

Secret Intelligence Service

Room No. 15

(C-I)

The Entry into Trust

Trust - to win over, to arrange, to enter into mercy

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While aiming to achieve the same cunning or flattery, it is said that people want to insinuate (creep into) trust.

Each person has their own individual style of behavior, facial expressions, gestures, body posture, tone of voice, a core set of verbal expressions and of course representative system. Everyone has a certain worldview system, perception of external reality and behavior. Knowing these features of the interlocutor, you can enter into his/her confidence while interacting with him/her using the technique of hidden manipulation of the interlocutor - by using the *adjustment* method. The fact is that people come together with others, guided by the principle of things in common. This may be of a mutual interest or a similar worldview, a zodiac sign or profession, liking of facial expressions or a way to express their emotions, and so on and so forth.

People love their own kind and reject what is foreign to them, that is, their being not interested in the other person, with who have nothing in common.

*Tuning* is aimed at achieving the subconscious interlocutor trust (rapport). The technology of building confidence in the subconscious contains the following main components:

- Adjustment to the position
- Adjustment of gestures
- Adjustment to the breath
- Adaptive to it
- Psychological adjustment

Adjustment to the position. The first thing to do is to build rapport - copy the pose of the interlocutor. But it should be done naturally and easily, so the interlocutor is given no impression that his/her body position is being replicated. During the conversation you can several times change the position of the body. Therefore, copying all the changes that occur in the position of his/her body, you need to follow them with a small delay. So adjustment is less visible, can gradually adjust, for example to make a first an inclination of the head, and then adjust the remaining positions.

Adjusting gestures. Gestures - always a signal of any psychological changes in the interlocutor. Clearly making adjustment of the gestures of the interlocutor, you can achieve a deeper level of trust on the part of his/her unconscious.

To gain the trust of the other party, focus on the exact copying of gestures is not necessary, is sufficient to reproduce their general direction. For example, if the person put his/her hand to the forehead, you can remove the imaginary speck from his coat. If the person took and wipes glasses can make manipulation with the handle, which lies in front of you.

Adjusting to the breath. It's hard enough to master and requires long training. Adjusting to the breath means that we begin to breathe with the same depth and intensity, as well as the source. Thus it is better to begin to monitor, either inhalation or exhalation of the person. An important feature of this technique is the ability to use cross-tuning. Inhalation-exhalation does not reflect his/her breath, and movement of body parts, such as tapping a finger on the table. Also, when physiologically difficult to tune to the frequency of respiration of the interlocutor (who breathes too quickly or, conversely, too slowly), it is possible to use a method called *multiple cycles*. This method is not to breathe in sync with each inhalation and exhalation, but passing some cycles, for example to make every second breath to the exhaling of the interlocutor.

The greatest difficulty adjusting to breathing is recognition of how the other person is breathing. Human breath can be heard, it can be seen in the winter steam from breath in the summer - the movement of the nostrils. You can see how to move the chest or abdomen of a woman and a man. It can be hugged, or put his hand on your shoulder and thus enter into a rhythm.

It should be noted, and the aspect of the importance of exhalation. Since we are talking mostly on the exhale, our inner speech is also synchronized with the breath. Therefore, when you adjust to the interlocutor, and breathing will be speaking on his/her exhale, your speech is automatically adjusted to an internal interlocutor rhythm and an increase the effect of the

psychological impact.

Adjusting to it. Adjustment includes adjustment to the tone of voice, speed of speech, and other characteristics of the interlocutor speech, for example the use of their words, verbal predicate.

Theatrical reception

Consider a crushing technique by which you will instantly be able to gain the confidence of the person. This is a great theater reception - the echo. It is the repetition of words and phrases that are used by the interlocutor in his/her speech. These words and the characteristic speed may vary depending on a variety of factors - from the profession, place of residence, occupation, and many others.

What is special about the application of this method? Imagine that you are talking with the owner of a motor boat. If you call the object of his pride, boat, then your chances of getting the boat rental sharply reduced to practical zero. Why? Yes, all because the owner is required to call her a "ship"! And in order to effectively get in touch, you need to speak their language, because otherwise, between you and another person their subconscious barrier will hinder the further development of the conversation.

How to inspire confidence and to liberate the interlocutor communication? Speak in their language. In addition, notice when you speak your language, because it is a professional who is familiar with this technique and wants to come to you in trust and build a good constructive communication and dialogue.

If a person calls his/her home a Chalet, it will not be tolerated if you call it a house, so be careful. In fact, many educators in kindergarten barely tolerate being called carers, because they are pre-school education teachers! Speaking, to notice the jargon that describes the elements of a person of his/her life, and then casually insert them into the conversation.

Psychological adjustment. Such adjustment is implemented via creating a communication space in which you will feel with your companion as part of the whole. At the same time, when it comes to methods of psychological adjustment, you should remember that entering the territory of the maximum importance to the other person and any wrong word or action immediately becomes for you an obstacle to further cooperation with this person.

Adjusting to the emotions. Before the beginning of the impact it is advisable to put yourself in the same emotional state, which is observed in the interlocutor.

Adjustment to the structure of values. The values of the other person - rigidly fixed and define relations to all things in the world. If suddenly manifest a profound dissonance between your values - the person will be completely lost to you. Therefore, you should avoid any statements which are mere estimates in the preparation and implementation of the action. Estimated statement activates the value structure of the source, and this often leads to dissonance.

Adjusting to a representative system. Each person is more developed in one channel of perception. The main ones are: visual, auditory, kinesthetic. The dominance of a channel means that a person receives and processes the information mainly in this form. The dominant perception of the system depends on the tactics of human exposure.

Among the signs of the dominance of the visual channel - live look: his/her eyes are in constant motion, we are fast (the person does not have time to describe the images that arise in his/her mind), in conversation constantly slipping expression: "I see it like this ..." "I saw in it ...", "I look at these things ..." gestures in the upper body. Areas of eye movements: right - up (creation of visual mental images), straight - up (the recollection of visual images), the left - up (the recollection of visual images), straight - forward (figurative imagination from memory or the external world) .

In the course of communicating with as a visual, you should not talk to him/her, "Listen to me," and you must say, "Look." It

should be based on figurative comparisons, talk about the "bright prospects", to support his/her expectation of a "bright future".

Ear canal domination tag - a very pleasant, modulated voice with complex and varied intonations. In a speech is the frequent expression: "I heard ..." "This is the sound of my soul ...", "the melody of life ...", "but I've heard ...", "on hearing ...". These people are very sensitive to the correct phonetic organization of speech, in particular to the emphasis. The direction of movement of eyes: left - side (the memory of the sound images), the left - down (internal dialogue with self).

How to build trust in such a person? It is necessary to pay maximum attention to the intonation of speech (increase or decrease the tone, change in the tone, increase of the volume, switching to whisper), as this will be the main tool to influence.

In the left-hander is the case with the mirror opposite. In addition, there are some individual variations from the general rules, and different times can vary the perception system.

Kinesthetic channel dominance symptom - people operate with such concepts as the feeling: "I feel ...", "I feel about it ..." "Oh, what feelings ...", "I captured this feeling ..." He/she has a good memory for sensations, noticeable care for his/her comfort, selective eating habits, a great love for outdoor recreation. The direction of movement of eyes: straight - down (imagination bodily sensations), the right - side (the creation of internal sounds).

When dealing with the kinesthetic, we need to contribute more descriptions of possible sensations that can occur during the interaction. For example, you often say the phrase "You can feel that ...", "sense of firm conviction." He/she needs to say "how you feel", "Feel", and so on.

When the other does something or says, he/she always subconsciously expects evaluation of their actions. This is a very deep psychological mechanism that is associated with the



fact that our every act should automatically be evaluated by society. With approval, we can push the interlocutor subconsciously toward the formation of his/her confidence in you. By entering into the trust, you must consider the following:

Natural is the desire to establish rapport immediately and in all respects. However, this leads to the fact that your brain is overloaded with information. Rather than follow the thread of the conversation, it will load the brain with such things as the need to avoid evaluative statements, and so on. During a call, it is necessary to talk, not to think about the individual components of how.

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Adversitate. Custodi. Per Verum

