Psychology of personality

MANIPULATION. HUMAN INFLUENCE

Probably each of you at least once in your life has succumbed to manipulation or manipulated people themselves, without fully realizing it. And you know, this is probably a normal phenomenon, because without manipulation, life would be too easy. After studying this informative, psychological article you will understand what types of manipulation exist, how to recognize manipulation and resist it, what features have a man-manipulator, what is dangerous manipulation and learn to read people as an open book.

Manipulator is equal to the most virtuoso skillful player on the "strings of the soul". He very skillfully and covertly manages human behavior for his own benefit. Manipulator often consciously applies deceptive tricks in order to neutralize or subjugate the will of the victim, but no less often does it unconsciously, as manipulation in such people have already entered the style of life and correct it is very difficult. People who achieve their goals "tenth way", at the expense of others and often to their detriment, in fact, and 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 over his own mind.

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 "puncture", because according to their plans victory over the victim is the main thing, 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 will answer: under the influence of the manipulator, the victim's self-esteem drops rapidly, and in the soul instead of favorable plans for the future and pleasant memories, there is a complete confusion and turmoil, a festival of negative emotions: guilt, anxiety, love, anger, fear, despair, hope. It is all unstable and the victim in this vortex of emotions sees neither himself, nor his partner, nor the future, nor even the present. The manipulator's poison completely disorients the person. The manipulator forces the object of manipulation to his point of view, to perform any action, to have any feeling - forcibly. These are threats, pressure of authority, emotional attack, physical violence, pressure on the feeling of guilt and others. In such cases, the role of a manipulator is very similar to that of a "strongman".

The most popular tactic of manipulation of the opponent's consciousness is the so-called "mirroring". In the process of communication, the manipulator copies the style and pace of speech of the interlocutor, adopts 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 he can be trusted. But manipulation has two sides of the coin, and the second of them is silence, ignoring the victim. A silent manipulator is just as terrible a manipulator as the one that shows itself in communication. This kind does not want to enter into a dialog. It is easier for him to show the whole world that he was offended, that his desires, allegedly, no one is interested. But his main goal is to achieve what he wants, even if for this it will be necessary to form a sense of guilt in close people. As well as the conflict, this system works no less effectively.

Why does a person become a manipulator? Let us understand. A person is not born a manipulator, it is all the consequences of certain life moments and situations. The first sign of playing with the human mind - masking their true emotions. Manipulator least of all wants anyone, even the closest person to him, to know about his feelings hidden in the depths of his soul. He treats all his affairs as boring duties, from which you need to get 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 adolescence. Upon reaching "mature" age, he gives up on life and sinks into grayness and ordinariness, not even trying to change something and comprehend the meaning of his existence. Manipulator, in fact, is a very closed person, with his own mental wounds, who needs serious psychological help. He's not able toto appreciate himself as he is, he feels eternally misunderstood, unrecognized and unappreciated, attributing the cause of his unhappiness to his past unfavorable experiences, and enjoys his own misery.

So how do we recognize and resist manipulation? So: I will now 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 jerking your leg? Are you nervous?"

- "You sit in a closed posture all the time."

- "Look what you've done to me!"

- "If it wasn't for you, things would be different!"

- "It's hard to answer, isn't it?"

- "I'm the customer, so I'm always right and you're obliged to do as I say!"

- "Have you thought carefully about the consequences?" Also, for example: "Could you give up your seat, please?" - is a request, and "You could have given the old grandmother a seat!" - is an example of manipulation. And there are so many such phrases, you can't count them.

How can you recognize that you have fallen under the influence of a manipulator? If you suspect that you have become a victim of manipulation from the environment, check yourself for signs such as:

1. Irrational guilt;

2. Fear of not living up to someone else's expectations;

3. Anxiety over something that hasn't happened yet;

4. Fear of negative consequences invented by the manipulator;

5. Feeling that you and your work don't matter.

If you feel these feelings, then most likely you are actively manipulated and you need to get rid of it as soon as possible, because in the best case, living under manipulation, you will become a very withdrawn, downcast and lonely person. Therefore, so that you in any case did not reach such sad consequences, we will deal with how to avoid getting under the influence of a manipulator. There are several ways to bypass playing on the strings of your soul:

 Get rid of the cause of manipulation. A person can do you a gratuitous favor, for example, to arrange a job or give you money in a difficult life situation. And then begin to periodically remind you of this, in passing, asking to perform small tasks. For example, fill out a report for me, replace me at work, stay after your shift, help me with a 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. Your colleague loves to press on pity, to rub in trust and after that to shift his duties to you? At this point he least expects fromyou to do the same. The simpler, more specific and more confident your answer is, the faster you will 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 people by their first name. According to studies, people become friendlier when they are called by exactly what they are called when they are socializing. Ask the manipulator how he likes to be called: Konstantin or Kostya? Use his or her name more often in your addresses, and perhaps the interlocutor will be more sympathetic to you and will switch his or her attention to someone else.

 Do not allow generalizing 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 constantly being late to turn in reports, even though you were late for the second time in half a year, which in no way means that you are constantly late. So calmly and confidently ask for an example of the last time you were late on a deadline.

 Repeat your point. If you feel that the manipulator is not going along with you and starts pushing even harder, clearly repeat the same thought. For example, a wife says to her husband "you don't hear me at all, I don't have any more strength". This should be answered with "I am ready to hear you again". Repeat this phrase several times until the meaning does not reach the manipulator. Silence will definitely not help here, so never let pity be pressured.

 During the conversation look directly into 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 your own way, look him straight in the eyes to confuse him. Respond confidently and calmly, leaving him no room for objection. I assure you, this works well. To make a person perform certain actions, many people very often use manipulation in work, personal life. Sometimes it 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 the techniques of manipulation to protect yourself in unpleasant situations.

What are the types of manipulative schemes?

- Passive. The manipulator feigns helplessness and lethargy. Deliberately demonstrates his weakness. Presses for pity.

- Active. The manipulator tries to control people's minds through active actions such as threats, blackmail, demands.

- Competitive. The manipulator sees life as a constant tournament. Challenges and doesn't let you get out of the game for a minute.

- Indifferent. The manipulator plays indifferent, tries to withdraw, withdraw from contact. Demonstrates that he is no longer interested in anything. He is not interested and the outcome of the case is not important to him at all, and it is perfectly visible that he is offended.

I'm almost certain that you are interested to learn about the types of manipulation, so that in front of the manipulator to be fully armed and be able to competently and clearly confront the nasty behavior of the opponent. And so, sort out the types of manipulation:

First: pressure on the feeling of guilt. One way or another since childhood you have faced with such manipulation. "You'll give your mother a heart attack!" - your grandmother would yell after you. Or the father resented not tidy bed: "Aren't you ashamed?". And, of course, how could it be without remarks about the marks brought from school and remarks in red paste in the diary. You have long grown up, but such pressures of guilt haunt you to this day. For some reason you suddenly started to "earn little", not like the others. Out of nowhere it became clear to everyone that you are a bad parent because your child is messing around in the yard. Manipulator actually puts on the mask of an innocent sheep and victim, and does not even try to understand the situation, instantly blaming.

What to do in such a situation? Stand your ground, bend your line. In a very difficult situation to 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 definitely everyone has encountered it. It's an almost imperceptible, very subtle manipulation based on the phrase "It seems to you! I'm telling you!". For example, it only seems to you that your opponent is unpunctual and that you don't know how to schedule a meeting correctly. You only think that your partner is flirting with the accountant, in fact it's all to blame that you pay little attention to your partner.

What to do in this situation? In a situation of gaslaiting should keep your own diary, with a full description of situations and connect to analyze everything that is happening second, adequate person with common sense, so that he could see the situation from the outside and correctly assess it. You should also record the dialog with the gaslighter, or if it is a correspondence, then screen it, so that you have 100% proof. Third: projecting oneself onto others. Naturally, attributing their "qualities" to others is a favorite pastime of manipulators. In this way, they are notorious for themselves, but they stigmatize others. "You don't understand anything about the case, that's why you screwed it up", although the last word was the colleague's.

What do you do in this situation? You're the one who is jealous of someone else's success, you're the one who gossips and acts like a traditional Disney cartoon villain. Oh, prepare all your strength! Bring such people to the clean water will have to be oh so not easy. But having collected all the evidence of his dirty deeds, then the game will be in your hands. Here as well as in the past form works collection of correspondence and recording phone conversations.

Fourth, taking things 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 pass. But literally in 10 minutes you are called on the carpet to the management for questioning. After all, the chief was informed that you allegedly called the whole project a disaster... This is how this manipulation scheme works. All it takes is a bright, negatively colored word - and that's it, the manipulator has got it all.

What to do? In any case, you will have to prove that you did not mean what you reported to the boss. And for this you need to remember exactly what, when and to whom you said. Be sure to get an objective witness to confirm the truthfulness of your words.

Fifth: on weakness. This is a very common type of manipulation, characteristic not only for offices and work. It occurs in groups of friends, in family relationships, among close relatives. "Yes you just weak to go on vacation in Odessa, instead of Turkey" - says the manipulator and..... And you end up agreeing to go where you were not going to go. Or to do something that would never have promised.

What to do and how to be? You will have to calm your ardor and refrain from such arguments. Be ironclad in your choices and never do something you never thought you would do. Don't count cases that are affected by world changes. Unfortunately, these days all plans can be ruined by a pandemic, and it doesn't even need to take a weakness.

Six: Weird Jokes. The sense of humor in manipulators is often either very strange or it is not at all. Often behind the mask of strange andIn the case of suspicious jokes, such people have the devaluation and gaslighting described above up their sleeve. For example, at first you are given a stupid and offensive joke about your appearance, age or your other features. And when you get upset, offended, or try to stop the flow of this inarticulate and silly sarcasm with a childhood flavor, your toxic companion states: "What are you offended by? It's just a joke! Don't you have a sense of humor?"

So how do you come out of this situation with dignity? In such situations, you need to be able to confidently and directly say: "With a sense of humor I have everything fine. That is why I declare, it was the most disgusting joke that I heard." After several repetitions of this phrase, your "humorist" will calm his talents stand-up and stop shooting barbed phrases.

Seventh: departure from the topic. When the manipulator is pinned against the wall with hard evidence and asked to explain his behavior, what happens, he usually just tries to get off topic. Shifts your attention to other phenomena, to the weather, the crooked paint on the road markings, or throws a phrase like, "I can't explain it now. Can we do it later?". But as we all realize, this "later" will never come. The manipulator has one more, always working phrase: "I can't explain it now, you won't understand me".

How to get away with it in such a case? In communication with such a person, try to convey and continue to insist on a clear justification of his words and actions. Argue that any pro can easily and easily 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 bore, bringing him back to the main issues time and time again.