

Secret Intelligence Service

Room No. 15

(C-I)

THE INTERPERSONAL REQUIREMENTS FOR SUCCESSFUL MANIPULATION OF TARGETS

Successful psychological manipulation primarily involves:

The concealing of aggressive intentions and behaviors.

Knowing the psychological vulnerabilities of the target so to determine which tactics are likely to be the most effective.

Having a sufficient level of ruthlessness to have no qualms whatsoever about causing harm to the target if necessary.

Consequently, the manipulation is likely to be accomplished through covert-aggressive means.

How You Should Control Your Target

The following methods illustrate how successful operatives control their targets

Via positive reinforcement: includes praise, superficial charm, superficial sympathy (crocodile tears), excessive apologizing, money, approval, gifts, attention, facial expressions such as a forced laugh or smile, and public recognition.

Via negative reinforcement: involves removing from a negative situation as a reward.

Via intermittent or partial reinforcement: Partial or intermittent negative reinforcement can create an effective climate of fear and doubt. Partial or intermittent positive reinforcement can encourage the target to persist

Via punishment: includes nagging, yelling, the silent treatment, intimidation, threats, use of expletives, emotional blackmail, the guilt trip, sulking, weeping, and playing the role of victim.

Via traumatic one-trial learning: using verbal abuse, explosive anger, and/or other intimidating behavior so to establish dominance or superiority; even one incident of such behavior can condition or train targets to avoid upsetting, confronting or contradicting the operative (you).

Be Aware of and be Adept at the Following Controlling / Manipulative Techniques

Be a liar: It is difficult to know when a person is lying at the time they do it, although often the truth may be apparent later. Become an expert at the art of lying and cheating, doing it frequently, and often in subtle ways.

Be a liar by omission: This is a very subtle form of lying by withholding a significant amount of the truth. This technique is also used in propaganda, as you are aware.

Engage in denial: Refuse to admit that you have done something/anything wrong.

Engage in rationalization: Make excuses for inappropriate behavior. Rationalization is closely related to spin.

Engage in minimization: This is a type of denial coupled with rationalization. Assert that your behavior is not as harmful or irresponsible as someone else was suggesting, for example; saying that a taunt or insult was merely a joke.

Engage selective inattention or selective attention: Refuse to pay attention to anything that may distract from your agenda, saying things such as, "I don't want to hear it".

Engage in diversion: Do not give a straight answer to a straight question, instead be diversionary, steering the conversation onto another topic.

Engage evasion tactics: Similar to diversion but giving irrelevant, rambling, vague responses.

Engage covert intimidation: Throw the victim onto the defensive by using subtle, indirect or implied threats.

Engage guilt trip: A special kind of intimidation tactic. Suggest that you do not care enough, are too selfish or have it easy. This usually results in the target feeling bad, keeping them in a self-doubting, anxious and submissive position.

Engage in shaming: Use sarcasm and put-downs to increase fear and self-doubt in the victim. Use this tactic to make others feel unworthy and therefore defer to them. Shaming tactics can be very subtle such as a fierce look or glance, unpleasant tone of voice, rhetorical comments, subtle sarcasm. You can make the target feel ashamed for even daring to challenge you. It is an effective way to foster a sense of inadequacy.

Play the target role: Portray yourself as a victim of circumstance or of someone else's behavior in order to gain pity, sympathy or evoke compassion. Caring and conscientious people cannot stand to see anyone suffering and you can play on sympathy quite easily so to get cooperation.

Engage in vilifying the target: More than any other, this tactic is a very powerful means of putting the target on the defensive while simultaneously masking the aggressive intention of yourself. You should falsely accuse the target as being an abuser in response when the target stands up for, or defends themselves or their position.

Engage in performing the servant role: do this by cloaking a self-serving agenda in guise of a service to a more noble cause. For example saying you are acting in a certain way to be obedient to or in service to an authority figure or just doing your job.

Engage in seduction: Use charm, praise, flattery or overt support of others in order to get them to lower their defenses and give their trust and loyalty to you. Offer help with the intent to gain trust and access.

Engage projecting the blame: Scapegoat in often subtle, hard-to-detect ways. Project your thinking onto the target, making the target appear that he/she has done something wrong. Claim that the target is the one who is at fault for believing lies that they were conned into believing (that the target forced you to be deceitful). All blame, except for the part that is used by you to accept false guilt, is done in order to make the target

feel guilty about making their own choices, correct thinking and good behaviors, har, har. You must lie about lying, to re-manipulate the original, less believable story into a more acceptable truth that the target will believe. Project lies as being the truth - a further method of control and manipulation. You should falsely accuse the target as deserving to be treated such a way. Claim that the target is crazy and/or abusive, especially when there is evidence against you.

Engage in feigning innocence: Suggest that any harm done was unintentional or that you did not do something that you were accused of. You may put on a look of surprise or indignation. This tactic makes the target question his or her judgment and possibly his own sanity (which is fine by me, huh).

Engage in feigning confusion: Try to play dumb by pretending you do not know what the target is talking about or be confused about an important issue brought to your attention. This confuses the target in order for the target to doubt his/her own accuracy of perception, often pointing out key elements that you intentionally included in case there was room for doubt. Do not forget that you can have 'cohorts' arranged in advance to help back up your story.

Engage in brandishing anger: Use anger to brandish sufficient emotional intensity and rage to shock the target into submission. You are not actually angry, you are merely acting. Controlled anger is often used as a manipulation tactic to avoid confrontation, to avoid telling the truth or to further hide intent. There are often threats you can use of going to police, or falsely reporting abuses that you intentionally contrived to scare or intimidate the target into submission. Blackmail and other threats of exposure are other forms of controlled anger and manipulation, especially when the target refuses initial requests or suggestions. Anger is also used as a defense so you can avoid telling truths at inconvenient times or circumstances. Anger is often used as a tool or defense to ward off inquiries or suspicion. The target becomes more focused on the anger instead of the manipulation tactic.

Engage the bandwagon effect: comfort the victim into submission by claiming (whether true or false) that many people already have done something, and the target should as well. Include phrases such as "Many people like you ..." or "Everyone does this..." (nb. Such manipulation is seen in peer pressure situations, often occurring in scenarios where attempts are made

to influence into trying illicit drugs or other substances which is not what we are on about).

Susceptibilities You Must Exploit

Addiction to earning the approval and acceptance of others

Low self-reliance

Fear of negative emotion - fear of expressing anger, frustration or disapproval

Lack of assertiveness and ability to say no

Blurry sense of identity (with soft personal boundaries)

You should exploit the following susceptibilities which may exist in targets:

Naïveté - target finds it too hard to accept the idea that some people are cunning, devious and ruthless or is in denial if he or she is being victimized.

Over-conscientiousness - target is too willing to give you the benefit of the doubt and see their side of things in which they blame the victim.

Low self-confidence - target is self-doubting, lacking in confidence and assertiveness, likely to go on the defensive too easily.

Over-intellectualism - target tries too hard to understand and believes the manipulator has some understandable reason to be hurtful.

Emotional dependency - target has a submissive or dependent personality. The more emotionally dependent the target is, the more vulnerable he or she is to being exploited and manipulated.

Do remember to take the time to scope out the characteristics and vulnerabilities of your target.

In addition that vulnerability to the operative (you, my precious darling heart) involves the target being:

Naïve - cannot believe there are any dishonest people in the world. Huh.

Trusting - people who are honest often assume that everyone else is honest. Yeah. They are more likely to commit themselves to people they hardly know without checking credentials, etc., and much less likely to question you.

Dependent - dependent people need to be loved and are therefore gullible and liable to say yes to something to which they ought to say no.

Immature - have impaired judgment and believe the exaggerated claims regarding things offered them.

Impressionable - overly seduced by charm. For example, they will likely buy a product advertised by a smiling and happy mother with her baby telling to go buy a certain washing up liquid, or apply for a credit card.

Lonely - lonely people may accept any offer of human contact. You should offer companionship.

Narcissistic - narcissists are prone to falling for unmerited flattery, so give it (but don't throw up).

Masochistic - lack self-respect and so unconsciously let you take advantage of them. They think they deserve it out of a sense of guilt.

Frugal - cannot say no to a bargain even if they know the reason it is so cheap.

Impulsive - make snap decisions about, for example, to marry the person they meet on the first or second date.

Altruistic - too honest, too fair, too empathetic.

Materialistic - easy prey for credit cards, payday loans, get-rich-quick schemes, etc.

Greedy - the greedy and dishonest are likely to melt in your hands because you can easily entice them to act in an immoral way.

Our Wider Motivations

We can actually own various motivations, including but not limited to:

Our covert agenda

A want and need to feel in control

The need to advance our own purposes and personal gain at virtually any cost to others

A strong need to attain feelings of power and superiority in relationships with others

A desire to gain a feeling of power over others in order to raise their perception of self-esteem

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**'The Interpersonal Requirements for Successful Manipulation of
Targets'**

Adversitate. Custodi. Per Verum