A Practical Guide for Manipulators to Change Towards the Higher Self
Also by Preston C. Ni

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


**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.


**Category Four — Strategic Helplessness**
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