and unappreciated, explaining the cause of his unhappiness to his past, and he enjoys his own suffering.

How do you recognize and resist manipulation? So, I’m going to tell you about the simplest and most common phrases that manipulators use:

< Why do your hands shake? Are you afraid?»

< Why don’t you look at me? Are you ashamed to look me in the eye?»

< What are you always doing with your foot? Are you nervous?»

< You are always in a closed position»

< «Look what you did to me!»

< If it weren’t for you, things would be different!»

< It’s hard to answer, isn’t it?»

< I am a customer, so I am always right and you must do as I say!»

ː «Have you thought about the consequences?»

Also, for example: «Could you give up a place, please?» - this is a request, and «Could give old grandmother a place!» - is an example of manipulation. And such phrases are very, very many, they cannot be counted.

How do you know you’ve been manipulated? If you suspect you have been manipulated by your surroundings, check yourself for signs such as:

1. Irrational guilt;

2. Fear of not meeting someone’s expectations;

3. Anxiety over what has not yet happened;

4. Fear of imaginary manipulator negative consequences;

5. The feeling that you and your work do not matter.

If you feel such feelings, you are likely to be actively manipulated and get rid of it quickly, because at best, living under manipulation, you will become a very withdrawn, demoralized and lonely person. So that you do not in any way get to such sad consequences, we will understand how to avoid falling under the influence of the manipulator. There are several ways to bypass your soul strings:

 Get rid of the reason for the manipulation. A person can render you a free service, for example, to get a job or give money in a difficult life situation. And then start periodically reminding you, in passing, asking for small tasks. For example, fill out a report for me, replace me at work, stay after shift, help me with my assignment. In such a situation, it is necessary to disable the manipulator and deprive him of his main purpose - return the money, find another job, stop communication with such a person.

 Redirect your attention to the manipulator. Does your colleague like to press for pity, gain trust and then shift his responsibilities to you? It’s the last thing he expects you to do at this point. The simpler, more concrete and more confident your answer, the faster you will knock out the manipulator. When asked to fill out a report, ask if your colleague can draw up one contract for you.

 Contact by name. According to research, people become more friendly when they are called by it in the process of communication. Ask the manipulator if he likes to be called Constantine or Kostya? More often use his name in addresses and perhaps the interlocutor will sympathize with you and turn his attention to someone else.

 Don’t let it generalize into one fact. Manipulators often take one situation out of context and claim that you do it all the time. For example, a supervisor could accuse you of being consistently late on your reports, even though you’re a second time in six months, which can’t be a constant late start. So quietly and confidently ask for an example when you last missed the deadline.

 Repeat your point. If you feel that the manipulator is not going with you to the meeting and begins to push further, then clearly repeat the same idea. For example, the wife says to the husband «you do not hear me at all, I have no more powers». It is worth answering «I am ready to listen to you again». It is necessary to repeat this phrase several times until the meaning comes to the manipulator. Silence won’t help, so don’t ever let the pity get in the way.

 While talking, look directly into the eyes. This is perhaps one of the main ways to deactivate the villain. When the manipulator starts trying to push you and insist, look him in the eye to confuse him. Answer confidently and calmly, do not leave him opportunities for objections. I assure you, it works in «hurray».