

BASED ON 20 YEARS OF PROFESSIONAL COACHING EXPERIENCE

A Practical Guide for Manipulators to Change Towards the Higher Self



PRESTON NI
COMMUNICATION COACHING

Also by Preston C. Ni

How to Communicate Effectively and Handle Difficult People, 2nd Edition

A Practical Guide for Narcissists to Change Towards the Higher-Self

A Practical Guide for Passive-Aggressives to Change Towards the Higher-Self

How to Let Go of Negative Thoughts and Emotions

Are You Highly Sensitive? How to Gain Immunity, Peace, and Self-Mastery

Are You Too Nice? How to Gain Appreciation and Respect

How to Successfully Handle Narcissists

How to Successfully Handle Manipulative People

How to Successfully Handle Gaslighters and Stop Psychological Bullying

How to Successfully Handle Aggressive, Intimidating, and Controlling People

How to Communicate Effectively with Highly Sensitive People

How to Reduce Anxiety and Increase Certainty in Difficult Situations

Seven Keys to Long-Term Relationship Success

How to Get Over a Breakup – Keys to Healing and Happiness Again

For more information or to purchase, visit www.nipreston.com/publications.

Preston Ni is available as a presenter, workshop instructor, course designer, and private coach. For more information, write to commsuccess@nipreston.com, or visit www.nipreston.com.

Copyright © 2017 Preston C. Ni. All rights reserved worldwide.

No part of this document shall be reproduced in any form whatsoever, stored in a retrieval system, broadcasted, transmitted, or translated into any kind of language, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the express prior written permission from the author. **Report copyright violations to: legal@nipreston.com.**

No responsibility for the loss occasioned to any person acting or refraining from action as a result of the material in this publication can be accepted by the author or publisher. No patent liability is assumed with respect to the use of the information contained herein. The author and publisher assume no responsibility for errors or omissions. Neither is any liability assumed for damages resulting from the use of information contained herein.

“Self-knowledge is the beginning of self-improvement.”

— Baltasar Gracián

*“Your life only gets better when you do. Work on
yourself and the rest will follow.”*

— Source Unknown

Table of Contents

Introduction	6
Five Categories of Psychological Manipulation	7
Becoming Aware of Manipulative Tendencies	11
Negative Consequences of Manipulative Behavior	18
Identifying Possible Origins of Manipulative Behavior	20
Eight Keys for Manipulators to Change Towards the Higher Self	24
Four Major Communication Mistakes to Avoid	38
Four Excellent People Skills to Utilize	45
Seven Ways to Say “No” and Keep Good Relations	54
Appendices: Improving Five Aspects of Emotional Intelligence	56

Appendix A — Changing Negative Rumination about the Past	57
Appendix B — Changing Blame	59
Appendix C — Changing Self-Blame	62
Appendix D — Changing Negative Social Comparison	64
Appendix E — Changing the Fear of Rejection	67
Acknowledgements	69

Introduction

Psychological manipulation can be defined as the exercise of undue influence through mental distortion and emotional exploitation, with the intention to seize power, control, benefits, and privileges at the victim's expense. In our highly competitive and often self-centered society, manipulative-ness is a prevalent and toxic phenomenon, both for the manipulator and the intended target.

Many chronic manipulators eventually pay a steep price, and suffer personal and/or professional setbacks during the course of their lives. However, to the few who are self-aware, there is the unique opportunity to evolve towards the Higher Self, signified by astute self-awareness, dignified actions, conscientious communication, constructive problem-solving, and the capacity to engage in healthy and positive relationships.

Presidential speech writer James Humes wrote: *"The art of communication is the language of leadership."* To rise above the small and under-handed devices of manipulative-ness and practice excellent people and relational skills is truly a sign of developmental maturity. The information contained in this book may show you how.

Five Categories of Psychological Manipulation*

“There are those whose primary ability is to spin wheels of manipulation. It is their second skin and without these spinning wheels, they simply do not know how to function.”

— C. JoyBell C.

As stated in the introduction, psychological manipulation is the exercise of undue influence through mental distortion and emotional exploitation, with the intention to seize power, control, benefits and privileges at the victim’s expense.

It is important to distinguish healthy social influence from psychological manipulation. Healthy social influence occurs between most people, and is part of the give and take of constructive relationships. In psychological manipulation, one person is used for the benefit of another. The manipulator deliberately creates an imbalance of power, and exploits the victim to serve his or her agenda.

*For the purpose of conveying immediacy, the pages in this book are written as if they’re reaching out directly to a manipulator, even if the present reader may not be one.

Before we explore how one can change manipulative behavior for the better, it is useful to recognize common manipulative characteristics. Below are five categories of psychological manipulation. Most of these ploys are designed to exercise undue influence and control, so that the manipulator can get what she or he wants (but at significant cost, which we will discuss in a later section). While some manipulators rely primarily on one or two of the manipulative behaviors listed below, others may employ a variety of deceptive practices, which can change quickly to suit their agenda.

Category One — Negative Manipulation

Purpose: Designed to gain superiority by causing the victim to feel inferior, inadequate, insecure, and/or self-doubt.

Examples: Persistent negative judgment and criticism. Public berating. Shaming or humiliating. Hostile humor. Sarcasm. Negative surprises. Peer pressure. Social exclusion. Silent treatment. Threats to safety and security. Withholding intimacy.

Category Two — Positive Manipulation

Purpose: Designed to bribe the victim emotionally to win favors, concessions, sacrifices, and/or commitments.

Examples: Insincere flattery. Appeal to vanity and ego. Promising professional, social, or romantic acceptance (but with a catch). Fake professional or social closeness. Offering help, support or rewards - with the expectation to “cash in” on disproportionate reciprocation. Promising safety and security after taking them away. Promising positive emotions and rewards after dishing out inappropriate negative treatment.

Category Three — Deception and Intrigue

Purpose: Designed to distort the perception of the victim for easier control.

Examples: Lying. Cheating. Stealing (others’ possessions, resources, or ideas). False promises. Broken agreements. Unethical shortcuts. Unethical advantage. Excuse making. Denying and shifting responsibility. Blaming. Blaming the victim for causing their own victimization. Guilt tripping. Deformation of the truth. Manipulation of data. Mixed messages to keep victim off balance. Strategic disclosure or withholding key information. Exaggeration. Understatement. One-sided bias of issue. Passive-aggression. Backstabbing.

Category Four — Strategic Helplessness

There's more to this excerpt!

Get the entire book at **www.nipreston.com**.

Boost your communication success at **www.nipreston.com** with information on:

- Free resources, articles, and tips
- Private coaching and organizational training
- College courses
- Public workshops
- Information on other books, DVDs, and publications by Preston Ni

Questions and comments? E-mail **commsuccess@nipreston.com**



PRESTON NI
COMMUNICATION COACHING