

## The Manipulation Game

### The Manipulation Game Field Guide

#### Introduction:

Welcome to the Manipulation Game.

This is the Manipulation Game Field Guide, a free, easily digestible booklet about the myriad ways that The Manipulation Game can improve your life.

In this Booklet, you will read about four people. You will read about how these people fail when they go about their lives without utilizing The Manipulation Game.

Then, you will learn about the ways that they begin to succeed once they master the key concepts included in *The Manipulation Game Modules*.

This free Field Guide will also outline ten (10) of the most important aspects taught in the *Manipulation Game* and its related modules.

At the end of this Field Guide, you will be presented with exclusive sneak peeks at some of the key concepts underscored and analyzed in *The Manipulation Game* and its related modules.

Once you master the key concepts included in *The Manipulation Game Modules*, you will also be able to master any situation that you might encounter.

Before we get, there, though, let's meet our four field subjects: Ray, Dean, Jessica, and James.

## **Chapter One: Ray**

Ray is a single man in his mid-twenties. Ray wants respect at work, a steady paycheck, and a loving girlfriend to come home to in the evenings.

Unfortunately, the Universe had other plans for Ray.

First, Ray is stuck at a job that pays the bills, but it is thankless and tiring. His boss, Kathryn, a woman ten years his senior, is mean, cold, and, worst of all, she seems to particularly dislike Ray. He would look for another position, but he knows that there's no other position in his field that would pay near as much in his city.

The reason Ray can't leave the city is named Charlotte. Charlotte is two years younger than Ray, smiling, bubbly, and, most importantly, Charlotte is well-liked by Ray's mom. Unfortunately, lately, Charlotte has seemed distant, troubled, and withdrawn. Ray is afraid of losing her, but he doesn't dare to say anything. He's scared that if he says the wrong thing that will be the final straw.

Finally, Ray has a co-worker named Bob. Bob is ten years older than Ray, and, amongst his peers, Bob is, by far the most respected. Yet, for whatever reason, Bob seems to like everyone in the office not named Ray.

One day, Ray decides to try to fix all of these problems.

Unfortunately, he does this without any of the tools taught by the *The Manipulation Game Modules*.

First, he asks his boss what is wrong, and how he can improve. He tries to talk about his sales. The numbers are higher than anyone else's in the office. Surely, his boss would appreciate that. Kathryn, annoyed, simply tuts at him, and says he should work harder. Ray does everything he does to find back his retort. He knows he works harder than anyone else in the office. How come nobody else can see that? Still, he needs the job. He simply says, "thank you", and returns to his office.

Later, Ray tries to make nice with Bob. Ray tries to talk about a recent sale that he made, but Bob barely seems to listen. Bob simply shrugs his shoulders and ignores Ray, as he

has done a thousand times already. Dejected, Ray simply sighs and returns to his office. Ray thinks about taking half the day off and slipping out to have a beer at the local bar, but immediately thinks better of it. He needs the job. Especially if he's going to keep the girl.

By the time Ray is done work, he's in a terrible mood, and all he wants to do is spend some time with his girl. Unfortunately, when he comes home to his apartment, Charlotte immediately picks a fight with him. Ray tries to calm her down. He reminds her that he's going places. He is, after all, the lead sales person in the office. Someday, things will get easier. This only sends Charlotte into a fury, as she storms out of the apartment. She only stops to yell back, "You just don't get it, Ray!"

Dejected, Ray grabs himself a beer, and sits on the couch to watch the game. He can't understand where it all went wrong.

\* \* \*

Now, consider a new Ray: one armed with the various tools taught in *The Manipulation Game Modules*. First, Ray becomes an

expert on himself, as taught by The Fortification Module. He quickly discovers that he has the Achiever Personality Orientation, an optimistic Orientation, and a Temporal Orientation focused into the future.

Further, he has learned the first lesson, as taught in The Primary Module: No One Thinks Like Ray.

So, Ray decides to live the same day differently, but this time, Ray is going to play *The Manipulation Game*.

Ray utilizes the various questions outlined in The 201 Subterfuge Questions Module to determine that his boss, unlike him, is not, in fact an Achiever. Kathryn is a Loyalist-governed primarily by her fear. Every time Ray comes to show Kathryn his various achievements, as he is quite the excellent salesman, Kathryn responds to his obvious ambition in the way any Loyalist might: with fear. To Kathryn's way of thinking, it's far better to keep Ray in his place.

Ray is smarter this time, however. Instead of coming to Kathryn with his successes, he comes to her with a problem. In truth, it's a problem he could easily fix himself, but Kathryn

doesn't know that. This assuages Kathryn's fear, and helps to develop the relationship between Ray and his boss. Ray has determined that Kathryn is focused on the future, like him, so he makes no adjustments there. Rather, he simply talks about the possible problems that could occur due to the problem he is seeking Kathryn's help to resolve. Kathryn listens attentively, amazed at how Ray attacks problems, so similarly to how she would attack those problems herself.

Ray, then, engages his co-worker, Bob. Ray has determined Bob is a Level 9, a Peacemaker. This means that any conflict will make Bob naturally wary, as that is in his Personality Orientation. Ray, therefore, begins the conversation by briefly outlining the pleasant chat he has just had with Kathryn, the boss. Ray notices Bob visibly relax, as Bob realizes the tension that has so unnerved him is beginning to lessen. Ray knows that Bob, unlike both himself and Kathryn, is very pessimistic, so Ray drops subtle hints suggesting that the relationship between Ray and Kathryn will continue to get better. Bob relaxes so much that ultimately Ray and Bob begin talking about the sports, and work becomes merely a secondary thought.

Finally, in a much better mood, Ray goes home to his

girlfriend, Charlotte. Ray has armed himself with the tools in The Manipulation Game-The Love Module. He, therefore, knows to first question whether his level of masculinity is matching his girlfriend's level of femininity. Ray goes to the gym, works hard, and generally earns well beyond what someone his average age would earn, so, at first, there seems to be no issue in the areas of masculinity. However, lately, Ray has struggled with making decisions, and that has led to Charlotte challenging him.

Ray has used the tools in The 201 Subterfuge Questions Module to determine that Charlotte is, almost certainly, a Helper in her Personality Orientation. However, as of late, she's been challenging Ray so much that she seems a bit like a Challenger. Ray knows that signals that something is wrong. He also knows how much Helper's fear the idea that they are unloveable. Charlotte tries to pick a fight, but Ray only smiles at her.

"Get dressed," he says, "I want to take you out and show off how beautiful you are. I want to make all the other guys jealous." He knows that Charlotte, as a person with a Helper Personality Orientation, can't help but to want to feed her

sense of pride. And that works for Ray because he's an Achiever, and he's happy to show off his beautiful girl.

Charlotte pauses for a moment, opens her mouth to say something else, changes her mind, and then turns towards the bedroom to get dressed.

As she walks away, Ray can't help but to think:

Life is always better as a *Master Manipulator*.

## **Chapter Two: Dean**

Dean is a forty-four year old man with a wife and twin daughters. He works construction, and he's excellent at his job. Recently, he moved into a Superintendent role, and he finds himself excelling at managing his various teams. The men look up to him, and he enjoys that. However, he has one subordinate, Jerry, who keeps saying bad things about Dean behind Dean's back. Dean knows this because one of his buddy's continues to tell him that it is happening. Dean wouldn't be worried about it, but Jerry is the longest-tenured employee, the one most the other men would, generally, look to for advice. Dean can't seem to figure out how to win Jerry, though, no matter what he does.

And that's just work. At home, things are far worse. His twin daughters, aged 13, Sarah and Julie, won't even look at him most the time. And when they do, it's just to roll their eyes and giggle. Dean knows some of that is just being a teenager, but there seems something more malevolent in the way they look at him than just being teenagers.

Meanwhile, things with his wife, Diane, have gone from chilly to ice cold. Dean barely remembers the last time Diane

touched him. He can't help but to wonder whether the twin girls know something he doesn't know. Is Diane cheating on him? If not, how long before she asks for a divorce? Dean can feel that reality coming for him, but he doesn't know what to do about it.

One morning, Dean decides that enough is enough, so he confronts his wife. She confesses that she is, indeed, having an affair, and has been for some years. Dean doesn't know what to say, so he says nothing. He simply looks past her, gets dressed, and hops into his truck to go to work.

At work, he confronts Jerry, and Dean is in a mood. He snarls at Jerry that if has something to say, Jerry might better come out and say it to him, man-to-man. Jerry raises his hands up, as if to say, "there's no harm here, boss," but as Dean walks away he is certain that he sees a look of deep-seeded resentment in Jerry's eyes.

When he gets home from work, he find his twin daughters at the kitchen table. They are giggling together about something on one of their phones. They fall silent when he comes in. "I know," he says gruffly, and for a brief second, he sees pity in

Julie's eyes, but Sarah only stares through him, as if he had done something terrible to her.

Later that evening, Dean decides to sleep in the basement. He knows his world will begin truly unravelling in the morning. For now, though, he needs sleep. He will have to worry about the impending divorce, and what that would mean for his future and for the future of his girls, in the morning.

\* \* \*

Now, let's see what happens when Dean becomes a *Master Manipulator* armed with all the knowledge included in *The Manipulation Game Modules*.

Dean, in becoming a *Master Manipulator*, quickly learned that **no one thinks like Dean**. Therefore, he begins living his life based on how other people think, rather than based on the way that he thinks.

First, Dean wouldn't need to be told his wife was having an affair, because he had already seen the signs. A *Master Manipulator*, Dean has learned, sees what's there, not what he wishes to be there. From there, Dean has a choice- he can choose

to end his marriage, or he can choose to save it. Either way, the skills of a *Master Manipulator* will serve him well.

Dean utilizes the questions in *The 201 Subterfuge Questions Module*, and quickly determines the following relevant facts about his wife: Diane is an Enthusiast, she is optimistic, and she is temporally focused into the past.

Dean, therefore, quickly shifts from focusing on all the day-to-day items when speaking with his wife, and focuses 90% of his attention on the positive, showering her with words of affirmation and bombarding with physical touch. He doesn't mention the affair, because it is a negative thing, and will strike neither his wife's optimistic nature, nor will it do Dean any good in catering to her Enthusiast Personality. Dean keeps up at this until his wife, slowly but surely, turns her attentions back to him.

For the rest of his life, this Dean will harbor a bit of resentment about the affair, but he will also know that part of it was that he failed to give his wife the proper attention and affection she needed, because he had erroneously assumed that she thought like him.

[A different Dean might have utilized *The Betrayal Module*, instead, if he felt he could not forgive his wife. That, however, is a story about a different Dean.]

Dean also used his skills to improve his relationships with his teenage daughters. They were still teenagers who wouldn't want to be seen in public with him, that couldn't be helped, and he accepted that. However, once he recognized that Julie was an Enthusiast, like her mother, Dean began focusing on all the positive things when he was one-on-one with Julie. This made it so that Julie wanted to spend more time with her father (as long as her friends weren't around).

Dean also used his tools to determine that his other daughter, Sarah, was an Individualist. This, he quickly realized, meant that he would want to focus not on just positive things with Sarah, but positive things that were specific and unique to Sarah. Dean began taking an intense interest in Sarah's art projects, and the result was that Sarah, too, began to enjoy spending time with her Dad (provided, of course, that neither her friends, nor her boyfriend, were around).

Finally, Dean used the tools he learned in **The 201**

**Subterfuge Questions Module** and **The Manipulation in Work Module**, to begin analyzing his relationship with Jerry, his subordinate. Dean quickly determined that Jerry was a Loyalist, and that meant that Jerry was mostly motivated by fear. Dean began paying attention, and realized that Jerry really feared was losing his position due to his age. Dean simply took him aside and stated and told Jerry point-blank that he wanted him around, and that, unless Jerry decided to quit, Dean wasn't going to let him go anyway. From then on out, Jerry was Dean's dedicated, talented, and powerful second-in-command. This lasted until the day Jerry retired.

Dean was able to save his marriage, improve his relationship with his children, and acquire an incredible friend and ally at work all due to the skills he learned from *The Manipulation Game Modules*.

Dean learned an important lesson:

**Life is always better as a Master Manipulator.**

### **Chapter Three: Jessica**

Jessica is a lawyer, and by all accounts, she is excellent at her job. In fact, she's pretty sure that she earns her firm more money than any of her counter-parts. Still, Jessica has a major problem. Jessica feels that she is woefully, ridiculously underpaid.

Jessica's difficulty is simple. She's afraid to ask for a raise. In fact, all her life, Jessica has been afraid. It seems to her that fear, more than any other emotion, has been the defining characteristic of her life. Jessica finds that fear paralyzing, especially because she has been told numerous times that her boss, Emily, is a very hard-nosed negotiator. Jessica's annual review has been past due for two months, but she's been afraid to do anything about it.

To complicate matters, Jessica's fear is also causing difficulties for her with her partner, Sarah, who has been distant with her for approximately six months. Jessica has no clear idea why Sarah has become so distant lately. Further, Jessica has no clue what to do about the situation.

Finally, Jessica has a third problem, Sarah's older brother, Ryan, who comes over to have dinner with his sister and Jessica once per week. Lately, Jessica keeps sensing that Ryan doesn't like her at all. He never says anything directly. It's just the energy he brings into the room.

One day, Jessica decides she's going to try to fix all of these problems. First, she goes to her boss, and asks about the raise. Her boss apologizes for the delay, makes an excuse based on the firm's expenses while it expands, and politely offers Jessica a meager raise. Jessica knows she's worth more, but the fear of conflict freezes her, and she politely accepts the decision.

Angry with herself, Jessica returns home to find Sarah sitting on the couch. Sarah barely raises her eyes. "You don't even notice me anymore," Jessica whines, and even as she says it, she feels completely pathetic. She wants to blurt out, "*Don't leave me!*", but common sense and fear hold her back.

Sarah turns and says, "What's the big deal?"

Jessica isn't sure whether she's imagining it or not, but she feels contempt dripping out of Sarah's voice.

"What is it that I'm doing wrong, baby? Just tell me. You know I want to fix it."

Sarah turns to Jessica and snaps, "It's nothing; don't worry about it."

Jessica knows that this isn't the truth. She can read it on Sarah's face. Jessica sighs and slips off into her room for some alone time.

Later that night, Ryan arrives for his weekly dinner. As always, Jessica greets him warmly. Ryan, as he has done for the past few months, simply lifts his chin at her. He had been so kind and warm in previous months. Jessica can't figure out what's changed in him.

"What's changed, Ryan?" Jessica asks.

Ryan just gives her a quizzical look, and Jessica knows, in that moment, that there's no sense in pushing the issue. She's gotten all she's going to get out of Ryan.

The dinner is held mostly in silence, as Jessica contemplates her life. Is Sarah falling out of love with her? Can't it be fixed? Jessica finds herself burning with silent fury. She'd fix it, she would do anything, if only Sarah would just tell her how. Why won't she?

Later, Jessica cries alone in her room. When Sarah comes in to join her, Jessica buries her head in the pillow to hide her tears.

\* \* \*

Let's let Jessica live that day again, but this time, Jessica has mastered all of the tools provided to her in *The Manipulation Game Modules*.

First, Jessica has learned her own Personality Orientation. She is a Loyalist- governed by fear, she has a tendency to desperately seek a "boss" or "leader" who will make everything alright for her.

Jessica learns from The Fortification Module, that she must do what she can to improve her own life by fortifying herself against other manipulators and strengthening her sense of courage. She decides to do this by facing her biggest fear, first. She volunteers to stand in front of a group of lawyers and talk about her work. She shakes before she walks on stage, but once the talk begins, she's able to relax, and, as she does, she begins to sense the depths of her own strength.

The following day, Jessica walks into her boss's office, and asks for a raise. This time, Jessica has done her homework. She knows that Emily is a "Helper", which means she will do nothing to challenge Emily's sense of pride, but will, instead, point out the myriad ways she supports the organization. Jessica knows that a person with a Helper Orientation is far more likely to respond positively when Jessica is able to tie a benefit being paid to her, to the concept of the firm as a whole. Jessica is also aware of her boss's Temporal Orientation, focused almost entirely in the past. Jessica's able to point out a few mistakes (although she is careful not to overdo it), so as to assuage her boss's fears about her performance. She also notes that Emily is a clear pessimist (as most lawyers are), so

she makes sure to hint to Emily that an insufficient raise might require Jessica to work for one of the firm's competitors. Emily gets the hint, and Jessica walks out of the office with a significant raise.

Then, Jessica returns home. Again she finds Sarah sitting on the couch, watching television. This time, however, Jessica has done her homework, and she knows better than to ask Sarah what to do to fix the relationship.

Jessica has done her research, and knows, because she has utilized the tools in **The 201 Subterfuge Questions Module**, that Sarah is a Peacemaker. The conflict, then, Jessica realizes is, in itself, the problem. Jessica can only assuage her partner's fears when she tackles the problem head-on, eliminating the conflict with her own efforts, and not asking her girlfriend, the Peacemaker, to act against her nature.

In addition, Jessica has utilized the tools in **The Manipulation Game- The Love Module**, to analyze her girlfriend's Gender Orientation. Jessica estimates that Sarah prefers to be far, far more feminine. That works for Jessica- when she's confident- she's always preferred to act a bit more "masculine".

Rather than asking her partner how to fix the relationship, Jessica is simply working on becoming a better, stronger, more masculine-oriented lesbian- something that works for both her and her partner. Jessica doesn't ask Sarah how to fix anything this time. She just grabs her by the shoulders, and gives her a passionate kiss. Sarah moans just a bit as Jessica ends the kiss. Then, Jessica walks away, but she can sense Sarah's smile following her out of the living room and into the kitchen.

Later that night, Ryan comes over for dinner. Jessica has utilized the skills in **The 201 Subterfuge Questions Module** with Ryan and now recognizes him as a fellow Loyalist. Ryan is fiercely dedicated to his sister, and Jessica now knows that his distance was only caused by his sister's unhappiness. Jessica, makes an obvious showing of being extremely affectionate with Sarah. As she does so, she watches Ryan visibly relax.

Later that night, after enjoying passionate love-making session with her girlfriend, Jessica is consumed with only one thought:

**Life is always better as a Master Manipulator.**

## Chapter Four: James

James is a photographer, and a really good one, too. He has managed to make a fortune pursuing his dreams. Unfortunately, in love, James has not been so lucky. James has a distinct problem. He has a strong preference for women who are much, much younger than him. (James is Forty, but he finds himself almost exclusively attracted to women who are 25 and younger.) Unfortunately, in James' experience, younger women had little to know interest in him.

Right now, James' primary interest is in a woman named Maria. Maria is twenty-four, gorgeous, and extremely kind to James. Unfortunately, Maria doesn't seem to notice James, except, of course, when James is able and willing to do favors for her. This problem has been eating James up inside. He can't stop thinking about Maria, but he doesn't know if there's anything he could do to progress the relationship.

James also has a problem with his business. Currently, James has three employees: Ethan, the receptionist, and two talented photographers: Sally, and Mark. It took James well over a year to find three competent employees. Lately, though,

something seems to have changed in the dynamic of the studio. James isn't sure, but he thinks Sally and Mark might be plotting to leave the studio.

Secretly, James is very worried that they might start a studio of their own. James knows it would be almost impossible to replace Sally and Mark's talent. Further, the last thing he wants is to compete with two other people whose talent almost matches his own.

One day, James decides to attack these problems, but this James has no knowledge of *The Manipulation Game*.

First, James calls up Maria, and asks her out. This does not go well. Maria giggles, and tells James that he's silly before she abruptly ends the phone call. James try to shake that off, but it festers inside him, and that night, he struggles to sleep.

The following morning, James chooses to confront Sally and Mark. Bluntly, he asks them if they are planning on starting their own studio. They are silent for a moment. Mark is the one who breaks the silence. He tells James that not only are they

planning on starting their own studio- they are also planning on taking Ethan, the receptionist, with them.

James is so angry, he can't even speak. He simply storms out of his own studio, and marches down to the local pub to have a drink. Seven drinks later, he stumbles out of the bar and into a cab- with no real idea of how he is going to rebuild his life.

\* \* \*

Now, let's consider a James who is armed with *The Manipulation Game* and its related modules.

First, James doesn't pursue Maria at all. Armed with the knowledge outlined in both **The Fortification Module** and **The Manipulation Game- The Love Module**, James quickly realizes that he is a Challenger. He's emotionally equipped to take risks, to be daring, and to take on the world. It's that energy that helped him create the most successful photography studio in his city. He also recognizes a deeply feminine woman like Maria is going to be attracted to a deeply masculine man. Therefore, James redoubles his efforts for his studio, and gets himself to the gym. He doesn't forget Maria, but when they get close, he

reminds her that she should probably go for a guy her own age— someone who isn't so busy, and has more time for her.

The end result?

James isn't pursuing Maria anymore, but she quickly starts to pursue him. Further, other women start to pursue James too. And, most importantly, James starts to feel amazing about himself and his body, due to his efforts at the gym. This gives James the confidence to decide whether to continue to pursue Maria, or to keep his options open.

Further, James has done his research and is absolutely certain that Maria has a Loyalist Personality Orientation. This means, he knows, that if he really wants to pursue her, that, provided he continues to act as a Protector and a caretaker, Maria's loyalty will belong exclusively to him.

James also arms himself with **The Primary Module** and **The Manipulation Game-The Work Module**, so he knows that his employees are both Enthusiasts. Enthusiasts, James knows, struggle with the mundane, boring, or negative side of life. James realized that previously, he had divided the work evenly

up between his two Enthusiasts, with no thought for their specific tastes and talents.

James, therefore, quickly assessed the type of work that Mark enjoyed (which tended to be in-studio work as Mark enjoyed more intimate encounters with the clientele)—and shifted all that work to him. He did the same for Sally, which, generally, meant Sally would attend to weddings, graduations, and other tasks that got her out of the studio. This immediately made James' two Enthusiast employees far happier.

Just to be safe, though, James also gave both of his talented photographers a substantial raise. He figured he could lose that money in competition to the second and third best photographers in James' city or he could lose that money by paying the second and third best photographers in his city. James had become a *Master Manipulator*, and they, always, considered decisions from a pragmatic angle.

One night, while lying in bed next to a sleeping Maria, Mark has a deep thought that instantly relaxes him:

**Life is always better as a *Master Manipulator*.**

## **Chapter Five: Ten Key Concepts in the Manipulation Game**

In this short chapter, I will outline the ten (10) most important concepts analyzed in *The Manipulation Game*.

I will also tell you the module or modules that best analyzes each of these important concepts:

**1. Nobody Thinks Like You**

**(The Primary Module)**

**2. Everyone is a Narcissist**

**(The Primary Module)**

**3. A Master Manipulator Never Lies But Never Reveals**

**(The Primary Module)**

**4. Personality Orientations Must Be Manipulated Differently**

**(The Master Manipulation Personality Deep Dive)**

**5. Effective Manipulation Confirms Personality Orientation**

**(The Master Manipulation Personality Deep Dive)**

6. **Manipulation in Love Starts With Gender Orientation**  
(The Manipulation Game- The Love Module)
  
7. **Master Manipulators Avoid the Dark Demons of Love**  
(The Manipulation Game- The Love Module)
  
8. **At Work: Competent and Manipulative Beats Proficient**  
(The Manipulation Game- The Work Module)
  
9. **Betrayal Should be Used Rarely, but with Deadly Force**  
(The Betrayal Game Module)
  
10. **Use Subterfuge Questions to Hide Your True Intentions**  
(The 201 Subterfuge Questions Module)

All of these concepts and more are explained in *The Manipulation Game Modules*.

You can find them at [themanipulationgame.com](http://themanipulationgame.com).

From there, you can have anything you ever wanted.

Such is the Power of *The Manipulation Game*.

## **Sneak Peak #1: The Manipulation Game: The Primary Module**

Manipulation, at least as it is defined in *The Manipulation Game* and its related modules, is the art of “persuading” a target to perform an action or engage in an activity while utilizing tools or knowledge that your target does not know you possess. Some manipulation is overt, in that you will, ultimately, ask your target to do the exact thing you want them to do. Other times, manipulation can be such that the target isn’t even aware that you were the one who suggested the course of action. At all times, however, there will be information or knowledge that you, as the *Master Manipulator*, will be carefully concealing from your target.

This whole module is dedicated to helping you have the advantage in every interaction you may undertake with another human being. That’s right. I want you to have an advantage in your conversations with your children, your spouse, your boss, your friends, the beautiful woman sitting on the opposite side of the bar, your siblings, your nosy neighbor, and even your parents.

[Excerpt From the Introduction]

## **Sneak Peak #2: The Master Manipulation Personality Deep Dive**

As you will recall from The Primary Module, the Ego Fixation gives us clues as to what archetype to play to best manipulate our target. Here, the issue of resentment is best addressed by taking on the role of a **Holy Person** to your target. I use the term **Holy Person** because, depending on the target, you can take on any form of **Holy Person**: from a Priest, to a Rabbi, to even a Jedi Master. All that matters is you embody the role of someone who has more knowledge and guidance about the specific type of perfectionism that permeates your target's psyche.

The Master Manipulator knows to be careful here. Every Perfectionist is a little bit different. Some, often lawyers and doctors, are perfectionists about their work. Some, are Perfectionists in terms of being parents. Still, others are primarily Perfectionists in terms of masculinity or femininity. The Master Manipulator knows that he must match his or her assumed persona to the **Holy Person** that would be most revered by the target. If your target's Perfectionism primarily revolves around masculinity- you position yourself as a guru of masculinity.

[Except from Chapter One]

### **Sneak Peak #3: The Manipulation Game- The Love Module**

Before we do that, we must consider one key concept that differentiates *Master Manipulators* from others when it comes to love and relationships. *Master Manipulators* see each and every conflict not as a place to argue or fight. Instead, **Master Manipulators see every conflict and potential conflict as an opportunity to learn more about their target.** This is essential. It may be difficult to manage this at all times, especially when your emotions get raw, but it is necessary to effective manipulation in relationships. The ability to see every conflict as a potential to learn more about your target is **The Fundamental Skill**, when it comes to manipulation in relationships. It will be mentioned many more times in this module. And there is no skill more important to master if you want to be successful in love.

[Excerpt from the Introduction]

There are Nine Personality Orientations, and, unsurprisingly, there are also Nine Dark Demons of Love. The Demons of Love do not know that they are demons, and this, in itself, makes them very dangerous. A true *Master Manipulator* learns to avoid them at all costs- for the price of loving one will always be paid eventually. Generally speaking, the sooner that price is paid, the better.

A *Master Manipulator* knows that relationships with the Dark Demons of love are always incredibly easy in the beginning. The *Master Manipulator* also knows that, in the end, any relationship with a Dark Demon of Love will end miserably and painfully or it will continue indefinitely, which the *Master Manipulator* comes to realize is a far, far crueller fate.

[Excerpt from Chapter Nine]

#### **Sneak Peak #4: The Manipulation Game- The Work Module**

There are three rigid rules with respect to utilizing manipulative tactics at work. They are rigid, as the word implies, because there is just no way of getting around these rules. If you do not remember them, or fail to consider them, then your manipulative tactics will fail before you even begin to employ them. These three rules are the rule of competence, the rule of dangerousness (which subdivides into two rules), and the rule of narcissism. This chapter shall consider each of these rules in turn.

**The Rule of Competence:** The rule of competence states simply that in order to begin effectuating any manipulative tactics at work you must have previously demonstrated a minimum level of competence in your position. Frankly, this rule is a rule of common sense. Still, it makes sense to go over it, because this rule is *essential* to effective manipulation.

To put it very simply, no matter how good you are at manipulation tactics, you cannot begin to utilize them the first day on the job. You *must* establish that you are capable of performing the work, and you must be able to establish that you are at least in the top half of performers in your position. If you cannot do this, then the only thing you can really do is change occupations to find a job that suits

you more fittingly. No one will listen to you or take you seriously unless you have accomplished this minimal level of competence.

[Except from Chapter One]

## **Sneak Peek #5: The Manipulation Game- The Fortification Module**

As the Personality Orientation is the most important of all Orientations, we will randomly select a Personality Orientation (other than the Observer) as an example to outline how the *Master Manipulator* might fortify himself. After, we shall also consider how the Observer should fortify himself. Our final step in this chapter will be to engage in troubleshooting some common issues a beginning *Master Manipulator* might run across with respect to fortifying his or her Personality Orientation.

We shall randomly choose the Type Two Personality Orientation: the Helper. If you look up the Virtue of that Personality Orientation on the easily accessible chart [remember, check out wikipedia's page on the Enneagram of Personality], you will recognize that the Helper's Personality Orientation's Virtue is humility. This means, in order to fortify herself from other manipulators, the Helper is best served by cultivating the greatest degree of humility that the Helper is able to obtain. As the Helper begins to focus more on humility, and less on her pride, she will grow in her work, family, and romantic relationships.

If you have read *The Personality Deep Dive Module*, you might recall that one of the best tools to manipulate the Helper is to use the Helper's Vice, pride, against her. If the Helper, instead, is

focusing, as much as possible, not on her pride, but on acquiring humility, then one of the *Master Manipulator's* best tools will be eliminated. You can easily see how that would protect the Helper from the *Master Manipulator's* manipulative tactics. You may be unsurprised to learn that as the Helper works on becoming more humble, she will likely slowly begin to look more like his or her Security Integration: a healthy Individualist. As that happens, he or she will become more and more difficult for others to manipulate.

**[Important Note:** It may be tempting to think that you would be best protected from manipulations by practicing the Virtues of all nine Personality Orientations. This, unfortunately, suffers from the Law of Diminishing Returns. You are most vulnerable to the manipulations that work best on your specific personality type. Therefore, you get the most value by fortifying yourself with the virtue of your Specific Personality Orientation. Once you have fortified yourself with your personality type's own Virtue, then you can consider practicing the Virtue of other personality types, but these Virtues, while valuable, are unlikely to protect you from manipulations.]

[Excerpt from Chapter One]

## **Sneak Peek #6: The Betrayal Game**

Betrayal is so dangerous for the *Master Manipulator* that many *Master Manipulators*, wisely, decline to use it, ever. They do this because they can accomplish any of their given purposes without turning to betrayal. They also avoid betrayal because they know that betrayal is extremely dangerous. If done incorrectly, it can rob the *Master Manipulator* of all of his or her power. Even if done correctly, there is always the possibility that a victim of betrayal will, ultimately, find a way to enact revenge. Betrayal, then, requires a high degree of caution. It should only be utilized by by seasoned *Master Manipulators* and only when the circumstances allow for no other option.

All that being said, sometimes you may feel that a certain situation absolutely requires betrayal. In that circumstance, you will want to have the skills taught in this module. Even if you never utilize these skills, it is, nevertheless, recommended that you learn the skills so that you can access them if necessary, if for no other reason than to fortify your confidence in your manipulative skills.

When it comes to betrayal, there are three things to keep in mind. First: To be effective, betrayal must be completely secretive

until such time as you effectuate your actual act of betrayal. (While secrecy is required for all manipulation, there can be no mistakes with betrayal. If you are discovered before you effectuate your plan, the game will have ended, and the the *Master Manipulator* will face dire consequences.) Second: The means by which to best hide your intentions requires you to utilize your target's inherent blind spots, which can be found by an analysis of his or her Personality Orientation. Third, betrayal must be deadly and efficient, so as to give your target no opportunity to strike back. Otherwise, you will never be safe.

[Excerpt from the Introduction]

## **Sneak Peek #7: Astrological Manipulation**

Astrological Manipulation is the very simple art of utilizing your target's astrological sign to *supplement* your manipulation of the target. As you will read, this means that astrological manipulation has no direct effect on your target unless it is utilized in conjunction with the other tools taught in *The Manipulation Game Modules*.

To utilize Astrological manipulation, you simply "pepper" adjectives specific to your target's Astrological Orientation into both everyday conversations with your target and into the manipulative tactics you utilize towards your target.

[Excerpt from the Introduction]

## **Sneak Peek #8: The Manipulation Game: 201 Subterfuge Questions**

One of the most important components in manipulation is that you must, always, hide your intentions from your target. Another key component of effective manipulation is that you must know, to the very best of your abilities, your target's various Orientations. Obviously, these components are in direct contention with one another. How can you tell someone's Orientations if you don't directly ask them? But then if you did ask them something so specific, wouldn't that clue them into what you're doing? This, at first, seems like an insurmountable obstacle to effective manipulation.

The key to resolve this apparent conflict are questions that hide the true intentions of the questioner. With each of these questions, you get closer to understanding more about your target, without alerting them to your true goals. Within *The Manipulation Game Modules*, these questions are called Subterfuge Questions.

In this module, you will learn 201 Subterfuge Questions. Each of these questions will help you to better know your target, without alerting them to your true purpose. Of course, Subterfuge Questions aren't just like any other questions- the are, by definition, a bit deeper. This means that the *Master Manipulator*, in order to make sure they are not detected, will be best served by interspersing these manipulative Subterfuge Questions, which only sound innocent, with

questions that are, in fact, totally non-manipulative and totally innocent.

[Excerpt from the Introduction]

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*The Manipulation Game: The Manipulation Game Field Guide* by  
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