

MENTAL TOUGHNESS

3 BOOKS IN 1: Cognitive Behavioral Therapy, Emotional Intelligence & Dark Psychology Secrets: Unbeatable Mindset, Developing Self-Discipline, Success at Work and Happier Relationships



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*3 Books in 1: Cognitive Behavioral Therapy,
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Secrets: Unbeatable Mindset, Developing
self-Discipline, Success at Work and Happier
Relationships*

Emotional Intelligence

Behavior Psychology Guide: Master your Emotions & Boost your EQ developing a Strong Mindset Improving Social Skills & Emotional Agility achieving Success in Life & Business.

- “There are certain emotions that will kill your drive; frustration and confusion. You can change these to a positive force. Frustration means you are on the verge of a breakthrough. Confusion can mean you are about to learn something. Expect the breakthrough and expect to learn.” -

Kathleen Spike, Master Certified Coach

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Introduction



Emotional intelligence is a hot topic and in today's society it's being studied by just about everyone. As such many have questions about this topic and research is still being conducted. People want to know what emotional intelligence is, why it's important and how it can benefit you in your life. Thankfully, you're in the right place, with the right book. This is because every question you have, can be answered in this book. We are provided a plethora of information so that you will be able to know the ins and outs with perfect ease and offered interesting facts that are informative while still being able to keep your attention.

In this book you will learn about why emotional intelligence can help you in your personal life as well as your professional life and why it's so important in the business world. Right now, emotionally intelligent people are being sought after in the business world in particular and it is because of the skills that they have that others don't. By allowing yourself to understand these skills you will be able to join the group of these sought after people. We also reveal how it can help you achieve a more positive outlook on life and become a happier person and we give you the information to see what emotional intelligence looks like today as opposed to the past so you can see how the subject has been able to grow and mature in recent years.

Over time emotional intelligence has become a serious subject for people to understand but you may be surprised that it's not just the medical field that wants to understand it. Business and career driven worlds want to understand it better themselves and they want people with these skills. Many more have wanted the opportunity to understand it so that they would be able to gain the knowledge for themselves. Others still want to know more about so that they can utilize the benefits and be able to gain a better understanding of how they can grow as a person because they will be able to be more in touch with their feelings and they will be more self-aware. Self-awareness is a hard thing for some to grasp but we explain how you can be able to learn how to do this with more efficiency and gain a stronger sense of self.

In our lives we want to be able to improve ourselves and when we have the information to do so we can begin this process and see improvement. Utilizing these skills you will be able to have a more positive outlook on your life. To give you as much information as possible we also dive into the difference between your emotional intelligence and the normal intelligence so you can see how they differ from each other and so you can see how they will each benefit you. They both have their own uses and benefits and our book will go over both.

We also give you great knowledge on how to boost and understand your emotional intelligence as well. As this book is teaching you about emotional intelligence and why it's important, we've also given you ten tips and tricks to improve your emotional intelligence to boost the levels to your benefit. This is great for people who already have a grasp on this and want

to take it further or for someone who is just learning about emotional intelligence now and wants to understand how to get themselves to the level that they would like to be at.

Cognitive behavioral is another hot topic and is the subject of many debates. It, like emotional intelligence is the subject of many research studies and interesting debates. It is also a widely recognizable psychological therapy that has been shown to help people with a variety of issues and improve their lives. The world of cognitive behavioral therapy is innovative and complex, and we've not only given you the basic information on it but obscure facts that you wouldn't have thought of and that many people don't know.

The issues that cognitive behavioral therapy can help include eating disorders (all of the eating disorders), depression, anxiety and a whole host of other issues that face people in their daily lives. Entering into this type of therapy has been proven to be very helpful with a high success rate but you have to be willing to put in the effort. It has been shown that if you put in more effort the success rate of your therapy will be higher. The important thing is to be open and honest about what you're going through and what you speak about in the therapy. It also helps people become more self-aware and can improve their habits. It also helps them take control over issues that plague their minds.

A good example is if you have negative thoughts that plague your head and won't leave you alone which is something that in recent years has begun to have many researchers studying the topic, cognitive behavioral therapy is a way to take control over those thoughts and overcome them even if they don't go away entirely. Having that control back is going to make you a more positive person and will cut down your stress and many people are grateful that they have an opportunity to be able to have a solution that will help them with this problem as it can have a very negative impact on daily life.

Self-discipline is another important aspect in this area and for those that don't have strong self-discipline skills, we teach you ten useful methods to be able to develop these skills and use them to your benefit. It's worth mentioning that both cognitive behavioral therapy and emotional intelligence both place emphasis on self-discipline. As such the ability to develop your skills with discipline is vital. This will also be able to help your self-control. Using all of these skills is going to be able to raise your

emotional intelligence and help you achieve a much better understanding at the same time.

Chapter 1 - What Emotional Intelligence Is and Why It Is Important



Emotional intelligence by definition tells us that it is the capacity to control, to be understanding of and to be able to express yourself. It is also the ability to handle interpersonal relationships both emphatically and judiciously. There are five different components to emotional intelligence. The five components of EQ are:

Regulation of yourself

Awareness of yourself

Empathy

Motivation

Social skills

Self-regulation means that you are able to control your impulses or having the ability to think before you speak and think before you react. This is the ability to express yourself appropriately no matter what the situation is. Emotional maturity in this component is being able to take responsibility

for your actions and being able to adapt to change. It further means that you can respond appropriately to how other people are treating you whether it be irrational emotions or behavior that they're throwing at you. In addition, it means you have the ability to understand that they may be angry, and they need to take it out on someone, but you don't take this personally and you don't react back.

Motivation is having an interest in learning and self-improvement. It's having the strength to keep going when there are obstacles in your way and the ability to follow through with goals after setting them. Another quality is to be able to have perseverance in the face of adversity.

An individual that has the traits of motivation would be seen as having commitment to complete a task and taking initiative. Social skills are the ability to pick up on sarcasm, jokes, being able to maintain friendships and relationships and having the ability to do good customer service. Another trait is finding common ground with others. Someone who has really good communication skills, time management or the ability to be a leader or resolve difficult situations or conflicts might be someone who has good social skills.

An empathetic person is someone who's able to understand reactions and emotions. Empathy is achieved when self-awareness is achieved. Traits for this type of person would be someone who's interested in other people's worries and concerns, not just themselves.

It's also the ability to be able to participate and to anticipate someone's emotional response to a certain situation or problem. You could also have a really good understanding of societal norms and why people do what they do and act the way they do. Empathetic people tend to be able to have the ability to laugh at yourself and to be aware of how people are perceiving you.

Now that we've gone over the components of emotional intelligence you're probably wondering why it's important. The reason that emotional intelligence is essential to your life is because it is seen as a gateway, by many, to having a balanced life. Emotional intelligence helps you not only with mental health, but it also helps you with physical health. It can help us take care of our bodies in a more constructive and healthy way because it helps us manage your stress and it can help your mental wellbeing. This is because it effects our attitude and the way we look at life.

Understanding your EQ can also help with mental issues as well. As mental conditions are serious conditions emotional intelligence and its ability to help has been shown to directly correlate to having a positive attitude and having a positive attitude in turn has been shown to help people have happier outlook on their life.

This can help in your relationships, your marriage and your friendships because are able to understand the needs and feelings of those around you and not just yourself. They can help you with conflict resolution because we can learn how to discern other people's emotions and empathize with their feelings and their perspectives. That makes it much easier to resolve stressful situations or avoid them entirely. Understanding emotional intelligence also helps you become a better negotiator. It is also easier for us to help people get what they want when we realize what it is that they need. In the business world or in the career driven world, emotional intelligence helps us to be a stronger motivator and a stronger internal motivator. Due to this some benefits are reduced procrastination, improved ability to focus on a goal, increased self-confidence. In addition, these skills can also help us overcome setbacks and understand critique better.

Emotionally intelligent people are usually better leaders as well. The ability to understand what drives the people around you will help you relate to them in a better way which is a strong skill for the workplace because it helps you build strong bonds.

These skills are going to make you in higher demand than other people because you would be able to be a higher force and a better leader and more effective leader. If you are a good leader than you will recognize what your team needs, and to be able to make them happen in a way that enables a higher rate of success and satisfaction. They also build stronger teams by utilizing the different emotions that their team possesses and then they will be able to be successful.

Emotional intelligence is not completely understood, and further study needs to be done however there is some information about EQ that has been uncovered. The information we know shows that emotional intelligence plays a vital part in the quality of every aspect of our lives.

There are many areas in psychology and there is a lively debate about how the brain works however there are behavioral scientists that say that emotional and social intelligence are very important, but we will be talking about these more in depth later. Emotional intelligence is important because

it helps us address our emotions and it helps us understand what it is we're feeling and how we can use these emotions.

Emotional intelligence has made a definite difference in business which is why it's important when we understand the origin and source of our emotions. This is especially true when we're working as a team. We're more in tune to each other as well. This type of intelligence is more significant than ever because teams are cross cultural and their global in today's society. Increasing the complexity of interactions of emotions and how they're expressed is going to help companies all over the world do better.

Chapter 2 - How Emotional Intelligence Was in the Past



Emotional intelligence has been studied seriously for over two centuries by scholars, philosophers, and psychologists who have made their lives into studying human behavior and intelligence. If you've read about famous philosophers such as Plato in ancient Greece and then later into Hume and Hobbes you will see that great thinkers have been studying emotions and how they respond to certain sorts of events and subjects. They have also studied what motivates human behavior. As recently as eight decades ago, several studies have introduced theories about this kind of intelligence that isn't gained from book learning or through book learning.

In ancient Greece Aristotle is given the credit for making the first reference to something that could be considered close to intelligence, but it wasn't labeled as such. He used the word reason instead. He says that reason is the human's ability to be able to reign in their passions or the ability to resist

the urges of our instincts. He said that animals do not reason though humans do, and this is what separates us.

If you come into the seventeenth century, you will see that thinkers still had this mentality and it hadn't changed. However if you wait two centuries more, you will see that things began to change slowly. In the nineteenth century everyone became introduced to the Industrial Age. The idea of intelligence came into place and they compared intelligence as adaptability putting a new spin on it. Through factory work and people all doing the same jobs or similar ones they were able to see who was able to succeed and who wasn't.

As early as the twentieth century people have been discussing social intelligence though it is important to note they did not yet call it emotional intelligence. In the early twentieth century studies began to show the importance of being able to get along with people. Other scholars built on this concept by suggesting that attitudes along with feelings and moods surrounding intelligence could be a critical component of having success in your life. This was further built upon midcentury as a new study discussed how people could develop emotional strength.

Another study that was done at the beginning of the century, was published as an intelligence test and it was applied to schools. It became much more apparent in its application and as such classrooms quickly adapted themselves and standardized to foster a better testing environment for determining intelligence in students. This is why there are certain lengths of time for each class.

Soon after this a war broke out and a mass amount were recruited but this was a hard mess for the officials because they had no way to determine their aptitude for certain jobs. As such this test became more appealing. Before this the tests consisted of intensive one on one interviews with a professional of psychology. Applying this test to millions of recruits wasn't feasible. To resolve this they created a standardized test to tell you someone's intelligence which is where IQ was born. As of yet EQ was not. Unfortunately, nothing much was done since then and we had to wait approximately twenty five years for a new book to be published. This book introduced the concept of multiple intelligences though we still had to wait until the century was almost over to get anything more. Towards the end of the century two professors got an idea about emotional intelligence when they were painting a house. One professor studied behavior and emotions,

while the other professor studied the link between thought and emotions. They were having a conversation and suddenly emotional intelligence was born.

According to the history of development at the center of emotional intelligence at Yale, their opinion was that existing theories of intelligence had no place for emotions. If you fast forward a few years a reporter for an important newspaper, stumbled across that information that the professors had written and published in an academic journal. When he read this it sparked a moment of understanding for him and he published a book.

In this book he contends that emotional intelligence could guarantee business success before he outlined four central skills that he believed emotionally intelligent people share. Believing that this would prove his thesis, he theorized that emotionally intelligent people share the qualities of the following:

Self-awareness, because they were good at understanding their own emotions.

Self-management, because they were good at managing their emotions.

Social-awareness, because they were empathetic to the people around them and the emotions people around them.

Social skills, because they were good at handling the emotions that other people were having at the time.

When the book published he said that he really just wanted to have strangers discussing that concept outlined in his book and understand what it meant. Since then he wants people to understand what it is in that same respect.

Since then many academic studies have tested the concept to prove that emotional intelligence exists, and corporate studies have been conducted for the same reason. Many more however, have been conducted because they want to prove that emotional intelligence surpasses the intelligence quotient when it comes to succeeding in the workplace. It has been concluded that more studies need to be done but many studies all have the same opinion that emotional intelligence would surpass the intelligence quotient. A study was conducted on a plant to see if this was true. They gave their staff EQ training and saw some great results such as:

Fewer accidents decreased by half.

Their grievances went down by a third.

Exceeded its productivity goals by over two hundred thousand dollars.

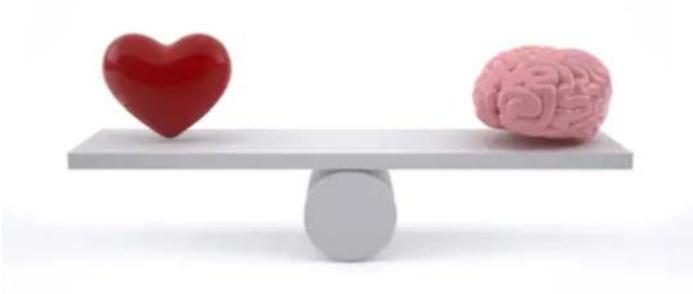
The scientist from the New York Times points out that when companies look at their career workforce to identify the individuals with high leadership potential, the ones they pick routinely had higher emotional intelligence competencies than their fewer promising peers.

Social skills and the people who possess them can be great team players and they can keep focus when moving agendas at the same time. This is why these companies have taken these studies seriously because they want the employees that are going to be able to help them achieve what they want which achieve and hire people that can take them to the next level.

What studying human emotion and human behavior since as early as ancient times has shown us is that it's only recently in the past century that we've actually gotten concrete information about emotional intelligence a wide so important for us.

Even as late as the end of the century and even in some aspect of today's societies people believe there may not be intelligence and that this is simply a representation of a person's ability to know things is a concept that encompasses many different capacities. This is why we have different divisions like IQ and EQ.

Chapter 3 - Why Emotional Intelligence Can Matter More Than Intelligence Quotient



There has been a debate ever since the last century about why this topic is so relevant and if it's more important than the intelligence quotient. It is believed by many that emotional intelligence is more important in the career driven world that we are living in today. We've been able to prove that there is in fact a link between our intelligence quotient and our ability to succeed. It took quite a long time for us to get any real and concrete information about emotional intelligence but the information we do have points us in the direction of gaining some interesting knowledge.

In school we are studied by how high our grade point average and at certain points in school, students are given tests that will rank them against others. Schools are very involved with other students ranks and how they rank against other students. To gain entrance into college most make sure that you have a satisfactory score on different standardized tests. There are basic tests that are designed to test certain aspects of our IQ. Surprisingly though, this may not be as important as you think.

The major determinants of how well you will do in life is EQ. We have an emotional mind, but we also have a rational part of our mind and a large

part of our emotional mind was developed when we needed to survive in ancient times.

Wandering the Earth at any time we encountered a new experience. As such we had to classify what type of experience this was. We needed to make instant decisions about what was best for us and what we should do.

Our emotional mind gets us going and jumps into action quicker than your rational mind. Poor decisions however come from when we can't control it. We can make a lot of poor choices because of the impulsivity of the mind springing into action so quickly. Some of the reasons that emotional intelligence could be more important than the intelligent quotient are the following.

Emotional intelligence has more of an impact than other things when it comes to accomplishment and success. Studies have shown that your IQ can help you get a job, but if you don't have a strong EQ you find yourself getting fired. This is because it is said that your IQ may only account for about a quarter of your success.

Your EQ and your social intelligence are said to be much bigger things for finding success in your life and it's said that these are things to look into as well. A higher emotional intelligence leads healthier relationships with others, and it can make us be a great leader in a good way as well.

We need to be able to understand the feelings of others. This means understanding the meaning behind them and why people are able to express them the way they do. Having healthy relationships with others is much easier to accomplish when we have control over our emotions. We also need to be able to show ours and communicate in a healthy manner as well.

Delaying gratification is also a great sign of being able to achieve a success in the future. If you are able to wait now rewards in the future all your own. Delaying your need for instant gratification could reward you later and you are much more likely to have success in the future of your life.

Instant gratification is something that everyone wants these days, and this shows up every day. It shows up in the way we shop, the buy now pay later way that we do things are all great examples of how we're in love with instant gratification and instead of the delayed rewarding. We put mindless entertainment ahead of self-development.

Emotional health impacts your physical health and there has been shown to be a link between the two. Stress has a big impact on our lives and can harm

your physical health as well. It's been guessed in recent studies that 80% of our health problems are stress related and that when we experience stress we are experiencing stress it's usually because we were experiencing discomfort in our emotions.

Poor emotional intelligence has actually been proven to be linked to bad behavior and even crime. An example is someone of a young age that has lacking skills with emotions. They could hurt others and have a hard time paying attention in school. They would also experience a plethora of negative feelings. There are also studies that have been shown that emotional skills can play a part into causing crime though of course the environment you grow up in and your family have a part in it as well. This is why studies and research are showing that it might be beneficial to have things like this available to younger people. The cost now would be much less than having to pay for those same people to be in jail later.

Emotional intelligence is also considered to be more important for leaders. It has been said that the intelligence quotient is needed when you want to establish yourself in the world of business, but many leaders have revealed that their hidden tip was an intelligence quotient that was burnished with a great education and a high emotional intelligence quotients. What these people may not appreciate is that many people reach success in their area of career path was because of their emotional intelligence and not just their intelligence quotient. The benefits of utilizing both as been seen all over our world.

Having someone on your team that is able to have a strong EQ means that you are able to read the emotions of others and help them remain calm as well as managing their teams with a thoughtful and compassionate nature. The importance of having a high intelligence quotient has diminished in recent years as a result of unlimited real time information that's available on the internet. However it is still important. The intelligence quotient will always be important, but the internet doesn't tell you about the EQ of your employees. You won't learn their strengths that way. Instead a better idea is to hold a meeting and learn who is quiet and who speaks up? Who is not happy and who is going above and beyond the call of duty?

Having high emotional intelligence is going to give you the opportunity to identify this and only strengthens your perspective as a leader not to mention how each person and being able to individually coach employees is

going to take them further. They need help and if you can help them this is why your emotional intelligence is going to be needed. You will also be able to weed out those that are going to harm you.

It also helps you know your own emotional weaknesses and strengths. This is an important skill that you're going to need to have for yourself. An example is a company on the west coast the CEO was interacting with his employees in a group meeting and he thought the meeting was casual, but it wasn't, and his approach was far too intimidating. Because of this his employees hardly spoke and when they did they only told him what he wanted to hear. His adviser got so frustrated with him that he introduced himself and told them that he was working with the CEO and that they were here to learn about the views and opinions of the company. As such he introduced emotional intelligence to them, and he got them talking. They had an extremely thoughtful and engaging conversation and the CEO, and the adviser learned a lot on the way back to the office. The CEO asked the adviser how they were able to do what they did. The CEO was not comfortable with emotional intelligence and he had trouble being someone who could provoke a conversation and engage his workers.

From this example, we can see that the CEO obviously has work that he will need to be able to do for himself because the objective is to be able to talk to people and he can't. Another assessment of your own emotional intelligence is going to be able to help you as a leader and to help you delve into your strengths and weaknesses as well as utilizing the ones that you already have. A leader needs to understand how to view others behavior but also their own. As another study, they need to understand how people see them.

One of the biggest things that emotional intelligence has an edge over the intelligence quotient is socialization and this is the ability to interact with others and it's essential to long term success. The smartest people can have no idea how to talk to people in many cases and it hinders them. There are very few introverts who run fortune 500 companies and it's because leaders need to be effectively communicating and collaborating with their companies and they need to step out of their emotional comfort zone.

There are examples of emotional intelligence and socialization everywhere. you go another example is if you have a new thank Another example of such is if you have a new employee and they decide to reach out and take initiative. To be social to other people and appealing to the emotional

aspects of a job shows that people take their job seriously and they want people to feel comforted and supported. By the example person doing this they have shown their boss that they take this seriously. As a leader dealing with emotional intelligence you need to step out of your office and have real human conversations with your team. This is going to help their morale and engagement in their work.

Perhaps the most real and biggest reason that emotional intelligence is more sought after than the intelligence quotient is because in order to be a leader you have to utilize your intelligence and your emotional intelligence together but the ability to have a connection with those around you is needed more. The argument can be said over and over that emotional intelligence is more important, but you still need both however with your emotional intelligence you focus on being perceptive of situations and how people really feel which is going to take you further in the business world than you ever thought you could go. If you keep this information in your mind every day then your reward is going to be an unobstructed perspective of your career that can lead to productivity, longevity and strength.

Chapter 4 - What Cognitive Behavioral Therapy Is



Cognitive behavioral therapy is a form of therapy that involves psychological treatment. It's designed to help people understand the feelings and thoughts that effect behavior. It's abbreviation is CBT. This is used to help treat an array of disorders and phobias as well.

CBT therapy is usually not a long term thing and is focused on aiding people with specific issues. While having a course of therapy people will learn how to not only understand devastating behaviors but being able to change it as well. You can also learn how to change upsetting thought patterns that are having an effect on the emotions and behavior.

The other concept of cognitive behavioral therapy is that our thoughts and our feelings play a distinct role in how we behave. A good example is that a person who spends a lot of time pondering if an airplane ride is going to end

in a horrific manner is going to avoid traveling in an airplane. This type of therapy has been more accepted and widely sought after lately in both professionals with treatment and consumers of health. This is because it's not long term and is cost effective compared to other therapies. It has also been proven to help people with serious issues they face.

If you have a negative thoughts this is a serious focus of CBT. They want to change the thoughts that occur and affect your feelings and mental conditions. Through the process of CBT people examined the thoughts and how the science behind them. By doing this people are able to see their thoughts more realistically and study how they're thinking. They also learn how it attributes to their mental condition if they have one. When someone can understand and learn that the negative or unrealistic thoughts that run through their mind are affecting how they feel. By understanding this they can begin to engross themselves in better patterns of thinking for themselves.

The preferred type of psychotherapy is CBT because it's useful in addressing the management of the following.

Symptoms of mental illnesses

Preventing a relapse if you have a mental illness or mental illness symptoms

Learning techniques for coping with stressful life situations

Treating a mental condition when medication is isn't an option that is going to benefit you.

Learning to identify ways to manage your emotions

Resolving conflicts in your relationship and learning better ways to communicate with each other

Coping with grief or coping a loss

Helping you to overcome emotional trauma related to violence or related to abuse

Coping with an illness of a medical nature or managing symptoms of a physical and chronic nature as well.

Disorders of a mental type that may also get better with this type of therapy include the following:

Eating disorders of all types

OCD

Disorders with substance abuse

Anxiety disorder

PTSD

Depression

As well as many other issues as well including more serious ones. In some cases for patients CBT is more efficient when you use it in combination with other treatment options. When thinking about CBT you should know there is little harm in it. You may cry due to unpleasant subjects and this can be hard because this treatment causes you to explore painful feelings, painful experiences and painful emotions. You can cry and be upset during a hard or particularly challenging session and you can feel physically drained. The first thing that you need to do is find a therapist. The second thing that you need to do is understand the costs and the third is reviewing your concerns.

Before you would see any therapist you would need to check their background and education as well as their area of expertise and their certification. You want to make sure that they are qualified and that they are in fact an expert. You also need to check their licensing because the key here is that you need to find someone who can help you and give you the treatment you need. It may be done in a variety of ways either with your loved ones or in a group. If you prefer doing it alone you may do that as well.

Make sure that you understand the following list of things as well.

Their approach for you

The goals of the treatment they have in mind for you

The length of the sessions,

How many sessions you actually need?

What therapy is appropriate for you

During CBT therapy, your therapist is going to want you to speak about how you feel and how you think. If you find that you are having trouble with this don't worry this is normal. Your therapist can help with your feelings and in the situation and help you begin to deal with your emotions healthily. It also focuses on having goals and using an approach with it accordingly. They will also encourage you to do homework, reading or practices that will help you learn and help you build on your time with him or her. Though they do also encourage you to apply this in real life.

CBT in most cases will have the following steps.

Identifying troubling issues in your life.

They will help you become more aware of your thoughts, beliefs and emotions about those problems.

Identify inaccurate or negative thinking.

Reshape inaccurate or negative thinking.

This is a short term program that will happen for at least a handful of sessions to almost two dozen sessions depending on the severity of your situation. Factors to consider when learning how many sessions are right for you are the following.

The type of disorder or situation that you're in.

The severity of the symptoms that you have.

How long you have the symptoms.

Dealing with particular situations publicly.

The progress that your making.

How much you are feeling during these sessions.

How much help your getting from your family and loved ones.

With the exceptions of very specific circumstances each and every conversation that you have with your therapist is going to be completely confidential and they cannot reveal what it is that your speaking about. However your therapist is allowed to break confidentiality and may in fact break said confidentiality if you are in danger or your safety is, or if it is required legally. Other examples that let the therapist break confidentiality are the following.

If you're threatening to immediately harm your person or take the life of your person. If you're promising to cause harm to another person else and are threatening to take their life away. If you are hurting a child, or an adult that is vulnerable, or anyone who is eighteen and over who is disabled or hospitalized. Finally if you you are unable to safely care for yourself.

Something that is important for you to realize (but not let discourage you) is that while it is effective, CBT may fix these issues entirely, but it can give you the ability to cope with your situations in a better way than you do now and to help your self-esteem. It can make you feel better about life and better about yourself.

You should approach this is as a partnership and be open and honest throughout the entire therapy process. If your not being open and honest then the therapist is going to have trouble helping you. If you want the therapy to work then you will have to be willing to let them help you. This is so that you can get the most out of it. You also need to stick to your

treatment plan and your homework. Another important thing to remember is that you shouldn't think you will have results on the first day. When you're working on issues of this nature it requires hard work, but you may need several sessions before you see improvement. This doesn't mean that you're not improving, it just means it's taking time.

If you feel that this therapy isn't working and you feel like you're not benefiting from this, you need to talk to your therapist that you're seeing. It could be that you and your therapist may decide that you need a different approach. There is no harm in speaking to your therapist and telling him or her if you feel this isn't benefiting you. As a therapist, they should be open to helping you and they might be able to find something for you that works much better for you. Just be open and honest with him or her.

The components of CBT are that people often experience thoughts or feelings that reinforce beliefs that aren't the best and it causes issues that affect their life. The reason that we do cognitive behavioral therapy is to combat those destructive thoughts so that they don't have so much power over you and you can overcome them. When you begin the process of this your therapist will take a very active role because it's a very high goal oriented and focused therapy made to help you.

Some claims against this type of therapy are that becoming aware of the negative thoughts doesn't necessarily make it easy to change them or to make them stop. It's important to note that this type of therapy doesn't only involve being able to understand thought patterns. Its focus is on using different strategies to help the patients to be able to move past these thoughts. In most cases cognitive behavioral therapy while needing more studies done about it, has been proven for many people to be a beneficial treatment choice for a range of psychological problems that people face.

Some additional facts about cognitive behavioral therapy are that if insurance covers psychotherapy or behavioral medicine then it should cover most of the costs if not all of the costs of CBT therapy. If you are paying out of pocket than CBT can cost range from free at some clinics or a couple hundred dollars at a private practice.

It offers you skills for life. They help you equip yourself with the skills you need for tackling your current issues but future issues too. This means that CBT can offer long lasting results.

It can alleviate symptoms in people who suffer from Chronic Fatigue Syndrome. This is a disease that until recent years had very little research

and information on it. In fact because it mirrored so many other sicknesses that it couldn't be identified for a long time and many felt there might not be a solution. Now that's not the case and many people are happy that there is a solution! Now thankfully it's something that people can identify and receive help with the symptoms.

Believe it or not only 15% of professionals in the mental health field have learned TRUE cognitive behavioral therapy (True CBT includes different forms of therapy). Out of that 15% only 12% actually practice.

CBT therapy has an effectiveness rating from as low as 60% to as high as 90%. It is said the more invested you are in the treatment, the more your success rate increases. If you invest yourself fully you will see results.

Chapter 5 - Techniques To Use

This chapter will be about utilizing different techniques to boost emotional intelligence and understanding tactics that you'll be able to use for yourself. The first thing that we're going to be talking about is self-sufficiency. This is a person's belief in their ability to be able to achieve and function with certain behaviors that are necessary to being able to give a specific performance attainment. So this shows a skill to exert control over areas of your life such as behavior and environment. It's an influence and they influence all manner of experiences which includes the achievements that you have for yourself and your wants and plans. This is also true for the amount of energy that you're putting toward a goal or the amount of energy that you're putting towards a specific achievement.

Unlike long established constructs of psychology, self-efficiency is more of a hypothesized behavior and it varies on areas of conditions that are around the event or the behavior. The theory has considerable influence on the research and education as well as the clinical practice of this and the field of health psychology. This has been applied to the following.

Smoking

Alcohol use

Eating

Exercise

Pain control

Self-management of a chronic disease

Along with this they have done studies on everything from aids to teaching strategies to students showing this can be applied in different areas. Self-confidence is the second thing that we're going to be talking about. There are a plethora of gains that can come from having a confidence in yourself that is healthy. Notice that the key word there is the word healthy. There are unhealthy sides to self-confidence as we will be going over. Confidence in yourself is a skill that can help you with the following.

Command your terrors.

Get through the hardships that you will face on this life and have more certainty doing so.

Maintaining a mental attitude that is positive.

Having confidence in yourself is usually based on situations that you have gone through in the past and gets better as you build-up a collection of success that you can rely upon. An additional benefit of being self-confident is increased performance. Entrepreneurs, celebrities, and public speakers all recognize why having this skill is vital. Having a lack of confidence in yourself can keep you from reaching your true potential or highest performance. It can also help you get through roadblocks in your life and to go after the skills that you need to own to succeed.

Another benefit to self-confidence is happiness. People with a healthy confidence are more positive and have a greater satisfaction in their lives than others who have a lower confidence in themselves. Having this skill you take on better relationships. You will also feel that you were able to do more quality work and you will have a feeling of being connected with the surroundings around you. These skilled people are also able to sway people more easily as being able to manage the emotions and behaviors of themselves in a better way. A positive attitude comes from feeling happy with yourself and feeling that you know that you have a place and belong in the world. That is so vital for your mind, body, and soul. It's also better for your health to be self-confident because you have a positive self-esteem and that's an indicator of good mental health.

This is normally a case of building it in childhood. This is where parents can help their offspring. Having your offspring feel positive about themselves will let them do better in their education and they will be able to care for themselves in a much healthier way. The same is true for teenagers. Growing up confident, they make better decisions and they hold their own best interests in mind. They can also avoid falling into things like crime. Another thing that's great about self-confidence is that it gives you ease in social situations. People with confidence will feel more calm in a social setting and when their conversing and making new meetings they can do this with ease. This is because of their belief in themselves. Because this comes from inside they know that it's not being relied on the views of other people, they don't have to worry about being judged by other people. They move happily and free without fear and without worrying about being rejected.

This skill offers a higher level of comfort when facing unfamiliar obstacles and people who possess this skill typically are more optimistic about the future. In addition to this they are able to convey that confidence to others through the way that they walk, how they converse with people, how they hold themselves, and they are more easily able to handle situation. They also tend to draw others to them because of the positivity that the confident person is giving off. That energy is considered to spread to others and it's very attractive to other people. They're also tips that you can learn for better self-confidence and better self-esteem. If you have not been able to have self confidence in your childhood or if you need a better boost of self-confidence now. These steps are going to be able to help you bring your self-esteem to a level that is designed to make you a brighter and more positive person.

If you're self-confident you will be able to benefit from the following:

You will value yourself for who you are regardless of any blunders or mistakes that you make and the type of work that you do or don't do.

You'll be able to feel good about yourself.

You'll be able to feel worthy.

You'll be courageous enough to stand up for yourself.

You'll be more assertive.

You'll know that you're worthy of others respect.

You'll know that you're worthy of others friendship.

You will be able to accept the whole of you with both of your strengths and weaknesses and you'll be able to know your strengths and weaknesses.

What self-confidence is not is the following?

Holding yourself to unrealistic expectations or standards

It's not believing that your perfect or thinking that you should be perfect because nobody's perfect. It's not living a life free of problems

It's not living a life free of pain

It's also not living a life free of difficulty

As a side note however self-confidence does help you cope with all three of those things. Self-confidence is also not:

It's not about you being selfish

This should also not be confused with self-esteem. They are very similar but they're not identical. Self-confidence can be defined as positive feelings about yourself in the world that impact someone's actions. Self-esteem is

described as the degree to which you value yourself which ties in with self-efficiency because that someone's belief and their ability to accomplish something. With low self-confidence you could have the following issues.

Problems with self-doubt

Inferiority to others

Unworthiness

Apathy

Loss of enjoyment

Anxiety

Depression

Self-confidence creates a feeling of being complete as well as providing a sense of inner peace and experience feelings of balance between strength and weaknesses. You can also gain the ability to create an experience of happiness, and acceptance of your own faults and awareness of your strengths.

If you need help with self-esteem we have tips below that can help you raise it for yourself so that you can be a happier person and give yourself a great boost.

Have you heard that going outside is good for you? It is! It is great for self-esteem as well. Getting sunshine can brighten your day (quite literally in fact) especially when you can soak up the rays. According to studies getting some outdoor activity even for five minutes can vastly improve yourself. This could mean something quick and simple light just taking a walk around your office at work or a short bike ride. You could even just take a walk with your family or your spouse. If you have a pet you could walk your dog too. Turn it into an activity if you have the time to do so.

Another great tip for self-esteem is to stop taking positive things and turning them into negatives. Especially accomplishments. If you've accomplished something great accept that you have done while acknowledging your accomplishments and giving yourself the pat on the back that you deserve. This a great way to increase your self-confidence. Don't get stuck in the trap of criticism and challenge yourself to practice a routine of more positive thinking instead because it's going to be help you much more and help solve issues that you have with being critical.

Sometimes we are taught that bragging can be considered to be full of ourselves however we should be let it know that if someone needs someone with a skill set that you have you'd be their go to person. So when you hear positive feedback for something let it boost your self-esteem instead of letting it feel like you can't enjoy your success. Practice speaking assertively to people as well.

Just as the way you can stand plays into the level of self-esteem that you have, which is something that we are going to go over next but what you speak plays into your level of self-esteem as well. Those who have great levels of confidence tend to omit their filler language. Instead of saying things like 'um' or 'oh' or 'ah', when they speak, they take a more assertive approach. When you learn to speak more assertively without those fillers and with a lower pitched and steady tone, you come across as more confident, but more importantly you feel more confident because you're helping yourself to feel that way. Now you should keep in mind that assertive and aggressive are two very different things. You should utilize the former not the latter. The latter is one of the worse ways you can speak to someone.

Your posture can also help give you some self-esteem. If you adopt what is known as a power pose (think of superheroes and how they stand) hold your head up with your feet flat on the ground and square your shoulders off. You can boost your feelings of confidence by up to forty percent. Just make sure that you're not looking too aggressive. You can feel instantly more powerful by doing this.

Making a list about yourself. In fact we're going to tell you to make three. Studies have shown that if you come up with three separate lists, one is going to be what you appreciate about yourself, the other that will be what your strengths are and the third achievements that you have made. Doing this is going to make your self-esteem get a very good boost because you will be able to see good things about yourself. If you can't seem to come up with points for these lists recruit somebody to help you out. Preferably a family member or friend to help you. It should be noted that if you keep these lists handy and reread them regularly, you will be feeling really good and feel free to add to them as you begin to feel more confident.

This might be hard for some people because we live in a digital age where everyone is glued to their phones and social media, but you can take a break from it and it might be able to help you a lot more than you realized.

Just because other lives look perfect doesn't mean they actually are. Social media can be fine, but it can also leave us really damaged because we compare other people to ourselves. People present the best but not the most accurate version of themselves. They only put out the best things about their life or that day. It's not realistic and can leave a person feeling like they're far behind and that's not the case at all.

So take a break from social media for a little bit. Taking a break from social media is a great way to minimize the risk of comparing yourself to others and it provides a great opportunity for you to grow personally and become more self-aware. It also gives you the chance to define a positive self-concept on your terms. That's more empowering. Your personal validation rather than comparing yourself to others or letting others compare to you will change as well because you will begin to see that you don't need any validation from anyone but yourself. This also helps with you not being able to rely on others views of you. This lets you view yourself.

Some of the most cringe worthy moments of people's lives have been when they've been called to speak, and they were unprepared. Think back to school. If you were supposed to say a speech in your class and had no idea what to do you freaked out right? You got nervous and hated it because it was embarrassing. Those moments make people skin crawl and a lot of people can leave that presentation feeling really down about themselves. Let's avoid that.

A great way to build your self-esteem is to be as knowledgeable as you can about the topics that you are going to be facing and the situations that you will be facing. Being prepared is crucial. This means reading that chapter that the teacher signed ahead of time or going through a brief from your boss before heading into a big meeting. Think of how great you'll feel when you're asked a question and you can give the response without even flinching. When you're able to do this watch your confidence soar.

If you live by your values this is another self-esteem builder. The way you're feeling about the decisions that you've made can help you feel good about you. This could mean staying quiet when coworkers are trash talking somebody (which happens literally every single day in any field you choose to work in) or saying no when somebody asks you to cheat on a test or do something unsavory. Basically instead of doing something that goes against what you believe in you should ultimately keep to anything that aligns to what you believe is right and is going to increase your self-esteem.

Our last tip is to show off your smile. Have you heard the expression about smiling and frowning? 'It takes twice as many muscles to frown as to smile'. So instead of frowning why not smile? Studies have proven that smiling can actually make you feel good. According to studies even when you don't feel like smiling you should still try to put one on anyway because it's going to help you exude happiness. This could brighten your day and make the people around you feel happiness that your giving as well. When you're making other people feel good it brings the happiness and positive feelings back to you as well so it's like a chain reaction. It can instantly make you feel better about yourself and utilizing any of these steps is going to give your self-esteem a serious boost. You should try them and watch as your self-esteem grows.

Self-discipline is another useful skill and it's very important. Everyone should be understanding of how to utilize this for their benefit and then putting it into action. The skill is vital in all aspects in your life and it's one that most people admit to knowing wholeheartedly. Its cruciality is noted but not many attempt to do anything to improve this skill. The ability of disciplining yourself is not meaning that you should be unkind to yourself. It means that you will and should be able to control your reactions and your actions in general. This skill is about control. This is known as a sign of the strength you carry inside. It's not forcing yourself to live a limited and restrictive lifestyle and self-discipline also gives you the ability to remain in your decisions and to make sure that you can go through with it without facing a change in your thinking. This is a vital necessity for making your goals happen.

The possession of the skill will enable you to be able to persevere with your decisions and plans until you accomplish them and also manifests as inner strength which helps you overcome the following issues:

Addictions.

Laziness.

Procrastination.

Following through with whatever you say you're going to do.

Ignore pleasure and gratification that happens instantly in favor of a greater gain.

It requires spending effort and time to get it and to be able to do this. This skill is a vital part of achievement and it can be expressed through itself in a variety of ways that include the following.

Perseverance.

Self-control.

The ability to resist temptations and distractions.

The ability to not give up despite setbacks and little failures or even big failures.

Repeatedly trying until you do what you want to do.

We all hit roadblocks in our lives in order for you to get past them and you need to be able to act with an attitude that won't quit. Both of these require that you have discipline for yourself. Ability to have this skill will let you feel great about yourself and can give you the major boost that you need as a result. On the other hand a lack of this skill can lead to the following issues:

You have trouble succeeding at your tasks.

Relationship problems.

Issues with your health.

Weight issues.

As well as a host of other problems as well. Utilizing discipline however can help you with other issues like:

Anorexia.

Bulimia.

Edson.

Issues with addiction.

Drinking.

The habit of smoking.

Along with a whole host of other issues that can harm you. Something that you can do for yourself is to study, do fitness tasks for your physical body and develop skills you don't have or ones that you would like to see improve for yourself. This will also help with your spiritual growth and your soul.

Acknowledge the importance of the benefits and be one of the few that does take real steps to strengthen it. Remember that it is possible to strengthen.

Just like any other skill, self-discipline can help you in the following ways.

Help keep your promises that you make to yourself and others.

Overcome procrastination and laziness.

Help you become healthier.

Help you eat healthier.

Can continue to help you resist temptation

Wake you in the morning easier.

Overcome negative habits.

Strengthen yourself.

When you begin to start applying self-discipline in your life, you will realize that you're able to achieve your goals much easier and you'll be a much happier person overall.

Having a positive outlook on things can also change how you see things and reduce your stress. In addition to this it can help you with discipline and other things that we have talked about in this chapter as well. Having an optimistic mindset won't mean ignoring everything. It just means that you understand that you need a different way to approach the situation that occurs in your life in a more better way. Remember, life has many unpleasantries and when you think about those issues in a more positive manner this will help you. The best and worst times of your life can both be improved with a positive outlook on life.

A positive mindset will be able to help you when you learn that you need to talk nicely to yourself. This means that the ideas and thoughts that go through your mind on a daily basis need to be talked to in a different way. These notions can be negative or positive but your nice talking, at least part of it, is going to come from a place of logic or reason and others may rise from misconceptions. If what goes on in your mind is almost all negative don't fret because you're not alone. Many people are plagued by these thoughts. If your mind is negative then it is considered that you are a pessimist or that you may be become one. If your thoughts are mostly positive then you're most likely an optimist.

Utilizing the ability of positive thinking for your life you can increase your health benefits as well. the health benefits that come from positive thinking are the following:

Lower depression.

A more advantageous physical and psychological wellbeing.

A lower risk of mortality.

Lower risk of heart disease.

More effective cardiovascular health in general.

Better coping skills during times of stress and hardships.

Increased lifespan and a lower risk of death.

There have been studies done on the subject but one theory in particular believes that having a better look on life enables you to feel better when any

and all situations happen. This in turn can reduce harm being done to yourself. It also thought that if you're a positive person that it is more likely that you would live or would tend to live a healthier lifestyle as you most likely don't drink alcohol in excess or smoke to that same extreme as well as other things of that nature.

If you're a negative thinker then you would most likely have a set of issues that negative thinking tends to place upon your mind. A negative thinker usually has a problem with filtering. Filtering means that you are making the negatives replace all the positives. Another issue that you could have would be the issue of what is known as the personalize. This is an issue which means that when something that occurs in your life you automatically blame yourself. You could also catastrophic size and polarize. If you're polarizing then you only see certain ways. You see it one way or the other, but you have nothing in between. It has to be one or the other. When this happens as a negative thinker you may feel that you have a need to something you can't be (perfection as it doesn't exist) or that you always fail even though that's not true.

If you're catastrophic sizing that means that you're automatically anticipating the worst. You can lean to change this by identifying areas that you need to change. What this means is that you need to identify the areas where your thoughts are not positive and from there you can take small steps. What you will need to do is to begin to think about one thing you want to fix and then think about it in a more optimistic manner. Make sure that you are able to be open to humor. To have a more positive outlook on your life let yourself open up to fun and laughter. Let yourself smile. This would be especially helpful in hard times. Having the ability to seek out humor in your life will be able to help you see things in a more positive light.

You also need to stop and check how your doing throughout each day and think about how you're thoughts are doing. This is a good way to see if your thoughts are leaning toward the positive or the negative. If you find you're not being positive then you need to try and put an optimistic twist to them. As we are trying to improve your mindset to a more positive set. Following a healthy lifestyle and surrounding yourself with positive people are also going to help you get rid of your negative thoughts as well. One thing to note is that with negative thoughts you may not be able to make them stop

or get rid of them completely but utilizing the tips in this section can help them go away for at least a little.

Another tip is exercising. If you exercise you can exercise for half an hour on most days and make sure that your receiving the great benefits of it. It will also release endorphins while you exercise so you get the feel good vibes because you're getting active. Make sure that the people surrounding you are giving you helpful advice and feedback. Another thing to be aware of is that negative people can make you feel unhappy as well. They also make you rethink your skills and ability to help yourself. It is recommended that you keep negative people from hurting your positivity if you can.

Speaking and your words that you use for yourself are also something that you are going to need to change. When you speak and you begin to talk to yourself, speak differently by practicing a positive self-talk instead of a negative one because a negative one will only hurt you. You should be by thinking that you should speak to yourself how you want others to speak to you. Think about your mom or dad. What's something that they say to you or you could imagine them saying to you that you wouldn't want them to? Do you say that to yourself? If so, you need to stop right away and opt for a different approach.

Be encouraging and gentle with yourself. Remember what we have discussed. Self-compassion and forgiveness are important. Be kind and loving to yourself instead of being negative. If a negative thought enters your mind then go through the process of being able to evaluate it rationally and respond to it by being positive instead. Think about things that you're thankful for in your life instead of what's not going right or what's negative. For example if you're thinking the thought 'I'm horrible at this,' change the thought into this one instead, 'I can get better over time'. If you tend to be negative then you should remember that you won't become a positive person overnight because it's not going to happen right away but if you practice at it eventually you'll be able to self-talk to yourself better. Just remember to be patient with yourself. Everything takes time. Your speech will be more positive, and you will also be more kind to yourself. If you practice this on a regular schedule and you may also experience the fact that you could be less critical of the world around you because your starting to see things differently.

Chapter 6 - The Difference Between Success People And Non-Success People Are The Habits And Discipline



There are many different things that separate successful people and non-successful people and the first thing that separates the two, is the fact that successful people are disciplined in a way that non successful people have

not yet achieved. We say not yet because it's still possible for them to do that.

What determines a non-successful person from a successful person is not a matter of trying (per say) or a matter of laziness. This is something that most people don't understand. They think that non-successful people could be lazy or that they just don't try hard enough and that's not true in some cases. Though it is true with others. Non-successful people may not have the knowledge of how to get to where they need to be but in some cases it's not a matter of them being lazy. It is just a matter of them not utilizing the knowledge that they have or not having the proper knowledge in the first place. Now on the flip side to this it is worth mentioning that this is true for some cases. It's just as everyone is different and there is many different things that need to be taking into account here.

Now we will go over the differences between both successful and non-successful people. Non successful people usually disapprove of change and there forever looking for ways that things can go wrong so they pass up opportunities to make their lives better. They don't entertain the idea that a little change can improve their situation. They don't see that maybe making a little change could actually make their lives much better. They also judge people's responses and try to undermine other people.

They ask for other people's opinions but they're judging those answers and ranking them. This doesn't help them and in fact it hurts the people around them because in time people stop giving their honest opinions because they're not being valued. As their not being valued why would they take you seriously if you're not going to care about anything they have to say. They avoid gratitude because showing gratitude is considered to be a weakness to them. Many non-successful people can say that they feel that the world owes them something and they deserve everything that they get. This is not true of everyone, but it is true of most who are unsuccessful. Another issue that they tend to have is that they refuse to apologize. Having to say that they are sorry may seem like a failure or a loss to them. Non successful people can feel like they view life a certain way. Perhaps as a competition where they need to get ahead. If this is how they feel they can tend to take defeat very badly which makes them unable to apologize. If they feel that they can't apologize because they believe that they are unable to apologize they have a negative attitude.

Non-successful people are good at finding fault in absolutely everything you could say to them. You could even say that one favorite pastime of a non-successful person is that they love criticizing. They fail to think of solutions but magnify every problem instead and they don't take the chance to learn.

Instead they let themselves sink into a place that they shouldn't and get depressed. Depression is a real thing and many people suffer from it, so this is not something that were making light of. We're saying that non-successful people do something that can harm them. As depression is so serious were simply saying that you should avoid drowning in negative emotions because it hurts you so much. They don't look on their mistakes as a chance to learn or improve. Instead they get disheartened and they tend to give up too soon where they shouldn't.

Successful people on the other hand possess a strong sense of self-awareness which goes back to emotional intelligence. They are confident in their faith and in their ability to face life squarely in the eye and whatever comes. They are not self-oriented, and they do not work with just their own personal goals in mind. They possess a sense of ownership and they take responsibility and accountability for their actions. They don't try to cover up their mistakes and they don't let those negative feelings stay with them. Instead they own up to it and then move on. They understand that you have to forgive yourself before your able to do this. As such, successful people tend not to make the same mistake twice which helps in their life and career.

They always try to improve and push themselves to step out of their comfort zone because they know that that's what they have to do to be successful in areas of their lives. They are comfortable taking risks and even if they're not they know that they're necessary (in healthy ways. Healthy risks). They view their failures with a positive frame of mind because they want to explore their opportunity to grow and advance their career to the next level. They also have oriented goals to keep themselves motivated. They set targets and goals for themselves. Both short term and long term and their effective in setting the pace of their own work.

Another thing that they are clear and realistic about is where they want to go next and they also value time due to this fact. This is very important to successful people. They treat time like it's a precious commodity and they

understand that they need to use their time wisely. They use it as effectively as they can, so they don't put things off until tomorrow. They get it done today because they understand that leaving things off until later isn't beneficial. The distinction between successful people and non-successful people in these examples is quite clearly marked so that you can see just how they're different. It's quite simple to see how they are different and what it is that sets them apart. Other examples of how they're different are that successful people ask questions and they analyze their feelings and emotions.

Successful people don't suppress their emotions. This is something that people get confused about. They believe that emotional intelligence is suppressing your emotions. That's not what it is. It's about managing your emotions healthily. They know how to handle them in a healthy way. They yield great results and are highly efficient but they're still human at the end of the day. What sets them apart is that they understand that their emotions can be handled in a way that is healthy. We have said this twice to emphasize the fact that you need to express yourself in a way that isn't going to get you in trouble or fired.

They can regulate and manage their emotions because they know how your emotions influence the way you think and the way you act. They understand what can happen from emotional outbursts and how it can hurt you. They also know how to say no when they have a full plate and successful people know that progress comes from saying yes to priority items but saying no to those that aren't because they don't want to spread themselves too thin. They also understand how to stand up to the inner critics but forgive themselves and move on from it so that it doesn't stay with him.

They also have a tendency to focus on the positive things instead of the negative. If you pay attention to the circumstances of your life you'll find the positive events outnumber the negative events. The problem is that we get sucked into the negative by being around the wrong people. Successful people notice the good things that are around them and they choose to be around the people that add value to their life instead of people that don't. Along with the ability to listen more than they talk they also never stop learning because they understand that reading and learning and exposing yourself to new things every day is the best way to get some new success and continued success. Non-successful people stop growing because they let their egos dictate the false belief that they know everything, but no one

knows everything and there's always something more to learn. When you stop learning new things you cease to challenge yourself with new ideas and you become stagnant. Successful people also recognize that you should surround yourself with people that are smarter than you. You can pick out associates whose behavior is better than yours and treat them as a role model. You'll drift in that direction and non-successful people don't do this because it goes back to the whole idea of them believing that they know everything, and their ego gets in the way.

Another tip that successful people also tend to follow is that they tend not be distracted by the next best thing or other people's opinions. They know their true purpose and true mission in life, and they keep them at the forefront of their minds so that they can set out to accomplish every goal that they have for themselves. They know what they want, and they are trying to get it for themselves.

Successful people are also more self-disciplined because they understand the importance of personal management and self-discipline. All great successes in life are preceded by a long periods of focused effort on the most important goals that you have for yourself. Self-discipline is something that you can learn but unsuccessful people may tend to shy away from it instead of going towards it like successful people do. Understanding the differences between successful people and unsuccessful people is going to help you become better and reach for success in your own life because you'll know where to start. Be sure to utilize these tips in your daily life to become a more self-disciplined and a better habit making person. Having better habits in your life is going to be able to make you achieve things in a more positive way and it will help you begin to find out what you feel is important in your life.

Chapter 7 - The Discipline And The Power Of Habits



You will feel better about yourself if you learn now about creating habits that promote healthy discipline and healthy habits. It will also reduce your stress and your frustration in your lifetime which promotes better health. Being able to exercise good habits and good discipline and be able to form them for yourself is going to take you to a level of understanding for yourself. These are skills that you might not have understood that you need and that you will be able to reach but in owning the fact that you can have these skills you're going to be able to take yourself to a better understanding and develop a stronger sense of self and of why this is important.

It has been argued over time that you don't need to be fully disciplined to be a successful person or to be completely achieving person however this should be a goal for you in your life and this is a subject of hot debate. Everybody wants to be able to achieve their goals and gain success.

Everybody wants to be able to be successful so we should recognize that self-discipline is one of the best ways to do this and to increase our productivity and our habits that we have on a daily basis. If you want to get ahead in life and have your goals met then you need to be able to be able to acknowledge that improving your habits and discipline is the way to get there.

We also need to understand how to make better habits and better choices for ourselves instead of the ones that we are choosing for ourselves now in our daily lives. Many of the most emotionally intelligent people and intelligent quotient people still have horrible habits that they need to work on for themselves which is an interesting thing for people to consider here. There are always ways that we can improve and things that help us to be better.

Success is considered a short race but it's something you will need to master, and this is a hot topic for debate as well. When your studying success and discipline you will notice that in many areas more studies need to be performed to be more accurate, but we do have information that has been shown to be conclusive.

A disciplined life and being a disciplined person is understanding that habit and discipline intersect. They have separate meanings, but they connect to form the foundation needed for achievement. If you are able to regularly work at something until it regularly works for you is going to be the starting point. When you begin to discipline yourself, your training yourself to act in a certain way.

If you are staying with them long enough it becomes routine. Or a habit. So when your looking at disciplined people your seeing people who have trained habits into their lives. In this respect discipline is a learned skill.

Willpower is another big part of being disciplined. When it comes to willpower some believe that timing is the important. The reason behind this logic is that people believe that willpower and timing is important because when our will power runs out we revert to our default settings. This means when your willpower is dragging are you going to go grab a bag of carrots are you going to grab a bag of chips? Your most likely going to revert back into the bad habits you haven't trained yourself out of. Are you going to make healthy decisions if you haven't trained yourself out of them? As stated above when your still trying to get out of those bad habits, it is going to be hard to try and get yourselves out of that mindset of reverting back to bad habits.

Would you be able to focus on the task at hand if your will power is low? When your most important work is done while your will power is waning that's going to define your level of achievement. The result is that your performance is going to be average, so your will power needs to have your time of day. When you think of the expression 'I wouldn't give you the time of day' what do you think of? You think of ignoring something. Flip it and reverse the meaning. Instead think of it like this. We need to give willpower the time of day.

Will power be because we think about it but because we don't think about it. Discipline and habit are the same yet different. If we're undisciplined it's not because we want to be. It is simply because we don't think about it. If success is what you're after then you should appreciate that you need to work on your willpower along with making successful habits, self-discipline and give them the time of day. Think of a phone battery. When it goes from green to red it's dead. When your will power goes from green to red it's gone. Not understanding that resolve is a resource that gets used up, you're going to fail to reserve it for the things that you need it with the most. You need to build it back up when it's low you're going to set yourself up so that it raise it up for itself. If you have a job with nothing in the tank for you to use, you need to pay attention to your will power and respect it and make sure that you will have something in the tank for you to use. You can't do a job if you have nothing left to use. You need to do what matters most as a priority. When your willpower is at its highest you need to make sure that you're giving it the time of day deserves so that you can achieve your goals. Contributing factors to a person's happiness are many and they abound but only a single thing is able to provide you with long lasting results in every single aspect of your life and that discipling yourself. This is why we're going to look at this first. According to studies performed on people, the people with higher self-control were proven to be happier than those without. The study discovered that these people who had this skill could handle more problems in alignment with their goals or goal conflicting as it can be called. These people also spent less time debating on whether to indulge in behaviors that were detrimental to their health and behaviors that were unhealthy for them to be behaving in for other aspects of their lives as well. They were also able to make more optimistic decisions more easily. They did not let their decisions be told to them by their feelings or their impulses and were able to make rational and informed decisions on a daily

basis. They were able to do this without feeling upset or even overly stressed. This is a learned skill which means it needs a lot of work to work. You will need to keep working at it to improve your own discipline. You need to be able to understand that it's not going to happen right away, but it is possible to happen. This is going to allow to be more free and lets you make better decisions instead of just relying on your emotions which tend to be very impulsive.

The first thing that were going to do is to be looking at discipline techniques. The first thing that you're going to need to do is remove temptations. Self-control is often easiest if you're thinking if I can't see it, then I can't worry about it. Remove each of the distractions and temptations from where you are because this is an important way to start you're attempting to better yourself. If you want to better yourself with how you work, turn off your mobile device and make sure your workspace is clean. Be sure that you don't turn your cell phone back on until you're finished working. If this is something you can't do, then get a procrastination app that turns off all social media until your work is done. This is going to make sure that you're not getting distracted by things that you don't need to be distracted by. There are many self-control apps that you can get on your computer or your phone or whatever device that you're normally using to get distracted and this will help you remove temptation so you can focus.

This one may seem a little bit odd, but you need to be able to eat regularly and eat healthy as well. Studies have shown that low blood sugar impacts your decisions because your resolve is lowered. When you're hungry you have an inability to concentrate because your brain isn't functioning at its optimal level. It also makes it difficult to concentrate on what you're working on not to mention it makes you hangry. The condition of being hangry is a condition of grumpy and pessimistic behavior while being hungry. When you enter this stage you are at a higher risk to have lower control in every area of your life.

To combat this we need to eat during the day with healthy food and healthy snacks. This is going to make sure the sugar levels are alright, and you should be able to make better decisions. When your levels are alright it improves decision making.

Another tool that you can use for self-discipline is to be aware of is that this does not mean that you have to go super hard, boot camp, or cold turkey. You don't have to do any of that. What you do need to do is to make sure

that your giving yourself wiggle room. If you don't do this then you are setting yourself up in most cases to fail. This results in disappointment and you falling back into old ways because you haven't given yourself any room to move and you need to understand that that won't help you. Another thing to realize is that setbacks do happen and because they happen you need that wiggle room. Failure is a part of life. It's important that you realize that it's just something that we all have to deal with and understand that it happens and there's no escaping that. This isn't being said to scare you. This is being said to help you understand and help you. You gave yourself no wiggle room and you're allowing yourself to be set up for that kind of challenge with no room to move. Doing this is most likely going to make you want to quit before you even finish or get started because you already feel like you're not doing it right when that is not the case at all. So you definitely need to understand that failure does happen but it's not forever and you don't have to let it rule you or your life. You just need to keep chugging and to keep going along. Remember it will happen so keep chugging along and you'll be able to do this.

You also need to schedule breaks and give yourself a reward. This is because we live in a societies that loves instant gratification. By this position we've put ourselves in, giving yourself a reward is a way to motivate yourself to keep going. When you schedule specific breaks or rewards, this is going to push you to keep motivating yourself when you feel like your will power is being drained because you're still looking forward to that reward. This is due to the fact that you still want it. A great example is if you want to lose five pounds and your scheduling breaks for yourself, then you could use this example. Say that you go to the gym three times a week and that you rest for a day to get yourself back into the proper mindset. As a reward let's say you let yourself have an ice cream or you could treat yourself to a spa day with your girlfriends. If you manage to go to the gym for an entire month you could go and buy yourself a video game if you're liking video games or even take a baseball trip. Just anything that you've really been looking forward to or know that you would want as a reward. Self-discipline is very hard, and you need to make sure that you are rewarding the effort.

Our next step is to change how you do things daily. We're going to shake up your routine and it's going to feel awkward. This is something very important to know when you are going into this. It will be a little

challenging at first. As such you may find yourself internally bucking against. Studies have shown habits are separate area of your brain and the part of the brain that associates with emotions. Now the reason this is worth mentioning is because decisions are made separately as well. So when a behavior becomes a habit, we function on auto pilot instead because it's a different part of the brain. So once you break a bad habit and your build-up a new habit it's done. It doesn't only require us to make choices, but it won't feel right to your mind. Your brain is going to fight the change in favor of what it's been used to and what it was made for. Acknowledge that it's going to take a few weeks to get your new routine to come natural but if you are patient enough it will happen.

Our last tip is to forgive yourself. Self-compassion and self-forgiving instead of self-sabotaging yourself and drowning in negative feelings is going to be one of the best tips that you can do for yourself. Giving yourself a new way of thinking doesn't always go the way that you have planned for yourself. You're going to have highs and unfortunately you can have downs as well. You can have successes or you're going to have failures. This is a part of life in anything that you do. What you should do is to keep going when this happens. Admit that it happened. Acknowledge what it was that caused it and move on. Forgive yourself and then let it go. It is simple to get caught up in negative emotions, frustration or guilt. It's easy to get mad at yourself but these emotions don't help with what you're trying to achieve. Instead use that setback as a hiccup. Say it's a hiccup in your plan or think of it as a learning experience for the future. So the best thing that you can do for yourself is just to forgive yourself so that you'll be able to move on and that you'll be able to make what you want to happen for yourself. This is going to help you become better and that would be your ultimate goal. Once you've done this it's easier to keep going. That's why you need to forgive yourself so that you can get better. To achieve your ultimate goals.

The first thing that we need to understand when we are looking at habits is that it's a little bit different from discipline. We've talked about how important discipline is to change your life, now we're going to talk about how changing your habits. In many cases we don't make choices, we tend to fall back into what we've done before and it can have a negative effect on life and on health, so we need to make a new habit to make them better for you. The first thing you need to do is redefine how you're thinking of words like must. Think about your typical day there's a lot of things that you think

you must do but you really don't. A good example is coffee. You think you need a cup of coffee every morning. You must have a cup of coffee every morning, but you really don't. One day you simply made a choice to do this and fell in love with it and then decided from there that you would keep consuming it because you decided that it was amazing and then you decided that you wanted to get on the caffeine kick because coffee's just the best. You think it's something you can't live without, but you can. You think you must have it, but you don't. In truth, you must drink liquids to survive but water suffices just fine. You don't need to drink coffee though it's not a must. The same can be said about things that you do during your workday or when you're at home, you feel a compulsion to do something that you don't have to do right now. Now of course there are things during your day that you do have to do. This is different. We're talking about the things that can be eliminated or renegotiated because you don't absolutely have to do that.

Every habit is based on a circle of the following three things. Cue, routine, and reward. The cue is going to be the trigger that is based on some compulsion of yours. This puts your brain into autopilot and initiate the routine. So if you have a habit of checking your email first thing in the morning for example, you might be craving a sense of changing it so that you can get some control, now that its instinctively working, you're craving a sense of immediate control. You are used to doing that first, so your brain wants to do that first. So you're going to need to determine the manifestation of the habit and it's very easy to see because it's what you're already doing.

The reward isn't as easy to figure out. Maybe the reward you get is the happiness that the task is done. This is something that you will need to think about. Think about what you're craving and if it's really satisfying. You need to work hard to identify what your reward really is because in order to change a habit the end goal (or reward) should stay the same. You are not denying yourself; you just want to be able to make getting the reward in a more positive way with a more positive experience.

Go back to the e-mail example. Let's say that you check your email first thing because you want to immediately known if anything has happened overnight but you don't want to get weighted down by all of the other stuff that's not as important. Find a different tactic accomplish your task. Talk to your people, check the business yourself, make calls yourself. All of this

gets you the knowledge that you want, but in a different way. Now this isn't going to work if your team is across the globe. In this situation you should have a separate email set up. A separate email account that gets set up for one purpose and one purpose only. Emergencies. No muss no fuss. It's only for one thing and it's an email that only the employees have access to. If something is truly an emergency then you'll know if there's an emergency or not and when it happened, and you can deal with it. You don't get bogged down by everything else and you can fix this problem easily and efficiently.

Writing it down is another thing that can help. So when you're writing it down it could look like this. When the cue happens, I will do this routine, because it provides me with such-and-such as a reward. So for this example we will be saying when I get to work (there is your cue), I will check in with my employees first (there is your routine), this let me handle any emergency problems at once (there's the reward). When this happens you won't have to put so much thought into it because you will find yourself doing it automatically without even thinking about it at all. Then you can move on to another habit. Slowly but surely, you will be erasing all the bad habits you have in your life and you will begin to replace them with good ones. Applying these tips to every single habit that you want to change is going to make it happen much easier, much simpler and you'll find the are able to give yourself great self-discipline. This is the start to changing your habits and behavior to become a much more productive and happier person your life. This is something that is going to keep your stress at a minimum and offer benefits wherever you go.

Chapter 8 - 10 Methods To Master Self-Discipline



Self-discipline is considered a hard thing to master but studies have shown that it is worth it because people with a higher degree of self-discipline are happier and people with more of this skill spend fewer hours struggling with choices or engaging in behaviors that are bad for them. They are also able to make decisions more easily and can keep themselves from letting their feelings or impulses dictate their choices. What they do instead is make level-headed decisions. Because they are able to do this they feel more satisfied with their life in most cases.

If self-discipline is something that you suffer from there's good news. You don't have to keep having issues with it as there are ways to get better at

learning how to master self-discipline and how to make yourself take control of your habits and take control of your choices.

The first thing that you should do is know your weaknesses. We all have weaknesses. It could be that you eat too much junk food, you could spend too much time on social media or things like that. All of these things can be considered a weakness. As such, they all have an effect on us that we would like to avoid. This is why we are going to learn how to master self-discipline.

Acknowledge the fact that you have shortcomings no matter what they are. In many cases people try to pretend that the weaknesses that they have don't exist or that they are not there. You need to own up to your flaws. Hiding them is only going to cause you to engage in behavior that is not healthy for you to be engaging in and it won't let you overcome your issues. You can't get past an issue or overcome it, unless you face it.

The second thing that we will be discussing is that you should eat and be healthy. Have you heard of being hangry? Hangry means that you're so hungry that it became like an anger or irritation and now you're being extremely cranky. This is an actual thing and believe it or not, it has a real impact on your willpower. Research and studies have been able to prove that low levels of sugar can weaken a person's willpower. This makes you pessimistic and you get cranky and grumpy.

When you are hungry you will find that your ability to concentrate is going to be affected and it's going to suffer. Another side effect is that your brain isn't functioning as well as it needs to. This means that your discipline is most likely not as strong in other areas that you need to be strong. Examples would include the following. Relationships, work, and diet. To keep yourself from having these issues you should have healthy snacks and make sure that you're having regular healthy meals as well.

Our third tip is to remove temptations. You have heard people use the expression if I cannot see it then I cannot worry over it. This sounds like it's a silly phrase, but it offers very good advice. Remove your biggest temptations from the environment that you're in and you can greatly improve your self-discipline. The less temptations around you the more concentration you will be making your goals happen and accomplishing them the way you need to. Ditch the bad influences and distractions and instead set yourself up for success.

Tip number four is to be able to create new habits and learn the art of keeping things simple. Self-discipline is daunting. It can be hard to instill a new habit and have to work at acquiring the discipline you like. This is especially true if you are focusing on whole task instead of breaking it up. To avoid feelings of intimidation, be sure to keep it simple. If you begin to try to change everything at once, your going to feel intimidated or overwhelmed which can cause you to feel like you can't achieve what you want. You can achieve this, however. The trick is to go one by one. Concentrate on one thing and you will be alright.

An example for this is as follows. If you're trying to get fit you should start by exercising about for about twenty minutes a day. If you're attempting to gain better sleep, then you can go to bed thirty minutes before you normally do. Another example is if you want to have better health than you can start by preparing your meals the day before so that you have it to take in the morning. Small steps are going to be the way for you see the biggest progress. Don't overwhelm yourself. Go easy but stay strong and go continuously. When you're ready you will be able to go and do them and achieve what is on your list.

The next step on our list is that you should understand what self-discipline is. Self-discipline is not something that people are born with it. It is what's known as a behavior that you learn and just like any other skill that you are trying to learn or to master you're going to need to learn how to make it happen for yourself.

It requires deliberate effort and requires repetition. The examples we've already used include going to the gym. It takes discipline and it takes your effort and it takes concentration and dedication. The effort that it requires is hard on a person sometimes. In addition to this as time passes it becomes more and more difficult to keep your will power up. This is something that you should know. The reason for this being that you're going to have a lot of big temptations and big decisions to make and the more challenging those decisions are, the more challenging it can be to tackle other tasks that also require self-control. This is why building on your self-discipline is important and why you need daily diligence to make sure that it happens.

Another tip that is going to be able to help you is that you need to set clear goals and have a solid plan. If the plan is really something that you want to achieve for yourself, you have to have a clear vision of what it is that you

are trying to achieve for yourself. You need to see what achievement means to you. If you don't then you're going then it's going to be very simple for you to have issues. If however, you have a clear plan in mind that helps outline each step that you have to take in order to reach your goals, it's going to help you much more in the long run. Something that you really need to work on is that you need to figure out exactly who you are, what you stand for and what you're about.

Having a different perception about willpower is also going to help you. The amount of willpower a person is able to have is based on what they believe. If you believe that you have no willpower then you will have difficulty with limits because you're already setting yourself up for believing that you don't have very much willpower. If you give yourself no limit on yourself and tell yourself that you're capable of anything you might be disposed to do much better. You will also have more energy and you won't tire yourself out before you've done what you wish. This means that our thoughts have internally about your willpower and your control will show you how much we have. Removing those subconscious obstacles from yourself and truly believing that you can do it are going to help boost you more. You will also be giving yourself a boost to making these a reality. Our next step is to reward yourself. This is going to motivate you and make you go further. Giving yourself a prize for completing your task is going to push you to do better. If you can remember when you were a child and your parents wanted you to do something, it's most likely you got a reward when you did what they wanted you to do. This is because you did what they wanted you to do and they wanted you to see positive reinforcement. This is going to push past what you're dealing with and it pushes you to succeed. Anticipation is a very powerful tool and it makes you concentrate on the need goal.. You will also be thinking about achieving your goal and once you do that, you can find a new one and start the process again.

An example of this is as follows. If you want to lose twenty pounds, you give yourself a certain amount of time to do it. When you actually manage to achieve it for yourself because you believe in yourself and you were excited about what's going to happen after, you let yourself have a reward. Having a reward is going to make you want to make it happen sooner because you're motivated to finish. This is due to the fact that you earned that reward. After you've lost the twenty pounds, you can give yourself anything. It can be anything from watching your favorite television show, to

going for a spa day with your friends, going to the baseball game, or getting yourself a new video game. Whatever it is that's going to make sure that you have the motivation that you need to get your goals accomplished.

A backup plan is a necessary tool you will need to utilize as well. If you have heard of implementation intention you will be able to recognize that it is a powerful tool to have in your arsenal. This strategy is when you give yourself a plan to deal with a certain situation that you know you will be faced with or that it is most likely that you will be faced with. It goes off of a cue, then a behavioral response. An example is as follows.

If I eat a good dinner, then I will rest when I get home. The cue is the if, the behavioral response, the then. If I do this, then I will do this. This is how you look at this strategy. Another way of looking at this is to pretend that you want to eat as healthy as possible, but your going to a friend's house. You know that food is going to be served here and your worried that you will slip. Instead tell yourself that you will sip water and only eat the healthy options. Going in with a plan, is going to help you have the focus you need. It also puts you in the right mindset for the situation. Another benefit to having a backup plan is you don't have to make choices based on how you feel, and you save your energy.

Our last tip is forgiveness. Self-compassion is a big thing that can affect your intentions and plans. People fall short and it happens. We need to understand this, and we need to be able to move on from it instead of getting stuck with it. In this life we have ups and we have downs. We fail and succeed and it's apart of life. The key to this is to move forward and not to let setbacks or failures rule your life. If you stumble then acknowledge what it is that caused it before moving on. Don't focus on negative emotions.

This is only going to make you feel worse about what happened. Don't let these emotions take you down. You've made good progress. Learn from the mistakes and keep going or your progress will be halted. Refocus your self and get back on track so that you will be able to achieve your goals and what you need to succeed for yourself. Remember that everyone falls down sometimes. It's how we get back up that is the important thing. Get back up and motivate yourself to keep going because you are worth it!

Chapter 9 - The Difference Between Intelligence Quotient And Emotional Quotient



There has been a debate on which quotient is better the emotional quotient or the intelligence quotient. Many people believe that the intelligence quotient is better and more useful, others believe that the emotional intelligence is what you should be on the lookout for. There are many that believe that IQ is to be the factor that we should be focusing on while others say that people with a higher emotional intelligence are successful in their careers. Others still have shown that they believe you need both to achieve success.

Research has shown that while there has been a lot of advances with studies on the subject, there is still much research to be done and as such more

research is always being conducted. It's actually a very hot topic for debates that pit them both against each other in studies and keep trying to determine if one is in fact better than the other and many people are trying to determine which one this is. While actual intelligence is a number that shows a person's ability logistically and their ability to reason in comparison to the norm as far as statistics, emotional intelligence would imply the level of a person's emotional intelligence. This may seem redundant but that is the definition that many prefer to use.

There are many differences between the two and in this chapter we're going to look at which one may be better and the differences between the two. We will also show you how these two quotients are beneficial to your life and your career. This way you will be able to see the differences for yourself. The first thing that we need to know is what emotional intelligence quotient or EQ is and what intelligence quotient or IQ is. Emotional intelligence refers your EQ level. This is represented by scores obtained in a test that you will need to take. Much like how you discover your intelligence quotient or IQ. Your intelligence quotient is a number obtained from a standardized intelligence test as well.

However this represents an individual's ability for logical reasoning. The intelligence quotient is an inborn ability which means that it's something that you're born with. Emotional intelligence is a learned and improved ability that you will be able to improve on throughout your life. Your intelligence quotient has much debate surrounding it about where it is that it is the most useful, but many research studies believe that IQ is more useful for success in school. Emotional intelligence has been studied just as much and it has been said to be more successful in success in life.

IQ is where you learn the ability to not only implement and understand knowledge along with abstract thinking, it is also highly important to the ability of being able to use logical reasoning. Emotional intelligence recognizes and controls being able to express one's own emotions but that's not all. It also plays a key role in your ability to be able to perceive other people's emotions around you. This is a particularly good skill to be able to utilize for yourself and to be able to understand how to be able to communicate more efficiently with your coworkers, friends, or even your personal relationships with family and your spouse. People that pose a higher IQ have common sense, are able to have success in both solving and dealing with mental challenges and have found a lot of success in the

business world as well as other fields that they may choose to go into for themselves.

Emotionally intelligent people usually make great captains as well as leaders because they are able to discern how their team feels and is able to make them have a more unified experience because they are able to make the individuals feel more like a team instead of separate people. They also make good managers for the same reason. They are also able to help people with social challenges as well as having a good grasp on them in their own lives. As with the intelligence quotient they have been able to find success in the business world and other fields for themselves.

Some key differences between these two quotients are someone's EQ levels (which is in the emotional quotient) and the intelligence quotient are both found on standardized intelligence tests. However as the definitions we have been going over prove they are still vastly different. Your emotional quotient measures a social and emotional competency while your intelligence quotient measures a person's academic potential and other factors.

A person with a good sense of emotional intelligence can recognize their own emotions and others and while a person with high intelligence quotient can do that as well, they also possess logical reasoning skills and abstract thinking which is going to help them later on in life. Just as emotional intelligence can help you with your career, your intelligence quotient is able to help you in your career path as well because both skills are highly sought after. Your IQ determines the capacity of your competencies in individual capacities, but your EQ determines how you interact and treat people in your daily life. Another thing that it has the ability to do for you is that your emotional intelligence will be able to show how you're going to cope with pressure or facing crisis's.

This a tool that you would be able to do in your personal life and professional life. We all have times in our life where we are going to deal with crisis's and the important thing is not to let them overwhelm you or get you down. If you are able to handle these issues it will be better for both of these aspects as it will show you and you bosses that your able to reign in emotional outbursts and think levelheadedly.

The difference between these two quotients is that no one can alter his or her intelligence or reasoning abilities although that's another issue for debate because many people think that you can. Studies have debated back

and forth about this but one of the arguments that has been put forth is that when you are a child you learn at a certain rate and you have a certain amount of knowledge however, when you get older you gain more knowledge and the capacity to learn more. This is one of the debates that has been abundant in the argument about intelligent quotient. The good thing however is that anyone can learn to handle their emotions and bring success with it and anyone can choose to read and study to bring themselves more knowledge as we live in a world and a time where knowledge is all around us.

IQ also represents abilities such as visual and spatial processing along with fluid reasoning and knowledge of the world. It also represents short term memory and you're working short term memory as well as your working memory and quantity of reasoning. Emotional intelligence on the other hand is centered on abilities such as evaluating how other people feel, as well as controlling your emotions, the ability to be able to perceive how other people feel using emotions to facilitate social communication. How you relate to others as well as the ability to relate to others and identifying your own emotions at one point in time are other benefits to this as well.

The intelligence quotient was viewed as the primary determinant of success. People with a high IQ were assumed to be destined for a life of achievement as well as accomplishment and researchers were often debating about whether intelligence was the product of genes or the environment. This is the whole nature versus nurture debate. This is something that researchers have been discussing for ages as this saying affects many other studies and ideas. The debates go from one side to the other ranging from people who agree that it's genetical and others that think intelligence is a product of the environment you're in. Others still believe it is entirely different. However some critics began to understand that not only was a high intelligence needed for success in life but there might be another guarantee for successes in life as well and that comes from emotional intelligence.

When they began studying these two quotients in more depth they began to see more differences than they had before. Intelligent quotient was found to do well in school because they tend to be healthier in general and they often earn more money, but today's experts say that the intelligent quotient was not the only thing they can determine success from. Instead it's a complex matter that includes emotional intelligence. Among this the concept of

emotional intelligence has always had a strong impact. A number of areas including the business world have recognized this. As such many companies now mandate emotional intelligence training is part of the hiring process because they understand how important this is. Emotional abilities can also influence the choices that people make when confronted with buying decisions. Emotional intelligence is a learned skill and there are many programs that are offered to people so that you can build your emotional intelligence levels to the rate or the degree that you want.

Chapter 10 - Emotional Quotient Discovery By Daniel Goleman

We discuss how emotional intelligence is very important and that the emotional quotient has a very large effect on the world today in both your personal life and professional life. We have also spoken about how it is vastly sought after in the business world.

Many people are still studying it and they want to make sure that they are able to discover the best information possible but unfortunately we've also mentioned that not much has been done in this regard since the late twentieth century. In the last decade of the twentieth century there was a man who was able to take this to the next level.

Daniel Goleman, who was a science reporter for The New York Times saw an article in a small academic journal and began to read it. The article was written and had new information about the emotional intelligence debate. It was written by two psychologists. These two colleagues had offered the first formulation of a concept that was called emotional intelligence. This was the first time this was ever really looked into this way. There had been studies done but nothing that was seriously conclusive until these two psychologists came out with their study.

Another thing to keep in mind is that the studies that were done before this had all labeled intelligence and emotions as two separate things, but they had not put the two together until now. These were the days when the preeminence of the intelligent quotient was the standard of excellence in life and it was unquestioned. Daniel Goleman began to question this as he thought maybe there is something more to it than what was available.

The debate of the intelligence quotient had raged over whether it was set in our genes or due to experience but suddenly there was a new way of thinking about life success and how to accomplish it. Daniel was fascinated by the notion and he wrote a book five years later.

He used the phrase emotional intelligence to synthesize a broad range of scientific findings, drawing together what had been before separate strands of research. By doing this he reviewed not only their theory but a wide variety of other scientific developments that were exciting for future

generations to see. Such as the first fruits of a nascent field of affective neuroscience which explores how emotions are regulated in the brain.

Daniel had the idea before the book was published that he wanted to hear a conversation in which a pair of strangers would be having, and they would be using the phrase emotional intelligence throughout the conversation and both people being able to understand what it means. He said if that happened he would have succeeded in spreading the concept more widely and into culture. Interestingly enough it was funny just how far this concept could go. He was able to get the concept to go further than he could have imagined. The phrase emotional intelligence or EQ for short, has become ubiquitous showing up in settings that are completely unlikely. Examples of this are the following. Such as comic book strips or newspapers as two of the starting places that it began to show up before appearing in more unusual places such as in toy stores. The toys now being made to boost emotional intelligence are a hot commodity and some people even use it on dating sites when they're looking for prospective mates to find true love as they believe this will be a good attribute for them to look for in a love match. As the concept is being spread to the far corners of our planet emotional intelligence has become a word that is recognized in languages all over the world.

It has also begun to appear in doctoral students, college students and business consultants. All of these people are now also looking into the concepts and finding people that exist with these skills are now being actively sought after because they have these skills. The concept is also being ardently embraced by educators and the form of programs for future students. Daniel was able to find a handful of such programs and they teach emotional intelligence skills to the students and now thousands of schools worldwide offer these courses. In the United States many districts and in fact entire states make this a curriculum requirement which means just as many students are gaining a certain level of competence in math and language as it has always been, but they're also mastering emotional intelligence now as well which is going to be able to help them in the business world greatly because they had a school that invested in this type of intelligence.

In 1995 he outlined that the preliminary evidence surrounding emotional intelligence was most likely an active ingredient in programs. These programs were about social and emotional learning. They found out that

social and emotional learning came from its ability to shape younger people's minds and what we retain as we are being educated.

Goleman has said that one of the best things that he has seen is the effect that this type of this intelligence outside of science. Especially in the areas of people learning to lead others and developing companies which has long been considered a form of adult education. These statements that are made in the world of businesses are usually considered to be trends that fade out and have no real information, but Goldman was pleased that researchers from all over the world have been studying and researching this to the next level and trying to learn more about this.

It is said now that emotional intelligence will have actual solid information and that emotional intelligence is not a fad and both effective and proven useful. This means that people can use this knowledge in a new way, and it will be the next step in scientific research.

Research on EQ has also led the way for new scientific research and collaborations. Companies worldwide are regularly looking at emotional intelligence for promoting hiring and developing their skills and teams. Goleman was excited about this because the studies of emotional intelligence went further than even he could have imagined and now others want to study it as well.

Chapter 11 - 10 Methods To Boost Your EQ



Your emotional intelligence or EQ continues to be an increasingly popular skill to have or to understand. If you're going to be working in the professional world then the people are wondering why emotional intelligence continues to increase in importance among and in all the workplaces or among your peers. Emotional intelligence is not a trend. Companies have understood and compiled statistical proof that employees that have emotional intelligence are undoubtedly able to affect the bottom line. Many companies with employees that have high levels of emotional intelligence have seen major increases in productivity and sales. In a competitive workplace developing your emotional intelligence skills would be vital to your professional success. Emotional intelligence can also affect your personal life as well. As such here are ten different methods to boosting your emotional intelligence.

Respond instead of reacting to conflict. Everyone experiences conflict. This is especially true in a business world and especially in a competitive world. Emotional outbursts and feelings of anger are common. However they can get you into trouble. The emotionally intelligent person understands how to stay calm during the stressful situations. They don't make impulsive

decisions that could ultimately lead to bigger problems. Instead, they understand that when you have times of conflict the goal is to find a resolution and they are able to make conscious choices about focusing on ensuring that their words and their actions are in alignment with that.

They understand that you need to utilize an assertive style of communication. This is a sort of communication that can go a long way toward earning respect without coming across as too passive or too aggressive. You get to stay in the middle ground. Emotional intelligent people know how to effectively communicate their opinions and effectively communicate their needs in a direct way while still being able to respect others because they understand how important it is to be able to respect others.

Our next tip is to stay motivated. Emotionally intelligent people are self-motivated and because they are self-motivated, their attitude can motivate others. They are resilient in the face of challenges and they are able to set goals for themselves and use their motivation to help achieve them.

People who are emotionally intelligent are also able to utilize active listening skills and apply this to conversations. Emotionally intelligent people are not only listening for clarity as well as listening to what the person is saying, but they are also making sure that they can understand what is being said before responding with their own words. They're not simply waiting for their turn to speak.

They're putting all of their energy into making sure that they understand the conversation as best as possible. They are also paying attention to nonverbal details of the conversation and the other person's body language. This is going to be able to prevent misunderstandings and it allows the listener to respond properly and show the person that they understand. It lets the person feel respected because they took the time to utilize their skills and make sure that they were giving the person the proper attention.

Emotionally intelligent people also understand the importance of maintaining a positive attitude. You should never underestimate the power of what your attitude can do. A negative attitude is easily able to influence others if you allow it to do so. People who have an understanding of their emotional intelligence have an awareness of the moods of the people around them and they guard their attitude accordingly. They know what they need to do in order to have a great day and they know what they need to do to have an optimistic outlook. This could include having a good

breakfast, engaging in prayer to improve your mood and your spirit, or keeping positive quotes at your desk or computer to make sure that you are keeping your mood positive.

They also practice self-awareness. Emotionally intelligent people are self-aware and they're also very intuitive. They have the understanding and awareness that their own emotions can affect people and they are aware of how other people's emotions can affect them. As such they also pick up on other people's emotions and body language and they are able to use that information to enhance their communication skills and how they communicate with certain people around them.

They also realize how they can empathize with other people. Empathy is an emotion that shows emotional strength not emotional weakness. Empathy can help people relate other people on a basic human level and it can open the door for mutual respect. In addition to this it can also open the door for mutual understanding between people with different opinions and different situations.

Taking critique is another important thing that you will need to master in a professional world and in a personal world. An important part of increasing your emotional intelligence is being able to take critique. Instead of getting defensive or offended take a few moments to understand where the critique is coming from. In most cases it's not coming from a place of trying to hurt you, it's coming from a place of trying to help you. The way that you take critique is going to show you how this affect others and their performance as well as yours. Emotionally intelligent people understand that they can constructively resolve any issues and by constructively resolving issues and not letting the critique rule them or drown them, they can rise above and try harder next time. In this regard they can try and get less critique in the future.

Leadership skills are important as well and emotionally intelligent people have amazing leadership skills. They have high standards for themselves and because of this they set an example for others to follow. They can take initiative and they have great decision making skills as well. They also have fantastic problem solving skills. This allows them to have a higher and more productive level of performance in their personal life and in their professional life.

Our last tip is to be approachable and sociable. Emotionally intelligent people come off as very approachable. They smile and they give off a positive presence for you and for themselves. They are able to utilize appropriate social skills based on the relationship with whoever they are around. In addition to this they have great interpersonal skills as well and they know how to communicate clearly. This is true for both verbal and nonverbal communication.

Many of these skills seem to be best suited for those who understand the basics of psychology. High emotional intelligence skills may come more easily or naturally to empathetic people, but anyone has the ability to develop the skills. Less empathetic people just have to practice being more self-aware and they need to practice how to be more conscious in how they interact with other people. If you utilize these ten steps you're going to be well on your way to increasing your emotional intelligence levels and skills.

Chapter 12 - Additional Facts On Emotional Intelligence



There are many other tidbits about EQ that many people don't know about. It is a good thing to have knowledge about so we will reveal them now . The first is that emotional intelligence is actually beginning with what many people call social awareness and self- awareness and it's not just about feelings. The ability to recognize emotions is important in that you have to first recognize your emotional and strengths as well as weaknesses. Another fact about emotional intelligence that you may not be aware of is the pause. Pause and wait a minute to stop and think first. While sounding easy this is harder to do but it help get you away from moments that cause mortification or from promising that you will do something you're not able

to actually follow through. In other words pausing is going to help you refrain from making a permanent decision based on a temporary emotion. Emotional intelligence also helps you to have the power of control over the thoughts that are in your mind. Different emotions that you experience in any given moment don't offer that control, but you can lean it and learning how to gain control as well as how you react to these is a big part of emotional intelligence because it's trying to help you control your thoughts so there you are not becoming a slave to your emotions.

Criticism is another way that emotional intelligence or EQ can help you. Nobody enjoys receiving negative feedback and to know the criticism and to be able to take it as a chance to learn is a way that this can help you because it gives you a look at how other people think. Being authentic is not sharing every second, but it does mean that you say your truth and you mean your words. It also means that you're able to stick to your principles and values above everything else. Many times in this world we can find that our beliefs get shaken or taken over by someone else and we let it happen or it happens without us even realizing that it has happened.

The important thing however is not to let this happen and to make sure that your belief system is strong. Knowing who you are is a big part of EQ and to help take your levels further you are going to need to understand not only who you are but what it is that you stand for. If you let yourself fall into the trap of others and let their negative emotions rule your life then you will find that your emotional intelligence is lacking and that you will have issues trying to get them to rise. As such what you need to do is remain true to yourself and to know that you have the strength inside yourself to keep going and to remain strong.

Not everyone will appreciate everything that you have to say and not everyone is going to appreciate you sharing with them but the people who matter in your life will. Every man or woman needs to feel a sense of being acknowledged and appreciated and if it is possible to do this for the ones around you, you have the ability to gain that acknowledgment while having those around you trust you. Due to this emotional intelligence comes in to play along with focusing on the good in others. You also give helpful feedback and you apologize.

Feedback that is not positive has the ability to harm the emotions of the people around you but because you're a more empathetic person practicing emotional intelligence, you have the ability to give constructive feedback,

so they see it as something that will benefit you instead of something that will hurt you. You also have the power and bravery to say that you apologize. If you do something wrong and by doing so you demonstrate humility which is a special capability that will lead others to you. EQ has the ability to show you that saying that you are sorry does not mean that you have done something wrong, quite the contrary, all it means is that you're valuing your relationship or your friendship more than your ego and yourself.

The ability to not only forgive but to also forget if necessary which another big part is of being emotionally intelligent. Holding on a grudge is like leaving an injury open. The other person will move on from this but if you cannot forgive them then you are denying yourself the opportunity to heal and you end up being the one to suffer. Forgive and then forget because this will prevent others from holding your emotions hostage and it will allow you to move forward. One of the best ways to positively impact others and their emotions is to be a help to them. Many people don't care what you've done or succeeded at, but they do care about how much you're willing to help them and how much time you're taking out of your time to help them out. If you can do this and show them your readiness to help them and work with them, it will be able to speak volumes to them. It also inspires your family, friends and people that you work with to follow you when it really counts to have a leader because you have inspired them.

Emotional intelligence can have a dark side just like anything else and when other people attempt to manipulate your emotions or would manipulate individuals at some point or try to manipulate other people's emotions for their own personal agenda or some selfish cause, you continue to work on your EQ. This will let you have a shield against them when they attempt things like this, and you can educate your friends so that they can protect themselves from this as well.

Canceling on friends or family is pretty common. Especially if you understand or feel that you are too busy. We have children or work. Our lives our busy and we want to make our time count so we have a lot of obligations that fulfill our time. A common belief is that canceling on a friend to cause a great deal of less harm than if you were to break a promise to your loved ones or your close family but either way it still hurts and in some cases it hurts the friend more. This may sound like something that

doesn't make sense but remember everything gets handled differently and as such everyone's emotions will treat a situation differently.

When you are an emotionally intelligent person you keep your promises to people in both small things and larger promises. You understand that keeping your word is important and that it needs to be treated with importance and honesty. As such you have people that understand that they can trust you and that you are honest. It also shows people that you are reliable and that they have made a good choice in trusting you. This in turn will make sure that you gain more success in your career because people will be able to rely on you for trust and comfort when times get hard or even on a daily basis.

Emotional and social skills have been proven to be more sought after than the intelligent quotient considering both prestige and success in professional settings have shown it to be useful. Different studies give different results and in social and emotional intelligence it was found in those studies that most people consider them more important to professional success and for achievement than just to have the intelligent quotient by itself. We can learn emotions and when you are small you can learn to figure out which emotions are which and how to react to them as well as learn your natural temperaments.

We can also feel other's pain. This seems like a bizarre thought right? It's true however. studies have been able to show that through a process that's called that limbic resonance. Through this process our bodies can actually feel other people's emotions. Emotions are everywhere and we can feel others and they can feel ours with having the ability to spread them. Whether we want to or not emotions can guide every decision we make which is why having emotional intelligence is so important. We may not be showing outwardly what we feel but our bodies secrete the hormones and we are perceiving the world in a certain way as well. Then because of this we are able to assess it and experience a sensation or feeling emotion. By changing your body you can change emotions as well. Research on alertness and confidence indicated that when you change your bodies you can change your sense of power or even your body chemistry. You can change your emotions through emotional intelligence because it's a learned ability and this process is called plasticity. It means practicing makes new strategies with EQ and as such your brain will change.

Other facts about emotional intelligence include emotions are electrochemical signals that flow through us and it's a circle that is unending. When they're released into the brain that's in response to how we see the world, we are feeling emotions every second and it's very interesting to see how you will feel about one thing and how you will feel about another. For example many people think that Henry VIII was a monster for his horrible treatment of his wives, and they focus many emotions on something that has occurred hundreds of years ago. The surprising fact of this is that many people can have a variety of emotions due to this situation, but they can feel absolutely nothing about something that's critical to their everyday health and wellbeing such as if they injure a part of their body. Seem crazy right? As surprising as this is, this happens all the time and people can feel one way about one thing and another about another. Either way emotions are released in the brain and they flow throughout their entire body, but they're also produced in the body and go to the brain. This is why they need more studies done because there are so many different ways that they can be explored and there is so much to learn about them when researching emotional intelligence. You will also come across the notion that there are 8 basic emotions.

Disgust

Fear

Sadness

Joy

Surprise

Trust

Anger

Anticipation

Given the fact that we have so many emotions you might be surprised to learn that emotions are neutral. Some emotions are not inherently good, and some are not inherently bad though it may seem this way since for example, joy would likely be better than feeling something like disgust or sadness. However, you might be surprised to know that an emotion that you have a negative mind about and one that you have a positive attitude for have more in common than we think.

As we said before our emotions can be contagious, and the feelings will spread between people like a cold. This is true even if we are not paying attention. When we're in a group or even if we are just with one other

person. If someone's happy, it's contagious. On the flip side if someone is sad it's contagious. Humans are very social creatures and because of this we have a tendency to pick up on each other's emotional states. If you see fear on someone's face you're more likely to survive if you react quickly because you see the other person's fear. The interesting thing is that we are constantly communicating with people and don't realize it. It could be through a facial tick or even and it's funny that most people don't even realize that we're communicating this way. It happens to be so ingrained in us that without even knowing it if we are walking with an elderly we will walk slower as a response. This is an interesting and lovable fact about emotions that many people are not aware of. Emotions are also different than what you think. Of course your thoughts and mood are related and linked but time is something that's different. To see what we need to understand is to how much our thoughts are involved with this.

A high level of emotional intelligence can actually ensure you to get a job more easily as more than seventy percent of the top managers in the world find emotional intelligence more important for business than the intelligence quotient and over fifty percent would immediately reject a candidate with a high intelligence quotient but a low emotional intelligence even though you need both. Interesting right? Many people would believe just the opposite, however it's the emotional intelligence that they want. Once you get the job, emotional intelligence will actually be able to advance you further as studies show that as recent as seven years ago, emotional intelligence is responsible for over half of our job performance while the intelligence quotient is actually only thought to be held accountable for a quarter of it. Additionally more than eighty percent of high performers have been able to show that they have an above average emotional intelligence. Having a high emotional intelligence can also earn you more. We can all use more money for our families and our lives, and this is one way to help you get it. This is because people with a high intelligence earn over two thousand more than their colleagues with lower emotional intelligence.

In addition to this, there have also been more studies done on facts about the workplace and they discovered another interesting fact. Studies have shown that your annual salary could grow by over a thousand dollars for each point that you add to your emotional intelligence score. Surprising right? However it's not just important for your business life it's important for your personal life as well.

Are you married? Emotional intelligence plays a big part in your marriage as well and it can help strengthen your relationships. Half of our total marital happiness depends on it as well. Half is a very large statistic to consider. By utilizing these skills for yourself you can have a much happier marriage and relationship. As this is such an important part of your life. It is definitely worth looking into.

Emotional intelligence also affects cancer ratings. A shocking fact about this is that you are more than fifty percent more likely to have a higher chance of developing cancer if you're experiencing uncontrollable destructive emotions on a regular basis. This is what emotional intelligence can help you with. The core of emotional intelligence is understanding your emotions and others but unfortunately less than forty percent of people can actually accurately recognize their own emotions.

During a period of only five years emotional intelligence also rose by thirty percent which was able to show that more people are taking it seriously and are trying to get involved in it and learn more about it. Men and women also have equal potential for developing emotional intelligence, but adult women tend to develop their empathy and social skills more while men have been predominantly oriented to self-regulation.

Emotional intelligence is a process that surprisingly is easy to fall back into bad habits or have a roundabout in decision making but if you have the patience to stick with it, it's worth the amount of time dedicated to it along with the effort. Remember that setbacks are going to happen, and you need to forgive yourself and move on. Don't stay in the bad habits. Because everyone is different in the way they experience things, after trying and exerting effort you still might find that you have a little bit of difficulty controlling how you feel but you will be much better at controlling your reaction to how you feel. Emotions affect every single decision which is why you're always thinking about the other options or you could be paralyzed by an inability to move forward which is why we've offered tips to help you with that as well so you can deal with this in a healthy way.

Emotional intelligence also has an effect on the people were able to utilize it and some of the things that emotionally intelligent people do differently than regular people is that they can see what's different about empathy than other people. Empathy is a very unique psychological state and its differentiated from its sister sympathy. Sympathy is considered to be an active feeling of feeling sorry for another person. This differs from empathy

because empathy is a mental process that allows a person to recognize the emotional states that other people feel and to experience an exact match of the precise emotions and sensations that are being felt by that person for the reason of wanting to alleviate the suffering and pain of that person. So if you're an empathetic person this means that if a person is anxious about an upcoming performance you're going to feel anxious as well because you share in their feelings. Being an emotionally intelligent person you also understand the unique properties of empathy and they are also appreciative of the various types of empathy.

There are two different types of empathy that you can be aware of the first is emotional empathy and this is a hardwired type of empathy that is resided in us since the day we were born. The second is cognitive empathy. This is a newer form of empathy which is unique to humans alone. One is a type of empathy that is a conscious deliberate choice and it's also called perspective taking. Taking the fullest empathetic or response will recruit both the emotional and cognitive empathy and a person that has a high level of emotional intelligence understands this well. Emotionally intelligent people also understand that empathy has its limits. Simply having more empathy all the time is not the answer. You need a sense of empathy, but you also need to remember that there's a time and a place for everything.

There's a time for emotional empathy but there's a time for more rational and decision making that is more emotion free. Emotionally intelligent people appreciate the limits of empathy and they put it to use when the situation calls for it. They also understand the importance of emotions because they're emotionally intelligent and the psychology and neuroscience for the last few decades have proven that emotions are an integral part to basic human functioning and this is something that emotionally intelligent people understand well.

They also understand the reason we have emotions in the first place as well as giving the nuance of emotions. They understand that emotions can go far beyond basic happy versus distinction and being emotionally intelligent means that you're able to draw the lines around the subtle differences and the various states and feelings that we have. It also means that they know the difference and understand that different situations are going to elicit nuance expressions and emotions. Each person is going to respond to them differently because we're all different and in many cases we all react to different stimuli or emotions differently. This one might surprise you but

they value negative emotions. Labeling our emotions as positive versus negative is a human condition and while emotions are neither good or bad emotionally intelligent people are able to understand that and realize that even negative emotions serve an adaptive purpose for us.

Emotionally intelligent people also understand how emotions will have an impact in our future. If you have lower EQ you may not be able to understand this because they fail to account the impact that emotions will have in the future which results in their decision making to be poorer. High emotional intelligence people on the other hand are better at planning and predicting because they know that an emotion is going to color the decision or behavior because it always does. They are better at controlling this so they understand the need to be prepared. Emotionally intelligent people also able to understand the causes of their emotions. The cause of an emotional experience falls into one or two categories. Those categories are the following, Incidental and integral. Knowing the difference can really help as far as learning to raise your EQ to a higher level.

An incidental emotion is one of the feelings gets generated during a certain situation and carries over into another situation and has an effect. This is a common occurrence and one that happens outside of your conscious awareness. On the other hand an integral emotion is a feeling that is caused by a situation and a person recognizes that it's directly relevant to that specific situation but not any others. If you're highly emotional person with the intelligence to understand this you can effectively label where there feeling is going to be incidental or integral and you can optimize your behavior accordingly as a result.

If you watch the news for any amount time these days you'll see it's a horrible pattern of things that make most weep for the world and the people in it. The news is full of awful acts and events that make you cry and events that make you sad for everything around you. So you may be thinking how you cannot feel when you see things like that. Emotionally intelligent people understand that we can't control everything, and they let themselves put their minds on things they can. Now it's important to know that this does not mean that the people that poses a high level of EQ don't care. They do.

This simply means that they know that the things on the news are out of their control and that there is nothing that they can do about it. They still care, it's just they understand that they are limited and understand those

limitations. However as an emotionally intelligent person, they understand the need to not focus on the news and things like that. As a result they are more optimistic, and healthier than negative people and they perform better because they don't let the negative train of thought take hold of them and stay with them. they don't sit with a negative thought train they move on from it instead.

They also have a better emotional vocabulary and they can use robust words as such. They have an extensive vocabulary of feelings and they describe themselves in a more intelligent manner because they are able to utilize that skill. They make activities more enjoyable as well. People with an EQ that is high understand how they become happy and what makes that emotion surface. Due to this they are constantly trying to bring those feelings into other things in every aspect in their life as well.

They turn monotonous chores into fun games which makes the chores over easier and that lets them feel more productive. People with a high EQ make sure that they are going the extra mile to take care of people and make them happy. It is also said the people with a high EQ are great at making the people that they love happy as well. They understand the need for taking time out to be able to do things they enjoy. Along with this they understand that it's needed and why it's important. Emotionally intelligent people know that interjecting some fun into their lives is going to fight all the stress and keep it from building up and hurting you. Remember, your trying to keep your emotions in check and your stress levels low so that you're not feeling negative but positive. High EQ people also have a long lasting resilience within them. If you've ever been around an emotionally intelligent person when they were trying to make things fun chances are you had a great time too and it's because of that positive energy that the person is exuding. Remember that it's contagious. If you're around someone that is so happy chances are you are going to be happy as well.

They are difficult to offend which is a great quality to have. If you have a very firm grasp on who you are (which is something that we've mentioned a few times in this book and talked about how important it is) it will be harder for someone to say something to you or try to do something that's going to get your goat or that is going to make you upset. Emotionally intelligent people are open minded and their self-confident. Because of this high EQ people have been able to create a very thick skin for themselves. This thick skin is something that is a little harder to get but it's very much worth it

because this is a skill that most people want. This is because people won't be able to hurt you. People in this world can be catty and cruel and the ability to not let it affect you is going to be able to guard you and keep your emotions safe from those that would seek to hurt you emotionally.

The ability to have a thicker skin in emotional intelligence is definitely something to be aware of and if your levels are low you should raise them so that you can develop this for yourself. Emotionally intelligent people are aware that your emotional intelligence skills can be trained to be better and that practice will make good habits form. This also lets them begin responding to their surroundings automatically because their brain is going on auto pilot. As your brain begins to put these new habits into place your old bad habits will begin to die off.

Our last set of facts about emotional intelligence are how you can see if you already possess it without even knowing it. If the following statements apply to you or you recognize that you feel that you relate to it on some level then you might be someone who has a higher level of emotional intelligence without even knowing it. If you think about your feelings a lot or often, or you notice that you're very reflective, this is a good sign of emotional intelligence.

If you notice that you're already able to identify reactions and emotions that you have as well as being more mindful of people and situations this is another good sign of a high EQ. If you ask others for their perspective and you understand that others see you much differently you then you see yourself. You could also understand something here that others don't. If you have a good level of EQ you understand that it's not about seeing someone right or wrong but rather that it's understanding how perceptions differ from person to person and everyone perceives people differently as a result.

In situations have you noticed that you are very polite, and you say thank you? It's surprising how widespread the lack of common courtesy is these days and if you're someone who has still understood that those words should still be said you utilize that. It's very sad that more people don't use words like this anymore because in our world today people are being raised differently and it seems that the ways of the older days may be gone, but you're not like that. You understand the power of those two small words and the fact that it can change someone's day for the better and make them smile when they don't want to.

If you know how to not only strengthen relationships and why it's important this is another sign for you. Do you always take a few extra moments to express appreciation? Do you know when to pause? It's taking a moment to think about what you're going to say before you act or speak. Equally important is that you understand the need for pausing before you talk because you're fully aware that this is very important for the reasons that it can save you from issues that can hurt you. Examples of what we mean is that you can save yourself from embarrassment or hurting someone if you're able to think before you speak. Pausing can also have been able to make you a better worker and it may be even save the relationship that you are in. Being open to criticism is another sign. If you're open to criticism this speaks EQ. Nobody enjoys negative feedback and you're one of these people that is able to understand the criticism that people tell you does contain at least a little bit of truth and even if it's not delivered in the manner that's nice you understand that it's coming from a place that is trying to help you in the long run. Additionally, you can understand the fact that while it can be harsh criticism teaches you about what other people think so you're able to make sure that you are keeping your emotions in check and choosing to learn as much as you can instead. You know that instead of having an emotional outburst, you stay calm understanding the need for it and why it's important.

Do you ever find yourself thinking about people and what they have been through? You wonder why instead of labeling people. You realize that there's reasons behind the way people act the way they act and why they do what they do. Labeling people is wrong. If you do that you don't get to know the person underneath. A perfect example is someone who is a quiet and shy person could be labeled as stuck up when really it's just that they have issues talking to people. A football player could be considered a player when really he could be the sweetest guy on Earth. Judging people too quickly can lead you to miss out on an awesome person.

If you have qualities like compassion and empathy this is a great sign of high EQ as well. Do you work to see situations through other people's eyes instead of your own? This is another good sign. Being able to see from someone else's perspective helps you be more relatable to those around you which leads into our next sign. You're good at relating to people can help you with your emotional intelligence quotient as well. Being able to relate to people is a basic human need as we are social creatures.

Are you someone who is considerate of how others are going to react to you? Or a person who reacts well to meeting others? What about meeting someone from the first time? An example is the following. Are you someone who meets a person and you realize that you're already analyzing them, and you can't help it because you know that those observations benefit you? Do you understand that everything you say could affect somebody else potentially and that means focusing not just on what you say but how you say it?

Along with thank you are a person who is able to have the ability to apologize. You know that sometimes the words 'I'm sorry' can be the absolute two most difficult words to say in the English language but you also understand that they're very powerful at the same time and can repair damage. You're able to acknowledge your mistakes and you can admit when you did something wrong. Apologizing when appropriate and you've also developed qualities like authenticity along with humility which draws people to you. In that same respect you understand that nobody's perfect and you've learned that refusing to forgive people isn't a good idea either because it can harm you and your spirit. So instead of hanging onto resentment you forgive the person that hurt you knowing that it's for the best.

If you have an expansive vocabulary this is actually a great sign as well. Can you approach people sincerely and specifically? Meaning that you look for the good in other people and you tell them what you appreciate. There is good in all of us, but it takes a specific type of person to be able to see it in others and help them to be able to see it if they can't. You can inspire them and make them be able to feel good about working with you. In turn they could be in a constantly motivated state whenever they're around you.

If you already work on controlling your thoughts you may not have control over a negative situation or a natural emotional response but you're in control of what you do next. This is important and it's a definite part of emotional intelligence. You don't freeze people out and you are able to analyze your weaknesses and you understand that emotions can be used against you which is a negative side to this. Are you able to understand that emotional intelligence can be used ethically and unethically? Others increase their skills so that they can manipulate people, but you understand

that you would never do that and that's exactly why you sharpen your own so that you can protect yourself against those that do that.

If you analyze your weaknesses and have the courage to do so and develop a strategy for accounting those moments for next time and learning how to improve, and lastly if you don't freeze people. Judging others too quickly without understanding why they do what they do without taking into account extenuating circumstances is a destructive habit. You however are aware that everyone has a bad day or a bad year. Everyone has circumstances that are beyond their control and you are a person who is able to understand that your not the only one that has a bad day and that others do to. By refusing to label other people, your opinion remains fluid and you get the most out of all of your relationships. Did you have any of you signs or qualities? If so you might already have a very good level of emotional intelligence. Now all you need to do is raise it further. Follow the steps one by one and you will be able to do this with ease.

Conclusion

This book has been a helpful tool to teach you about a plethora of topics but the main topics we have covered for you are, emotional intelligence, cognitive behavioral therapy, self-discipline and how to use this information in the real world. Emotional intelligence may be seen as a new area of study and as such it doesn't have all the studies that it needs to have completed, but there are enough studies to show that understanding your emotional intelligence will greatly benefit you in your professional life as well as your personal life. We've also been able to show you how understanding your intelligence quotient will be able to help you as well and the connection between your emotional intelligent quotient or EQ and your intelligence quotient or your IQ as well as showcasing each difference that they have as well so that you can see how they differ in import and how studies go back and forth on the subject.

Many businesses across the globe are looking for people who have a firm grasp on their emotional intelligence because many companies across the globe work as a team and it's not just about one person anymore. As a team you need to work together, and you need to be able to cohabitate together on many different projects. As such, no matter the situation that you're in or the different opinions that people have, you all need to be able to work together. This is where people who are in tune with their EQ comes in. Emotionally intelligent people make great leaders and they will be able to take each and every individual that's trying to work as a team and make sure that they are actually being turned into a fully functioning team which benefits the company much greater.

Emotionally intelligent people are good with management as well because they have the ability to perceive others emotions as well and they have the ability to keep their own emotions in check as well which helps in a professional setting because it sets a good example for the other employees and you can take them to the next level in their lives as well which means you are making a great difference.

There are also well known behavioral scientists who have made a lot of progress in the studies of emotional intelligence and how it affects us on a daily basis. This is something that really lets us see the new information that is available to us and how it can help us. Being able to use that information is also going to be able to help you when you're trying to get

your emotional intelligence levels to the way you want them to be. Because emotional intelligence is a learned skill this means that you can raise it to the level that you want it to be and you can learn how to make yourself better. As we have mentioned in other chapters emotional intelligence is sought after, so much so that companies are now actively looking for people that have these skills and if they don't they make it apart of their hiring training, by the business world and any other career you could be thinking about getting into.

The business world is fraught with situations that you can get yourself into and you may not know what to do when you are trying to bring yourself up and advance yourself. When your trying to advance yourself and the world of business it's hard to understand what it is that you need to do and how it is you need to succeed. Having the ability to knowing your emotional intelligence level is going to be able to help you lead other people and inspire them to do great things as well. It is also going to help you be able to inspire yourself and take yourself to the next level where you thought you might not have been able to get to it's easy to take yourself to this next level and it's easy to understand how it is to get there once you understand what emotional intelligence is and why you should be concerned with it.

The intelligence quotient on the other hand is considered to be an ability that you are born with and as such there are debates as to whether or not this will work as emotional intelligence. Because this is such an important topic research is still being done to make the results and studies as accurate as possible. There are many that believe that you can always learn more and that the capacity for learning is vast as well.

Along with this because emotional intelligence can be learned you can always improve your skills and take them to the next level which will also help in your relationships and at work. People want to keep people on the staff that are constantly able to adapt and improve in their skills to make sure that they are always learning as much as they can.

This book is also going to teach you how you can use emotional intelligence to make yourself more aware. In life this is a very important skill that not many people are able to possess, and it is a necessary skill because this ability is going to give you a stronger sense of self, more confidence in your life and the ability to see things in a different way. In this life one of the gifts that we can be given is to know who we truly are

and what we stand for. Being self-aware is also going to help you raise your emotional intelligence levels which is the main goal that we're trying to achieve here.

We've established that emotional intelligence has different levels and it can mean different things. We've taken the time to show you how each level is important to emotional intelligence as a whole. It's not just one thing that makes it up. It's a variety of different things coming together to make one thing whole. An example would be to think of yourself as a team. There are many things working in your body to make you who you are. Emotional intelligence is the same way. It's not just self-awareness or resilience that makes it up.

It's all different types of things that make it up and all of which need to be understood by you so that you can make sure that you're going into this knowing exactly what it is that you want to do and exactly how it is that you're going to do it. The same is true for cognitive behavioral therapy. With cognitive behavioral therapy it's not just one thing that makes this. There are many different things that it can help with in the mental illness field or in the medical field and being able to understand all the different components of this type of therapy is going to be able to help you go into it with your eyes open. It will also help your heart stay open as well. When you go into this trying your best it is going to give you the best results possible.

Thank you for making it through to the end of *Emotional Intelligence 2.0* , let's hope it was informative and able to provide you with all of the tools you need to achieve your goals whatever they may be.

We really hope you enjoyed this guide, customer satisfaction for us is very important.

If you found this book useful in any way, a review on Amazon is always appreciated! ☺



Ehy, one more thing:

Don't miss the other 2 books of the series called "Dark Psychology Secrets & Manipulation" by Ryan J.D. Goleman" and "Mental Toughness 2.0 by Ryan J.D. Goleman"

Inside Dark Psychology Secrets you will find:

- Learn to identify and protect yourself and your loved ones from predators with active Dark Psychology.
- Take a trip back to history and study the human behavioral patterns and their alignment with Dark Psychology.
- Learn the difference between self love and Narcissism.
- Allow the Italian philosopher, Niccolò Machiavelli, to introduce you to tactics used by powerful dictators like Adolf Hitler and Joseph Stalin.
- Surprising new revelations on Neuro-Linguistic Programming (NLP) and how you may have been "programmed".
- Develop an understanding of "Undetected Mind Control" to prevent predators with Dark Psychology from controlling your thoughts and behaviors.
- Learn the nuances of "Brainwashing" and how a large number of susceptible and vulnerable young people are turning into extremists, the likes of which have never been seen before.
- ... and much, much more!

Inside Mental Toughness you will find:

- What is Mindset and why it is important?
- How to develop a Positive, Strong Mindset
- How to awaken your Life for Success?
- Productivity Secrets to dominate.
- ... and much, much more!

THANK YOU

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Dark Psychology & Manipulation Secrets

The Definitive Guide to Improve your
Emotional Influence Using NLP Secrets,
Persuasion, Hypnotism and Deception
including many Techniques for Mind Control

Ryan J.D. Goleman

- In almost every act of our daily lives, whether in the sphere of politics or business, in our social conduct or our ethical thinking, we are dominated by the relatively small number of persons...who understand the mental processes and social patterns of the masses. It is they who pull the wires which control the public mind. -Edward Bernays - PROPAGANDA

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Introduction

The following chapters will discuss how and where you encounter the Dark Psychology in your daily life and the kind of people that use these dark techniques to their advantage. Information on Dark Continuum and Dark Singularity will help you understand that Dark Psychology is manifested on a spectrum and all human beings that exist today or have ever existed possess a reservoir of malevolence. The importance and application of evergreen Darwinian theory of “survival of the fittest” and how some of us are genetically inclined to exhibit Dark Psychology more than others.

We will take a trip back to history and study the impact of some major historical events that have left an everlasting impact on the Dark Psychology of humans. A study of human behavioral patterns and their alignment with Dark Psychology to provide you with the ability to successfully decipher these patterns.

In the chapter titled “The Dark Triad”, we will deep dive into the dark personality traits of the unholy trinity of Narcissism, Machiavellianism and Psychopathy. You will learn when and how the self love can transition into Narcissism and self harming tendencies. A virtual trip to ancient Italy and meet with philosopher Niccolò Machiavelli, whose proposed tactics and practices of powerful leader gave birth to dictators like Adolf Hitler and Joseph Stalin. You will get to know the Psychopathic Test score of notorious serial killer, Ted Bundy.

Surprising revelations on Neuro-Linguistic programming and how you may be programmed to think and act specifically in response to a particular trigger. You will learn how people can create “anchors” on your body to condition your thoughts and behaviors. The power of non-verbal communication and body language will be explained in depth in the chapter titled “NLP”.

In the chapter “Undetected Mind Control”, you will be made aware of how predators with Dark Psychology attempt to exert power and control over your thoughts and behaviors. How a large number of susceptible and vulnerable young people are turning into extremists, at the hands of terrorist

groups like ISIS, who are using brainwashing tactics against them. You will also learn how the advent of modern technology has resulted in brainwashing penetrating the world, the likes of which have never been seen before.

You will be able to renew your understanding of the acts of Persuasion and learn some persuasion tactics to help you in your moral endeavors. It might come to you as a shock, that you are being manipulated into making decisions against your self interest. A description and analysis of dark art of Manipulation will open your eyes to the darkness in the world around you. But don't worry, we will end with plenty of tips on how to successfully spot a manipulator and protect yourself from all forms of dark manipulation and from people with active dark psychological traits. A whole lot of self protection tips and techniques with examples, are sprinkled throughout this book for your reference.

There are plenty of books on this subject on the market, thanks again for choosing this one! Every effort was made to ensure it is full of as much useful information as possible, please enjoy!

Chapter 1: The Basics of Dark Psychology



Have you ever been in a situation where you felt somebody is getting the better side of the deal and you cannot seem to fight it? Have you been convinced into doing something which in hindsight seems very unlike yourself? Have you been in a relationship where you knew the person was wrong for you but they always had a majestic hold on you and kept you pulling down in their gravity? If you answered yes to any of these questions, then you have experienced the science and arts of Dark Psychology first hand. Keep on reading because you are going to learn about a whole new dimension of human Psychology that you encounter in your everyday life and need to protect yourself from it!

You do not need to be a science expert to understand the different aspects of Dark Psychology. Now most of us have a general understanding on Psychology as study of general human behavior, how we think, how we act and how we interact; but if the concept of Dark Psychology is new to you, in layman terms, it's some kind of "black magic" that people with powerful influences use to prey upon you to get what they desire, using the tactics of manipulation, coercion and persuasion.

Dark Psychology is the study of innate human behavioral patterns as it relates to the psychological nature of people to victimize other humans and living creatures. Understanding the inherent thoughts, feelings and perceptions of humans that leads to human predatory behavior is at the heart of Dark Psychology studies. All of the humanity is capable of carrying out such criminal and deviant acts and while most of us successfully inhibit and overcome these impulses, a few amongst us embrace these tendencies and commit heinous acts against others. The assumption here is that this predatory behavior is almost always driven by a goal and rationale with a motive but in few of those instances people brutally victimize others with no purposive intent and act on sheer impulse.

Dark Psychology postulates that all of the mankind has a repertoire of malicious intent toward others. It can be a fleeting thought that loses ground before turning into actions or intense psychopathic behavior lacking any rationale what so ever. This is often referred to as the Dark Continuum. The Dark Continuum is a spectrum within which all criminal, sadistic and violent behaviors of the human psyche fall, including thoughts, feelings and actions committed against and/or experienced by individuals. The Dark Continuum can range from severe to mild manifestation and from purpose driven to purposeless. The physical manifestation of Dark Psychology more often than not fall to the right of the Dark Continuum with high severity. On the other hand, the psychological manifestations of Dark Psychology lie to the left of the Dark Continuum, but could potentially be just as destructive as the physical manifestations. Rather than acting as a scale of severity, ranging from bad to worse, Dark Continuum provides a classification of victimization considering the thoughts and actions perpetrated. Farthest to the right of the Dark Continuum is the Dark Singularity.

Singularity can be defined as a point or region where space and time are distorted by the gravitational forces and is assumed to be the center of a black hole which is so dense that even light cannot escape it. Similarly, the Dark Singularity is considered to be the absolute center of the universe of Dark Psychology. It's composed of pure evil and unadulterated malevolence. Only an advance and severe psychopathic individual who viciously victimizes others with purposeless actions comes closest to the Dark Singularity. Human behavior is inherently purpose driven so the Dark Singularity is a theoretical destination not within the grasp of humanity. It

can only be approached with no arrival. Alfred Adler was an exemplary psychologist and doctor with contemporaries with the likes of Sigmund Freud and Carl Jung as well as an incredible philosopher. Adler posits that all of the human behavior is purpose driven, from the moment we are born to our death everything we think, feel or do has a purpose to it. Adler believed that even malevolent behavior serves a purpose for the actor and acts of benevolence serve the person in form of acceptance by their loved ones and the community. Healthy functional human behavior is driven by a strong need of people to be accepted by others and have a sense of belonging. Human beings are highly sociable and when people lose their perception of society they tend to move to further away from their inherent purpose of being part of a social construct.

Now nobody is born a criminal but we are all born with a reservoir of malevolence that can be manifested into our being, either due to our horrid circumstances of needing something as basic as food and shelter to the riches of the world or due to terrible and gut wrenching life experiences that stoke our dark side into action. But on some occasions people succumb to their dark sides completely and commit heinous crimes without any goal. Their dark side takes over control and they act criminally not for money, power or retribution. These are the sadistic elements of our society that act upon their predatory behavior of hurting other severely with no mercy. As humans increasingly become discouraged and isolated from the society, their tendency to commit violent and heinous acts against others gets stronger. An instant example would be the narcissistic psychopath who is extremely selfish, seeks pleasure in victimizing others and is motivated to take advantage of others without a hint of remorse for his actions. Adler referred to the trinity of human experience comprising of our thoughts, feelings and behaviors as “constellation” and added subjective processing to this system to establish his second theoretical tenet of Dark Psychology. For example, you use sunglasses to protect your eyes from the harmful rays of the sun and filter the incoming light. Think of your eyes as true reality and sunglasses represent your filtering mechanism that distorts the reality of harsh sun light, similarly, your perceptual sunglasses tend to alter how you assess and interpret information to make required responses.

“The greater the feeling of inferiority that has been experienced, the more powerful is the urge to conquest and the more violent the emotional

agitation. ” Alfred Adler

Dark Psychology attempts to address the human consciousness that allows for and may even propel predatory behavior. Few characteristic features of these behavioral tendencies include lack of rationale and motivation, its universality and its lack of predictability. Humans evolved from other animals and today we are the most superior being on the planet but for better or worse we are not completely removed from our animal instincts and thereby our innate predatory nature. The three prime instincts known to mankind are Sex, aggression and instinctual drive to sustain the human race for generations to come. Charles Darwin’s theory of “survival of the fittest” is the grandest law of the planet which requires procreation and sustenance of the progenies. So all forms of life engage in their ultimate goal to make more of their own kind and ensure the longevity of their genes. Whether you are the lion king of the jungle trying to win his Pride for the mating rights or an ordinary human being wanting to extend his family name to a new generation; the survival of our progeny requires a marked and protected territory which in turn requires aggression to withstand and win the survival battles. Surely you have seen one or more wildlife documentaries with a helpless innocent deer being ripped to shreds by bigger and stronger predatory animals and surely you were always rooting for the deer to make a fortunate escape but this act of violence is in complete accord with our evolutionary model. The predator kills for food which is required for self-preservation. Often male animals need to fight and kill one another to come to power and mark their territory but all these violent acts are explained and ordained by the evolutionary model; these acts are not application of Dark Psychology.

Our ability to process complex information and gain perspective has made us the paragon of life forms and also the acme of practicing brutality. With great power comes great responsibility and the only known applications of Dark Psychology on this planet are emanating from the human behavior. Only humans tend to prey on other humans without the reason for procreation and for unaccountable motivations. All of us are aware of the brutalities committed against humans by other humans motivated by the urge to procreate, survive, gain means or territory but most of us have also become increasingly aware of crimes committed for reasons that had no basis and yielded only by the psychopathic tendencies of the predator. Dark

Psychology posits that there is something within the human psyche that dictates our actions and is occasionally against the evolutionary model. This phenomenon has been known to mankind every since we evolved with power of thoughts and perception. There is no man that walked this earth in the past, present or future who doesn't have a reservoir of malevolence and doesn't possess a dark side to him. It is just an inexplicable part of who we are and there is no substantial justification for it.

People with prominent Dark Psychology are prone to committing heinous acts like rape and murder with no purpose or cause. It's almost impossible to be able to predict who amongst us will act on their dangerous impulses and even more unpredictable is the extent some will go in acting on these impulses. Dark Psychology attempts to understand and study these dangerous elements that bring people to act as predators and seek out human prey without any cause or purpose. The concept of purpose driven human behavior is vital to the understanding of the Dark Psychology.

We have all fallen victim to Dark Psychology guided predator in some form in our lifetime, so do not feel humiliated. We all possess a dark side which is not well understood and Dark Psychology surrounds us waiting to pounce on us in a moment of weakness. Think about it, humans have enjoyed hunting helpless animals as a sport leading to senseless cruelty against animals. This act of violence against animals is both vicious and psychopathic but normalized by the society. Recent studies have suggested that people with a history of animal abuse have a higher probability of committing violence against human beings. Hunting for recreation brings a euphoria to the predator that is often addictive. Predatory animals kill other animals in search of food or territory, as evident by the food chain and dictated by the evolutionary model of "survival of the fittest". But humans with their reservoir of malicious intent are always at the cusp of losing to these Dark Psychology forces and commit violence against humans.

A milder side of the Dark Continuum can be observed in the increasing levels of violence in children's video games which have now taken over the traditional play time in the fresh air to cozy comfort of their couches. Vandalism of other's property is also a part of Dark Continuum, where humans deliberately damage and destroy another's property willfully and maliciously with no purpose. Children's inclination to play violent video

games and deface a property are mild in comparison to overt acts of violence, but are unambiguous examples of the universal human condition of possessing a dark side. Humanity struggles to acknowledge the presence of Dark Psychology even though these dark factors quietly lurk beneath the surface in our human forms.

Some religions even define Dark Psychology as an actual entity that they refer and sometimes revere as Satan. Existence of demons is reasoned to be real culprit leading to malicious and violent actions, in some cultures. Some cultures have defined Dark Psychology as a condition of human psyche or produced by genetic traits inherited from one generation to another. Our inclination to deflect the very idea of dark forces within us arises from the goal of self-preservation within the boundaries of social norms. Thus, often in some religions the underlying intent of violence committed against others is portrayed as commanded by God to accuse the sinners and to carry out God's punishment.

Remember, Dark Psychology is like a spider's web attempting to capture all previous theories of human victimization and communicate them to others inspiring awareness, and encouraging self-awareness. The more you you can grasp and comprehend Dark Psychology, the better you are prepared to reduce your chances of being a victim at the hands of human predators. Here are the key principles to help you fully grasp Dark Psychology.

1. Dark Psychology is the study of innate human behavioral patterns as it relates to the psychological nature of people to victimize other humans and living creatures. The notion being the closer a person draws to pristine evil, the odds of them having a purpose in motivation diminished by manifolds.
2. All of the mankind has a repertoire of malicious intent toward others. It can be a fleeting thought that loses ground before turning into actions or intense psychopathic behavior lacking any rationale what so ever. People all over the world from different society and culture possess this facet of human condition. Even the most benevolent people to have inhabited this planet have known this dark side within but never acted upon it.
3. Dark Psychology can easily be overlooked in its latent form due to its high propensity of being misinterpreted as abnormal

- psychopathy. History is loaded with examples of this latent tendency being activated into destructive behavior. Dark Psychology posits that there is a continuum of severity ranging from mere thoughts of acting violent to severely victimizing others without any purpose or motivation.
4. Dark Psychology suggests that all humans have potential for violence and various internal and external factors affect the probability of this potential to manifest into dangerous behavior. These behaviors often function with no motivation or rationale and are predatory in nature which makes Dark Psychology a solely human phenomenon.
 5. To make the society as a safer place for all, understanding of the underlying causes and triggers of Dark Psychology is extremely crucial. Learning the concepts of Dark Psychology will empower people to recognize and reduce the dangers in its influence. Grasping these tenets of Dark Psychology fits our evolutionary model of “survival of the fittest”.

Now that you have a basic understanding of what is Dark Psychology and how it is prevalent in our world, you are one step closer to being able to protect yourself and people around you from being a victim. Keep reading because we will peel this onion and uncover the Dark Psychology secrets in great detail to arm you against potential predators. You will experience increased self-awareness and be inspired to educate others on how to guard themselves from falling victim at the hands of those few possessed by the Dark Psychology forces.

Chapter 2: Historical Revelation of Dark Psychology



Since the beginning of recorded history, monstrosity inflicted by humans on their own species is abundantly occurring. Although atrocious, it never fails to astonish how apparently decent individuals could possibly allow or even participate in such horrendous acts. Historical evidences of such horrifying acts against humanity are infinitely occurring. Prominent example of such act that left a lasting impact on the world today is the holocaust during World War II that killed hundreds of thousands of innocent Jews as victims of systematic genocide. Nazis described Jews as *Untermenschen* , or subhumans, and were excluded from the system of moral rights and obligations that fabricate the society. More than seventy million people were reported dead in the World War II, most of them were civilians and millions died in combat. So many were burned alive by incendiary bombs and then the nuclear weapons scarred the planet. It's the manifestation of Dark Psychology within people in powerful positions that made this carnage possible. Hitler's rise to power in Nazi Germany could be attributed in part to his ability to normalize the Dark Psychology within the community by dehumanizing his enemies. It enabled one group of people to treat another with zero perception of their humanity. It's definitely wrong to

kill humans, but easily permissible to exterminate a rodent. During the Holocaust and over the course of the Third Reich, Hitler ordered a series of experiments to be conducted on Jews, Russian, Roma and other persecuted groups. These experiments were conducted in concentration camps and mostly resulted in disfigurement or permanent disability and often into death. Hitler's euthanasia program allowed over 200,000 mentally or physically disabled people, deemed unfit to live were gassed to death.

Particularly disturbing experiments included attempts to genetically manipulate twins; sterilization; premeditative exposure to harmful gasses; nerve, muscle and bone transplantation among other horrendous crimes against humanity. After the end of World War II and defeat of Germany, these crimes were tried as part of the Nuremberg trial held in 1946, twenty doctors were accused of crimes against humanity and ultimately the Nuremberg Code of medical ethics was established. The trial provided gruesome details of the experiments conducted on innocent people, who were treated worse than animals and merely served as human guinea pigs for their murderers. Some were deprived of oxygen to stimulate high altitude parachute jumps. Some were exposed to mustard gas causing severe external and internal burns to the victims. Some were frozen to death and other exposed to bites from malaria-infected mosquitos. Some had their flesh incised to simulate wounds. Some had shards of glass and wood shavings inserted into them and then their blood vessels were tied off. Some were introduced to bacteria that in turn induced gangrene. People were coerced into drinking seawater, infected with typhus and other life-threatening diseases. Some were even poisoned and burned with phosphorus. These acts were immensely graphic and sure to enrage most readers. The Dark Psychology that went behind the perpetrators of these acts is unspeakably terrifying. To the Nazis, all Jews were rats that could be easily and inhumanely preyed upon and were often represented as parasitic organisms.

In 1943 Hitler proclaimed, *"Today international Jewry is the ferment of decomposition of peoples and states, just as it was in antiquity. It will remain that way as long as peoples do not find the strength to get rid of the virus."*

Dehumanizing the enemy allowed German soldier and officers to act in accordance with the Nazi's vision of warfare of no mercy. In ancient Chinese and Egyptian literature enemies are often referred as subhuman creatures. Unfortunately, dehumanization during World War II was not restricted to the lethal program of racial hygiene implemented by the Nazis in Germany. The dehumanizing rhetoric of the Stalin's Red Army described Germans as "ersatz men", meaning "two-legged animals who have mastered the technique of war". The Russian-Jewish poet Ilya Ehrenburg made significant contribution to hype up this propaganda writing "If you kill one German, kill another — there is nothing more amusing for us than a heap of German corpses." With the defeat of Germany in World War II, the Red Army wreaked havoc into the Germany from the east. In just a night 72 women were killed and most women had been raped. A witness who had survived and made it to the west reported of a village girl who had been raped by an entire tank squadron for more than 12 hours. Some of the victims had been crucified and man was brutally shot and then fed to the pigs.

A more recent example of the manifestation of Dark Psychology in our society is the Rwandan Genocide of 1994, in which over 800,000 people were murdered by Hutu extremists within a short time span of 100 days. Majority of Rwandans are Hutus but the Tutsi minority had predominantly controlled the country. Hutus targeted their political opponents, irrespective of their ethnic origin and not just the members of the Tutsi community. Militias were provided with list of government opponents to be slaughtered along with their families. Some men even killed their own Tutsi wives with the fear of their own death. Most Rwandans owned machetes that they used to kill Tutsis at the roadblocks set up by militia. People were required to have their ethnic group listed on their ID cards to aid in this massacre. Thousands of Tutsi women who survived the slaughter were taken away and used as sex slaves. Hutus fed into the dehumanizing rhetoric of stripping people of their basic human traits. Tutsis were referred to as cockroaches and Hutu extremists circulated propaganda egging people to "weed out the cockroaches", often declaring the death of prominent figures on radio. The conflicts between Hutus and Tutsis crossed boundaries of multiple African countries with estimation of five million deaths until 2003 and to this day some armed groups are still active near Rwanda's border.

The Holocaust and the Rwandan Genocide provided a gut wrenching insight into the world of Dark Psychology with one or more individuals with enthusiasm for sadism and inclination on its usage, wrote some of the horrendous events of human history. These events occurred on such massive scale that the world was a witness to its everyday progress with daily newspaper headlines. Another event to have dominated newspaper headlines was the case of infamous and notorious serial killer Ted Bundy. The story of Ted Bundy and his brutalities is that of a textbook psychopathic killer on every account. The amount of media coverage given to him and his crimes is almost fascinating and largely owed to Bundy's willingness to appear for interviews and offer insights into his actions. Bundy was linked to close to 100 murders but was only charged with 30 and there is still no confirmation on the total number of murders he committed. Bundy spent significant time on death row after being sentenced to death. Detailed psychological analysis of Ted Bundy was carried out to understand the possible motivation behind the vicious acts of the most dangerous serial killer to have ever been incarcerated.

A striking aspect of Ted Bundy's lengthy murder career happens to be how it evolved over course of time. Bundy admitted that his initial crimes were opportunistic with sloppy execution but he evolved his methods over time and become more organized, elaborate and careful with his approach. Bundy was often described as "shape shifter" owing to his ability to alter his physical appearance with subtle yet comprehensive misdirection. He was just as skillful at hiding his true motivation and methods, deceiving his victims not just physically but also psychologically. Deception is one of the many traits of Dark Psychology. Extensive study of Bundy's deceptive ways provided valuable insight into the dark psychological traits of serial killers. It's well established that most people and his victims found him to be attractive and charming. Bundy had a very clear understanding of power of perception and that of public image. So he mastered a façade of charm and desirability with no inner truth to the matter. Think about it, the man was able to invoke comfort and attraction in his victim moments before assaulting and killing them in cold blood, portraying the emotional coldness of men like Bundy carrying out some of the most sadistic crimes known to the mankind. Psychopaths like Bundy inherently tend to detach themselves from their reality and thereby the consequences of their actions. Bundy

displayed highly intense sadism and narcissism in the way he tortured his victims, took pictures of their dead bodies and often referred to himself in third person.

“The term ‘serial killings’ means a series of three or more killings, not less than one of which was committed within the United States, having common characteristics such as to suggest the reasonable possibility that the crimes were committed by the same actor or actors.” United States Federal Bureau of Investigation

Another such Narcissist to have made his mark on the history was self proclaimed Russian faith healer, Grigori Rasputin. The infamous “mad monk” perverted the Khlysty (Flagellants) beliefs, stating that prolonged debauchery that led to sexual exhaustion was the best way to feel near to God. His lascivious reputation earned him the last name Rasputin, believed to be Russian for “licentious”. After failing to become a monk and marrying Proskovya Fyodorovna Dubrovina at the age of 19, he abandoned his home and family and wandered to Mount Athos and Jerusalem while sustaining himself off the peasant’s donation, proclaiming to possess mystic abilities of predicting the future and healing the sick. Rasputin eventually arrived in St. Petersburg, where at the time the court circles were delving into mysticism for entertainment and therefore, welcomed Rasputin with open arms. The Russian royal family, Nicholas and Alexandra, summoned Rasputin for his mystic healing powers during one of their son’s bleeding episodes. Rasputin succeeded in easing boy’s discomfort and warned the royalties that their destiny was irrevocably tied to his own, thereby making himself as a staunch ally of the imperial family and highly influenced the state affairs. Outside the royal court, Rasputin kept up with his salacious habits, preaching that his physical contact had profound purifying and healing effect. Rasputin’s inexplicable ability to be both a devil and angel in the same moment, only scratched the surface of the devastating influence of his personality. He succeeded in inducing a trancelike state of suggestibility in his victims and happens to be the first anecdotal usage of hypnosis ever recorded. It was believed that Rasputin could easily induce deep feelings of calm and relaxation in his victims and to date serve as the harbinger of modern faith healers. Rasputin had mastered the art of covert emotional intelligence, explained subsequently in this book in details, where his victims were oblivious to the control and power he held on them. It simply

came across as if he had a mystic aura that people just succumbed to. The Dark Psychology of charismatic influence is widely observed in the modern world today. These predators attract mass following by creating a perception that they possess some secret knowledge that could pave way to the higher self by simply feigning spirituality.

The Milgram Obedience Study of 1960, revealed that ordinary people upon encouragement from an authoritative figure, were willing to torture other humans and in this experiment they used potentially lethal levels of electricity. The subjects were reported to be far more obedient than anticipated. Milgram advised his subjects that they were part of an important experiment that could advance the cause of science in order to impart a perception of social value to his study. This experiment once again served as a reminder that there is a reservoir of malevolence within all of us and given the opportunity these dark factors can take over our personality. However, the results of the Milgram experiment were underscored by that of the Stanford Prison Experiment of the 1971.

One of the extremely controversial studies in the history of social psychology and by extension Dark Psychology was the Stanford Prison Experiment. Middle class college student served as willing participants and were selected based on their family backgrounds as well as their physical and mental health histories. The participants were then grouped into prisoners and guards, simply through a coin toss. The guards were not provided any directions on their operation and instinctively started humiliating and psychologically abusing the prisoners within 24 hours of the start of the experiment. The prisoners, in turn, took the abuse with little to no protest and acted docile. The human behavior displayed by both the groups was so extreme that the experiment was terminated just after six days, instead of the slated two-week period. The Standard Experiment succeeded in revealing the ease with which ordinary people when given powerful authority could transform into ruthless oppressors within hours. The Stanford Experiment is often used as evidence of primitive dark impulses that lurk within all of us and can turn a completely normal human being into a tyrant, with a little nudge.

It is easy to deduce from these experiments, that humans can easily be swayed into dehumanizing others, which serves as a loophole in human

psyche to justify their predatory behavior. Murder and torture are universal taboo but killing “animals” for food or even sport is acceptable in most cultures. Neuroscience research conducted by Princeton university showed that dehumanizing others turned off the regions of our brains corresponding to empathy and turned on regions associated with disgust. When people move towards the extreme ends of the Dark Continuum and lose sense of self, not fearing death, they are more prone to committing crimes against humanity. The latest example of these inclinations can be observed in use of violence against Muslims and Mexican immigrant in the United States of America or the use of radical rationalization by terrorist groups like ISIS.

Terrorist organizations often use brainwashing to recruit and retain followers who are fed the extreme religious or political rhetoric. The ease of availability and usage of modern technology has fueled the extremist agenda of these organizations. Historically brainwashing often required physical proximity, gatherings in cult headquarters or a secure location. But with the advent of Internet, terror organizations can remotely reach a massive audience simply with few clicks of a button. Frequently referred to as viral videos, propaganda videos are released by these terror mongers as the modern tool of brainwashing. The likes of the brainwashing features released unleashed on this generation are uncanny on multiple levels, these organizations still follow their tried and tested methods of indoctrination that have existed for centuries. The technologically spiked innovative methodologies of brainwashing has followers willingly and blindly committing to act violently at the risk of their own lives. Suicide bombings are being increasingly reported at common social places like cafes, night clubs or supermarkets. It would be foolish to underestimate the severity of this problem that’s threatened our society. The biggest loss facing our society is that of our young generation living their life on Internet and are highly susceptible to these brain washing techniques. Young men and even women leave their families and home behind, forsaking a comfortable life and familiar world only to die in a foreign war. The extremist propaganda has instigated the mentally deranged individuals into carrying out crimes against their own communities and nation, resulting in “lone wolf” attacks.

With the great power of Internet, our responsibility to ensure its ethical use has increased manifolds. The terror organization have managed to update their application of classic brainwashing principles to function over the

realms of Internet. Vulnerable individuals can be easily found by those predators who wish to poison these individuals with their extremist views. Anyone can seamlessly track down a target who is susceptible to the incendiary views held by the terrorist organization against a community or nation. These targeted individuals are then assigned to specific members of the group in order to effectively influence them to agree and believe in their propaganda. These recruiters then apply the basic and age old principles of brainwashing on their prey slowly and methodically. This process often takes significant time to sink into the target's psyche. The terror group often conceals objectionable thoughts and acts, until the victim is primed to be open minded to the polarizing rhetoric of the organization.

The modern terror organizations often employ the tried and tested methodologies of presenting their rhetoric as a utopian solution to personal woes of the victim. The terror organizations promoting radical Islamist view or right-wing racism are often using the same tactic to lure and retain their followers. Their message to the victims vilifies the society and proposes their own narrative as the antidote to all that is wrong with the world today. Misleading videos and images are frequently used to bolster their own portrayal of injustice in the society, manufacturing a heavily biased version of life. As a result, the victim often feels fortunate and grateful to have been welcomed and accepted by the terrorist organization. They are fragmented from the society at an early age with a highly impressionable mindset and then brainwashed to commit vicious crimes against humanity. The terror organization use the grievances of youth going through identity crisis to their own advantage. They trigger the dark factors of vulnerable youth to unleash the monster within and cross to the extremes of the Dark Continuum. The Dark Psychology of these terrorist groups to breed hatred within their community, criminalizing the youth and using them as their weapon of mass destruction. The antidote to save our youth lies in the palms of our leaders and figures of authority, who should aim to uphold the values of inclusiveness, respect and pluralism. They must abandon inflammatory speeches and warlike narratives that feed the hate speech of the extremist groups. The fight against segregation must be translated into inclusive policy addressing the vulnerable community and the Muslim community, who are also victims of this radical rhetoric echoing the world today.

Chapter 3: Dark Psychology and Human Behavior



The social sciences, including Psychology, Sociology, Anthropology and Economics are studying the human behavior to establish our ancient history and define the course of our future generations. A deeper understanding of how humans act, plan, memorize and make decisions is of paramount significance to the study of Dark Psychology. Change is the most constant law of the nature and with the being said, the human behavior and mentality has certainly evolved over time in conjunction with our physical appearance. With that being said, every individual defines themselves through their own life experiences and the environment they grow up in. There is a baseline of common human behavioral patterns that resemble the fundamental characteristics of all human beings. Our environment is the single most influencing criteria that dictates how we develop over time, not only physically but also mentally. Our environment primarily comprises of other human beings that we interact with on a regular basis, our lifestyle, our neighborhood, the country and the social values inspired by the leader of the country among other external factors. For example, our parents provide us the with the first human interaction right after we are born. Their habits and behaviors directly feed into our mental and physical growth.

Individuals with strong ties to their family growing up are more likely to contribute to the success of the overall community, owing to their strong sense of camaraderie. Therefore, it is often observed that individuals with disturbing childhood and/or coming from a broken home are more vulnerable in acting violent or committing crimes against their own communities.

According to the study of Dark Psychology, the reservoir of malevolence exists within all our psyches and can be triggered into taking violent actions against other humans. Our social environment tends to be the most powerful trigger and can just as easily generate negative behavior and actions as positive behavior and actions. Individuals of low means who have spent their childhood struggling to meet their basic needs of food and shelter, often grow up with a distaste for the society they live in. They believe their society and community failed to provide them with equal opportunities furthering their miseries. The economic disparity that exists in the world today is getting worse by the day. The rich are getting richer and poor are getting poorer, struggling to get access to the basic human needs. People are trapped in poverty with little to no chance of climbing up the economic scale. The unequal distribution of opportunities in turn leads to unequal income of different groups of the society. In the United States, the income gap between the rich and poor has grown remarkably, by every major statistical measure, for more than past 30 years. The current income disparity in America is astonishing, the top 10% averages more than 9 times the income of the bottom 90% while the top 1% has an average income of over 39 times more than the income of the bottom 90%. If that is not disturbing enough, the fact is the nation's top 0.1% percent report average income more than 188 times as the bottom 90%. This pronounced disproportion of income and by extension opportunities eats up the morale of the poor working class individuals, who are working two jobs to pay their rent and bring food to the table. These perpetually oppressed minorities are associated with poor public health and increased crime rate.

Our physical and mental health are directly related. A healthy body bears a healthy mind and vice versa. In the face of increasing food prices and lower income, economically unequal societies experience suppressed growth. The highly disadvantaged members of the society are more likely to suffer from resentment and hostility, as a direct result of their economic handicap or

fierce competition over skimpy jobs or resources. This resentment often translates into higher propensity for criminal behavior. Our thought process works bilaterally, we are always weighing in immediate and long term pros and cons of our actions. Inequality often leads to bigger incentives to commit crimes, in comparison to obtaining resources lawfully, even when you account for the risk of punishments. Limited methods are available to the disadvantaged members of the unequal society and illegal methods of getting access to resources may provide better return in the long run. The pronounced disparity between rich and poor tends to increase crime by massive reduction in the law enforcement spending in low-income areas. Poor neighborhoods and countries lack sufficient funding for the police than their rich counterparts, resulting in less effective law enforcement or higher number of low income police officers susceptible to bribes.

A highly disproportionate occurrence rates of certain kinds of illnesses are endured by the impoverished members of the society. Limited access to healthy food and quality health care result in less effective and lower income work force, higher illnesses, higher mortality rates and higher health care costs, perpetually deepening poverty for the oppressed societies. During the early 1990s, the term “food desert” originated in Scotland, in the context of a public sector housing report. Food deserts can singularly characterize economically unequal society, afflicted by the scarcity of healthy and affordable food. Several of the developed Western countries including Canada, Australia, New Zealand and the United Kingdom have reported occurrences of food deserts. In America, the limited access to fresh foods is associated with rampant obesity and high rate of diet-related diseases among the impoverished members of the society. The American people living below the federal poverty line are two times more likely to die from diet related diseases like Diabetes. In turn, the poor are disproportionately burdened with higher health care costs to be tackled with a less effective workforce, reinforcing the wealth disparity.

Dark Psychology posits that the predatory instinct within all of us is more often than not driven by a purpose or motive. An elite group of scientists from the Northeastern University recently reported that 93% of human behavior is predictable. The experiment conducted, by the physicist Albert-László Barabási and his team, studied the mobility patterns of anonymous cell-phone users. The conclusion was that the human mobility surprisingly

follows regular patterns, in complete contrast with the general perception that all human actions are random and unpredictable. Barabási and his team, proposed that the future whereabouts of an individual in the next hour could be predicted based on their previous trajectory. They also discovered that the length of the distance travelled by the individual had no impact on the predictability of their future travel. So the team reported 93% predictability with people that tend to stay close to home as well as people that tend to regularly travel long distances. The predictability and regularity of individual moment transcended through the wide variety of demographics. It turns out the heterogeneity of our age, gender, native language, and even population density did not alter the predictability of human behavior. Human mobility directly impacts the urban planning and traffic engineering of the country. This research could help drive the public health and urban development by scientifically predicting people's movement in near future.

Our scientifically advanced society has tapped into the world of wearable technology to explore the unknown and deep seated secrets of the human brain and mind. The researchers now have access to multi modal data acquisition and analysis to fuel the speed and accuracy of their studies. Our brain has a highly complex set of neural network and patterns that support our natural, active and ever evolving behavior and cognition. The systematic observation and interpretation of the functioning of the brain poses a difficult challenge. Human brain structures have evolved to support the complex cognitive processes that are targeted at optimizing the outcomes of all our actions.

The three major components of human behavior are actions, cognition and emotions. An action is real life manifestation that can be observed with our eyes and measured by psychological sensors. Our actions lead to transition from one state to another. Cognition pertains to our mental capability of thought processing, both verbally and non verbally. Emotions are characterized by intense mental activity that cannot be observed directly, resulting in a feeling based on reasoning or knowledge and yielding to a conscious experience. These three cogs of our psyche, namely action, cognition and emotions, running as a well oiled machine, enable us to perceive the world around us and make appropriate responses to our surroundings. It is challenging to determine the cause and effect of this relay. An action can result in a specific emotion accompanied by an internal

realization (cognition), which in turn can trigger a different emotion and bring us into a whole new action. Our observable actions are certainly driven by our emotions and cognition. Humans actively move their body to manifest cognitive goals and desires or to achieve a specific mental state.

Our cognition is always evolving and our existing mindset adapts, merges and integrates the new information we experience over the course of our lives, to predict how changes in the current environment may be influenced by your actions. Our cognition helps steer our actions in a timely manner which are appropriate to our environmental conditions. Human mind can dynamically respond to a stimuli based on our intentions and available instructions. Humans can respond to the same stimulus in a variety of ways, in order to be able to respond to similar stimuli consistently, our minds maintain long lasting stimulus-response relationship. For example, once your mind has perceived a person as a friend or a foe, it taps back into its existing stimulus-response relationship to determine if you need to react to the person in a friendly manner or not. Cognitions that lack any physical interaction with the surrounding and are completely abstract in nature can still be experienced by the body. Take a moment and imagine that you are out for a run in your neighborhood, the stimuli that you just experienced triggers the same brain areas that are associated with the limb movement as when you are actually out on a run. You must have heard how people practice for an interview while looking in a mirror or repeat positive affirmations to help with their confidence. These actions help us rehearse our working memory by triggering the same brain areas that are involved in speech perception and production, establishing a consistent stimulus-response relationship for future interactions.

Our instincts, reflexes and random movements constitute the fundamental units of our behavior. Random movements can be regarded as the primary ingredients for largely integrated human behavioral patterns. Human movements and impulses that do not appear to be directed at a defined adjustment end are considered random. Our predetermined neural connections and physical structure, dictate and restrain the extent of our random movement like turning our heads, moving our arms and fingers and even vocal acts like crying or shrieking. These types of behavior are not adaptive in a true sense as they are limited by the structural characteristic of the person and cannot be entirely deemed as random. Since random

behavior is not purposive, it is a characteristic of early childhood and any such behavior observed in older children or adults is often linked to temporary nervousness or chronic neural disorganization. In individuals on the extremes of the Dark Continuum, this random behavior leads to violent inclinations and psychopathic tendencies.

Human beings and all animals with nervous system possess the simple behavioral unit called the reflex. The uniquely defining characteristic of the reflex is that it results in a definite and predictable response, that is common to all of the human species. For example, when being pricked by a pin our immediate response is withdrawal and that response is standard across the men and women, child and adult, or rich and poor. The reflex is in no sense purposive and supremely unconscious behavioral process. In a standardized environmental situation, the reflex results into consistent response, imparting stability to the behavior of the organism. People that are unable to respond consistently to the same stimulus suffer from disintegration. Our reflexes provide us economical and unconscious mechanisms to address our simpler and routine day to day affairs, primarily the physiological ones. Now you must be wondering how reflexes and random behavior are related. The differences between the two categories are difficult to understand, but in general, reflexes are more specific and adaptive than random behavior. However, random behavior is often influenced by our reflexes.

Unlike reflexes our instincts are adaptive and not purposive. Human instincts tend to be much more complex than the reflexes, although, similar to the reflexes, instincts are inherited and definite resulting in specific and defined response to a particular stimulus. Our instincts operate independent from our consciousness and any correlation of the two can only appear, if the original behavioral pattern has been modified or is being interfered by the given situation. The complex social world of the human beings with rapidly changing environment increases the possibility of modifications to the rigid basis of our instincts. Human instincts are offer characterized as a combination of reflexes which are predetermined by biological selection regardless of the environment and serve a direct function in the adjustment process. Majority of the complex animal instincts do not survive in the human beings and only the instincts that serve physiological functions associated with eating, breathing and reproduction are relatively intact. Thanks to our instincts when sensing immediate danger, we jump into

action and run away from the situation. The Dark Psychological traits of an individual can diminish these self preserving instincts, allowing them to commit heinous crimes being fully aware of the risk of the punishment. They are consciously aware that their actions are negative and wrong but their dark side encourages them to continue their endeavor.

Human behavior is acquired by learning, our decision to take action or withhold a certain behavior is dependent on the benefits and risks associated with our activity. The “Prospect Theory”, published in 1979, by Daniel Kahneman and Amos Tversky, is touted as the most influential psychological theories on decision making. Prospect theory is a behavioral model that demonstrated are loss-averse and process expected utility relative to their current state instead of the absolute outcomes. Humans are willing to take on additional risk in order to avoid a loss, since we dislike losses more than equivalent gains. Prospect theory was developed by framing risky choices and concluded that individuals make decisions based on perceived gains rather than perceived losses. When given choices offer the same outcome but are presented differently, an individual will most certainly choose the option that offers perceived gains. For example, the joy you experience if someone gave you \$50 upfront should be equal to a situation where you gained \$100 but somehow lost \$50, as both situations lead to a net gain of \$50. But most people view the single gain of \$50 than the gain and loss scenario. Prospect theory proposed that loss causes a much greater emotional impact on an individual than the equivalent amount of gain. In 1995, another study was conducted on Olympic medal winners which demonstrated that the bronze medal winners seemed on average far happier than the silver medal winners. The silver medalists tend to focus on almost winning gold and any alternate outcome, including the silver medal is perceived as a loss. On the other hand, the bronze medalists focus on not winning a medal at all and therefore, any outcome above not winning is perceived as a gain. Prospect theory, also called as “loss-aversion” theory revealed that human process information in an illogical way by valuing gains and losses differently. The Prospect theory also laid the foundations for Daniel Kahneman’s other theories, as published in his book titled “Thinking, Fast and Slow”. Kahneman proposed that humans possess two decision making systems. The first system is fast but relatively inaccurate and the second system is slow but much more accurate. Decisions like

buying food products, to making career choices are carried out by either of these two systems.

The famous Austrian neurologist, Sigmund Freud (1856-1939), was the founder of psychoanalysis. Freud's theory of psychoanalysis can explain human behavior and is used as a method to treat mental illness.

Psychoanalysis is often considered a theory of the human psyche, a visual for social and cultural interpretation and a therapy to relieve mental illness. In 1873, Freud attended the University of Vienna to study medicine and worked at the Vienna General Hospital post graduation. He collaborated with physician Josef Breuer, who had been studying hysterical symptoms of a patient named Bertha Pappenheim- or "Anna O.". Breuer allowed Anna to lapse into a state resembling autohypnosis wherein she talked about the initial manifestations of her symptoms. The very act of verbalization, "the talking cure" or "chimney sweep", was found to be extremely cathartic for Anne, who was able to discharge her pent-up emotions, at the root of pathological behavior.

In 1885, Freud married Martha Bernays, with whom he had six children, and became a student of the neurologist Jean Charcot in Paris. Charcot's work on hysteria introduced Freud to the possibility that psychological disorders have an origin in the mind rather than the brain. Freud was not able to fully comprehend the implications of Breuer's experiment, for another 10 years, and was still indebted to Charcot's hypnotic methods. A decade later, Freud developed the technique of free association, by encouraging patient to express aloud thoughts and feelings without suppression or self censorship of any kind, to expose unarticulated material from the realm of the psyche called the unconscious. Freud observed that the patient's resistance or defense against the expression of conscious thoughts or conflicts, completely hidden unconscious thoughts that were unavailable to the conscious, posed a challenge in free association of sudden silences, stuttering or other hysterical symptoms. Based on his clinical experience, Freud concluded most of female hysterical symptoms and resisted thoughts had sexual aspect to it. He proceeded to connect the etiology of neurotic symptoms to the same struggle between sexual urges and psychic defenses against it, often leading to an unwitting compromise between the wish and the defense.

In his attempts to establish psychoanalysis as a universal theory, Freud would have to examine male psyche as well, in a condition of normality, so he proceeded to generalize psychoanalysis from his own experience. Freud's self exploration was in fact triggered by the death of his father, Jakob Freud. He felt his long repressed emotions concerning his own family experiences and feelings were being released. In 1897, Freud used the technique of deciphering dreams to reveal the meaning of his emotional discharge. According to Freud, dreams were "the royal road to a knowledge of the unconscious," and his analysis provided a deep understanding of how dreams originate and function. In 1899, he presented his findings in the ground breaking book called "Die Traumdeutung" or "The Interpretation of Dreams". Freud posits that dreams play a pivotal role in the human psychic economy. He called libido as the mind's energy, associating it with the volatile human sexual drive, capable of excessive and disturbing power. He stated that the libido functions to gain pleasure and prevent pain, seeking any and all possible outlets and lack of this physical gratification allowed libidinal energy to seek its release through mental channels. Freud claimed that all dreams, were manifestation of these wishes being fulfilled inside the human unconscious as disguised expression. Dreams are the effects of psychological compromises between desires and the conflicts preventing realization of these desires. The Dark Psychology of repressed emotions generating from a trauma or disturbing life events can, therefore, easily manifest into predatory behavior with no apparent rational motivation.

Unlike dreams, seemingly insignificant errors like forgetting names, misreading or slip of tongue (colloquially called Freudian slips) could arise from immediate hostile or egoistic causes and have symptomatic and interpretable importance. The dark factors hiding within our psyche often lead to violent dreams or nightmares and can even manifest in the form of Freudian slips on the dark web of Internet. In the early 1900s, Freud developed a topographical model of the mind and described it using the analogy of an iceberg. He claimed that the mind had three layers, namely, the conscious, preconscious and unconscious. The consciousness was the tip or the surface of the iceberg represented thoughts that are our immediate focus of attention. The layer of the ice just under the water and could be made aware of if desired, represented the preconscious, which consists of all the thoughts that can be retrieved from the memory. The last and most critical

layer is that of the unconscious, which was deep seated and could not be made aware of.

It is the unconscious that holds the reservoir of malevolence within all of us and primarily causes most of human behavior. The unconscious mind is like a “cauldron” of primitive impulses and potential for violence, which can spring into action as driven by the internal and external factors and manifest into volatile behaviors. The ultimate goal of psychoanalysis is to make the unconscious thoughts and feelings conscious and providing humans the psychological support needed to prevent manifestation of the dark factors within. In 1923, Freud categorized structures of the mind into ID, Ego and Superego. The ID was considered to be the most primitive urges or instincts linked with instant gratification of sexual needs and urges. The superego pertains to social and cultural rules and norms and similar to what we call as “moral compass”. The ego refers to the rational and pragmatic of the mind, that strives for self preservation by delaying gratification to suffice the norms of the society and resolve the conflicts between the primitive desires of the ID and the superego.

Freud believed that human behavior and personality are rooted in the results of the constant conflicts between the ID, ego and superego over the course of our childhood. Individuals with prominent Dark Psychology often struggle with a weak ego which causes imbalances in their mental state and can lead to neurosis and unhealthy behaviors. When our ID or superego overpower ego, we often find ourselves feeling anxious or guilty of our actions and threatened over our well being. Our mind relies on our ego to develop defense mechanisms to deal with our internal struggles and resolved such conflicts with compromise solutions. Ego-defense mechanisms are completely natural and operate unconsciously to strengthen the good feelings and ward off any unpleasant ones. But when these defense mechanisms get out of proportion, they lead to mental instability which can manifest as obsessions, hysteria, anxiety and phobias.

There is a whole repertoire of these defense mechanisms, including denial, projection, sublimation, repression, regression, rationalization, reaction formation, identification with the aggressor and displacement. The most fundamental of all is considered to be repression, when the ego attempts to ward off disturbing and threatening thoughts and ideas from becoming

conscious by pushing it down the unconscious part of the mind. These thoughts are suppressed to avoid the feelings of guilt from the superego but in the long term could create anxiety. “Freudian slips” are often manifestation of these repressed memories in the form of dreams or slips of the tongue. For example, victims with hysterical amnesia, where they had either witnessed or performed violent acts can completely forget the acts themselves and their occurrence. These individuals have walked over to the extremes of the Dark Continuum and lose any contact with their reality.

Another common defense mechanism is “projection”, in which unwanted thoughts, feelings and motives are attributed onto another person and are construed as a threat from the external world. It can be easily observed when an individual, threatened by their own hostile thoughts and feelings believe that these feelings are in fact harbored by the other person. Our superego tells us that hate is a negative feeling and unacceptable so you convince yourself that the hatred inside you for a person, is actually a response to the hatred you experienced from that person. A similar defense mechanism is called “rationalization”, where the ego substitutes a safe and reasonable explanation to make an impulse or an event less threatening. It involves cognitive distortion of the facts in an attempt to self preservation. For example, the terrorist organizations often purport their extremist propaganda as a means to protect their religious, social or political views as a justification for their Dark Psychological behavior and heinous acts.

It is often observed that when things get too difficult, our mind responds by refusing to perceive the very existence of those dire circumstances. This is done by invoking the “denial” defense mechanism by the ego, wherein the mind blocks out external events from awareness and fail to acknowledge and accept the reality of the situation. The “denial” defense mechanism is a primitive and potentially dangerous cause aversion from reality can only last so long and disregarding reality can easily allow our mind to underestimate or even ignore the terrible consequences of our unhealthy behavior. The presence of the “denial” mechanism could be as simple as a student failing to admit their lack of required preparedness for an exam or as complex as a wife refusing to acknowledge and confront the obvious signs of her husband’s infidelity. More often than not the denial mechanism operates in collaboration with other subtler defense

mechanisms. When someone goes beyond denial and behaves completely opposite to how they think or feel, the “reaction formation” defense mechanism kicks in.

Reaction formation is the adoption of conscious behaviors to overcompensate for a feared socially unacceptable unconscious impulse. It's usually marked by exaggerated behavior like compulsiveness and showiness to curb the anxiety generated by the threatening unconscious thoughts or emotions. The reaction formation mechanism conceals the true motives of the human psyche from the ego while keeping the ID satisfied. For example, a woman bearing an unwanted child, may attempt to curb her guilt for not wanting the child by becoming extremely overprotective and solicitous to convince herself of being a good mother. Freud claimed that men with prejudices against homosexuality, displayed harsh homo-sexual attitude to convince themselves of their heterosexuality and in part to defend against their own homosexual feelings.

Human predators often employ “displacement” to redirect their dark impulses onto a powerless substitute target or prey. Their prey serves as a symbolic substitute of their target and can be a person or an object. In situations where the superego doesn't permit the ID from achieving or fulfilling its desires, the ego settles with an alternative way to expend the psychic energy of the ID. This leads to transfer of energy from a repressed object to a more socially acceptable object but in individuals with prominent and active dark side, the fulfillment of their dangerous desires overpowers the social acceptance of their violent actions. For example, individuals with taboo sexual desires may not be comfortable in their expression with a real persona and may substitute in the form of a fetish.

Most newly married women want to retreat to the security of their parent's home after their first quarrel with their husband. This feeling is prompted by the “regression” defense mechanism, where individuals psychologically go back in time to a period or place when they felt safer. The ego reverts to an earlier stage of development when faces with a stressful situation. Regression is marked by movement back in psychological time to more primitive and abandoned forms of gratification, prompted by the dangers of their current conflicts. For example, a child undergoing medical treatment in a hospital, may feel the urge to suck on their thumb again or to wet the

bed or teenage girls experiencing new social situation with boys might start giggling uncontrollably.

In 1936, psychoanalyst Anna Freud, daughter of Sigmund Freud, published a book titled “The Ego and the Mechanisms of Defense”, drawing a distinction between defenses directed to protect the ego from the instinctual demands of the ID and defenses against the affects of these drives. She first described “identification with the aggressor” as a defense mechanism against the painful effects of the external threat, such as disapproval or criticism of an authoritative figure, wherein the victim starts identifying with the source of threat by either adopting the behavior of the predator or by appropriating their aggression. By internalizing the attributes of the threatening figure, victim hopes to instill an emotional connection with the aggressor leading to feelings of empathy to avoid the abuse altogether. The attitude of the victim towards the predator can even translate into feelings of admiration and gratitude. For example, some of the prisoners in the Nazi concentration camps internalized the behavior of guards and abused their own fellow prisoners. An extreme example of identification with the aggressor is Stockholm syndrome or “traumatic bond”, wherein the hostages develop favorable feelings and behaviors towards their kidnapper and establish an emotional bond.

The feelings of terror and anxiety of the victims instigates a childlike regression in them, which is experienced as gratitude for the aggressor, whom they start thinking of as provider and tending to their basic needs. The victims feel gratitude towards their captor just for allowing them to be alive, forgetting that their aggressor is the real cause of their suffering. They unconsciously develop an emotional bond with their abuser as a survival strategy, while struggling to understand their situation, creating an empty space within their psyche, which gradually fills up with the characteristics of their aggressor. This trauma in turn triggers a vicious cycle of violence, wherein the victims who don't seek help or are unable to overcome the trauma, are more likely to reproduce the trauma in other people. A classic example would be that of Patty Hearst, who was kidnapped, raped and abused by a left-wing American terrorist group called the Symbionese Liberation Army. In 1976, she was found guilty of joining the same terrorist group of her own volition and sentenced to 35 years in prison on felony

charges of committing bank robbery. In 2001 she was pardoned by the President Bill Clinton, on his last day in the office.

Chapter 4: The “Dark Triad”

In 2002, psychologists Paulhus and Williams, coined the term Dark Triad in reference to three offensive yet non-pathological personality variables: Narcissism, Psychopathy and Machiavellianism. The concept of the Dark Triad is relatively new to psychology and paramount to the understanding of Dark Psychology. These three personalities have striking similarities and entail dark, socially destructive characteristics. Prominently negative behavioral tendencies like manipulation, emotional coldness and grandiosity are intricate part of these 3 dark personalities.

The most widely used taxonomy for personality traits is called the “Big Five”, which is based on common language descriptors, suggesting most frequently used five broad dimensions to describe the human psyche and personality. The Big Five personality traits are: Conscientiousness, Openness to experience, Extraversion, Agreeableness and Neuroticism. The study conducted by Paulhus and Williams concluded that “Disagreeableness” was the only common Big Five traits of people with the 3 dark personalities. A variety of undesirable human behaviors like aggressiveness, sexual opportunism and impulsivity have an underlying Dark Triad personality. In 2010, psychologists Peter Jonason and Gregory Webster developed the “Dirty Dozen” scale, to identify the potentially troublesome personality traits, with a simple 12-item rating scale. They defined the Dark Triad as a “short-term, agentic, exploitative social strategy”, which resonates the fundamentals of Dark Psychology, according to where individuals with woke dark side display violent behavior, in order to fulfil their desires. Now, take a moment and rate each of the 12 items listed below on a 7-point scale and assess where you or someone you know measure up on the “Dirty Dozen” scale:

1. I tend to manipulate others to get my way.
2. I tend to lack remorse.
3. I tend to want others to admire me.
4. I tend to be unconcerned with the morality of my actions.
5. I have used deceit or lied to get my way.
6. I tend to be callous or insensitive.

7. I have used flattery to get my way.
8. I tend to seek prestige or status.
9. I tend to be cynical.
10. I tend to exploit others toward my own end.
11. I tend to expect special favors from others.
12. I want others to pay attention to me.

The total score can range from 12 to 84 and each trait aligns with the specific item on the list as: Narcissism (3, 8, 11, 12); Psychopathy (2, 4, 6, 9); and Machiavellianism (1, 5, 7, 10). According to the study conducted by Webster and Jonason, a score of 45 or more represents high propensity to the Dark Triad personality traits. Don't worry if you score higher than expected cause this scale doesn't capture the subtleties and nuances of a diagnosis, it is as said, a little dirty. The sole purpose of this scale is to provide a quick and easy test, to serve as a warning, if you sense that someone you know might have the Dark Triad traits. We will now explore each of the three Dark Triad traits in details.

Narcissism



The term Narcissism comes from ancient Greek and Roman mythological story, about a handsome hunter named Narcissus who was wandering the world to find someone to love. After rejecting a nymph named Echo, he caught a glimpse of his own reflection in a river, fell in love with it and

drowned. This story captured the basic idea of Narcissism, a mental condition marked by elevated and self detrimental involvement, deep need for excessive attention and admiration and a lack of empathy. Narcissists believe themselves to be better looking, more important than anyone else around them and that they deserve special treatment.

Similar to the many characteristics of human psychological traits, Narcissism can be viewed as a spectrum. The two known forms of Narcissism that are also recognized as personality traits are: Grandiose Narcissism and Vulnerable Narcissism. While all Narcissists display an inflated sense of self, Grandiose Narcissists possess an extremely high sense of self-esteem, supreme confidence and no trace of vulnerability. They grow up with an overpowering sense of entitlement and abandon situations when they think they are not receiving the respect and admiration that they deserve. It's often noticed that children treated like royalty growing up, with no limitation or hesitation from the parents in meeting their demands, leaves them with an over exaggerated sense of entitlement. Do you know someone who is in a relationship but still looks like they are always on the prowl and make no effort in concealing their desires from their partner or the external world? Such emotionally cold men are referred to as "playboy" and are a classic case of Grandiose Narcissism. They are skilled at hiding their emotions and quickly become dominant and aggressive when others try to meddle in their achievements. These individuals have no regards for thoughts and feelings of others and are ruthless when it comes to fulfilling their desires. According to research studies, individuals with Grandiose Narcissism display significant positive connection with constructs related to emotional functioning, such as empathy and Emotional Intelligence, but the outcomes of these studies are highly unpredictable and require further verification. It's not surprising that numerous successful politicians and celebrities as well as people on top of their career tend to be Grandiose Narcissists.

On the other hand, Vulnerable Narcissists have very low self-esteem and a tendency towards developing a negative view of themselves. People with Vulnerable Narcissism grow up with little to no attention from their parents and are compensating for that neglect by developing an extremely fragile ego, using certain behaviors like self absorption as a coping mechanism. These individuals develop deep seated fears of inadequacy and insecurity,

with an overwhelming desire for attention and recognition in an attempt to fill that void within. Unlike Grandiose Narcissists, if they do not receive the admiration they think they deserve, the Vulnerable Narcissist will feel emotionally unstable but would not become aggressive and violent. To the Vulnerable Narcissist, the perception that their partner has of them is crucial, but they will still have numerous affairs and not broadcast them owing to their inherent introversion. They are likely to accuse their partners of infidelity and require constant reassurance of their faithfulness. Their need for constant validation, fear of rejection and hypersensitivity to criticism often leaves them feeling anxious and paranoid. They tend to employ child like behaviors such as whining, crying and being overly dramatic to fulfil their demands. Acquiring knowledge and understanding of the type of Narcissist in your life, is the first step in dealing with them successfully.

Bona fide Narcissists or individuals with more extreme form of Narcissism have a mental condition which is marked by an elevated sense of self, deep need for excessive attention and admiration and lack of empathy, which are only serving as a mask for their underlying fragile self esteem that can be easily shaken up by the slightest of the criticism. This psychological condition is called Narcissistic Personality Disorder, affecting 1%-2% of the population and more commonly men. However, this disorder is surrounded by a whole lot of diagnostic confusion due to the high variability of the manifestation of the associated psychological traits. The underlying psychological symptoms are presented with a wide range of severity, from grandiose to self loathing, extraversion to introversion and from being a model citizen to a criminal. This heterogeneity of the symptoms poses a challenge in determining common traits to justify a shared diagnosis. As with more mental disorders, the cause of narcissistic personality disorder is highly complex and remains unknown. It may be linked to our genetics (traits that are inherited), neurobiology (connection between the brain and human behavior) and the environment (excessive adoration or not enough, in the early childhood). Keep in mind, if someone takes too many selfies, it doesn't just make them a Narcissist and there's no clear evidence that social media causes Narcissism. Similarly, children and teens may appear self centered but this may simply be part of their

development and doesn't always translate into narcissistic personality disorder.

When the negative traits of narcissistic personality disorder take over people's lives, it causes significant problems like difficult relationships, depression, anxiety, problems at work and even suicidal thoughts or actions. It's like a disease where the patient feels good and the people around them suffer. They tend to act selfishly and narcissistic partners may be dishonest or unfaithful. Narcissism is reported higher in cultures and societies that value individuality and self promotion. Narcissist often fantasize about tremendous power and status as well as being adored and worshipped. They feel it's their birth right to have the respect and admiration that they seek. Their self image is not affected by their actual achievements and circumstances of life. They have an incessant need of attention and flattery regardless of their social behaviors which implicates their outward reality. Birth of an individual with narcissistic personality disorder in a family of power and status allows for a full and more extreme expression of their Narcissism. For example, Saparmurat Niyazov, leader of Turkmenistan who took over the country filling the power vacuum left behind by the Soviet Union. The total power over a country reached his head and manifested in form of some memorable narcissistic decisions made by him. He ordered renaming the months of the year to reflect his own glory, renaming common household objects in accordance with his whims and eventually declaring himself as the President for Life of Turkmenistan. Hands down the most powerful display of Niyazov's grandiosity was his creation of a religious text that the country had to revere with equal status as that of The Holy Qur'an. A similar evidence can be found in Nazi Germany with their reverence of Hitler's "Mein Kampf" as religious scripture. A more current example of prominent leaders with narcissistic personality disorder would be, North Korean dictator Kim Jong Un, who is afforded the status of holy deities. He had his own uncle assassinated for yawning in one of their meetings, using anti-aircraft weapon.

Machiavellianism



An infamous Italian political philosopher and author of the 16th century, Niccolò Machiavelli, espoused his views on strong leadership, justifying the expense of all moral virtues in lieu of deceit, treachery and manipulation to maintain and gain authority. His most well known work was published as “The Prince”, where he wrote “A wise ruler ought never to keep faith when by doing so it would be against his interests,” and, “A prince never lacks good reasons to break his promise.” By the end of 16th century, dark arts of deception and deceit and the notion that “the end always justifies the means” in diplomacy became popular as “Machiavellianism”. It wasn’t until the 1970’s, that the social psychologists, Daniel Christie and Florence L. Geis, introduced Machiavellianism to modern Psychology and developed “the Machiavellianism Scale” or “The Mach-IV test”.

In Psychology, Machiavellianism refers to predisposition of conniving and deceptive traits in individuals that are also inherently master manipulators. Machiavellians are highly strategic in achieving their goals by means of cunning and deceit with a cold heart. They pay little to no attention to emotional damage resulting from their behavior and will use others simply as a stepping stone to reach their goals. This cold mentality of Machiavellians contributes to their aversive and problematic views towards

others. The hallmark of this dark trait is constant focus on self-interest, keen understanding of the importance of image and perception with a tendency to ruthlessly exercise power over compassion and mercy. Occasionally the best of us can be duplicitous, like calling in sick when we are well, but Machiavellians routinely cheat and lie in pursuit of their goals.

Over the course of history, many political leaders have resorted to the tactics, ideas and principles from Machiavelli's book "The Prince", as a blueprint for their leadership style. For examples, the political career of Adolf Hitler is the best possible illustration of a Machiavellian leader. Hitler's view that peace should be seen as a brief relief in a never-ending war draws striking resemblance with the views of Machiavelli. He is remembered as a relentless warrior ruler, who desired total control over the entire world under his totalitarian "Third Reich". Hitler was devoted to conquest and manipulated reality to see to his political gains. His false flag operation called "Reichstag Flag" was planned to aid in his predetermined anti communist political agenda of examining and persecuting the Jews. Many parallels can be drawn between Machiavellian's ideology of "ends justify means" and the actual leadership style practiced by Hitler. Being the master manipulator that he was, Hitler successfully manipulated the German political system as well as the hearts and minds of the people. Machiavelli stated "It is better to be feared than loved, if you cannot have both." It's believed that Hitler used to keep a copy of "The Prince" by his bedside. He was adept at triggering responses of love and fear in the German people, that had translated into sheer devotion and even worship.

Machiavelli wrote that "A prince must always seem to be very moral, even if he is not", suggesting that leaders ought to keep a moral appearance but not keep their promises, if their words did not support their best interest. Hitler often delivered exaggerated and hard to implement promises that never came to fruition. He maintained his appearance of a moral leader by creating a perception that he was striving hard to deliver his promises. Machiavelli also argued that making an example of a few offenders is kinder than being overly compassionate, thereby, allowing for chaos to develop in the community. Hitler systematically eliminated any political and social threat to his rise as Germany's leader, by assassinating absolutely anyone who stood in his way and consolidated all the political power to himself.

A brutal and cunning prince of the Papal states, Cesare Borgia, served as a real life model for Machiavelli when writing his book “The Prince”. Machiavelli had the front row ticket to the tactics and principles used by Borgia during his reign. Machiavelli visited Borgia to discuss relations with Florence and witnessed the cunning and deceit used by Borgia, to lure his enemies to the city of Senigallia with a promise of friendship, only to have them all assassinated. Borgia died of natural causes at the age of 32 but Machiavelli proceeded to declare that Florence needed a strong leader like Borgia, to unite the people and restore the city’s former glory.

Another example of Machiavellian leader would be Joseph Stalin, the ruthless totalitarian dictator of the Soviet Union. He was known to have read and annotated a copy of Machiavellian’s book “The Prince”. Stalin ordered his military to collect as much grain as possible from the peasants to be used for export in perpetual preparation of war. His launch of “The Great Purge” in 1936, to systematically eliminate opposition to his policies is another usage of Machiavellian tactics. His policies resulted in death of over 20 million Soviet citizens and execution of prominent former party leaders and Leftists, Grigory Zinoviev and Lev Kamenev, on false charges.

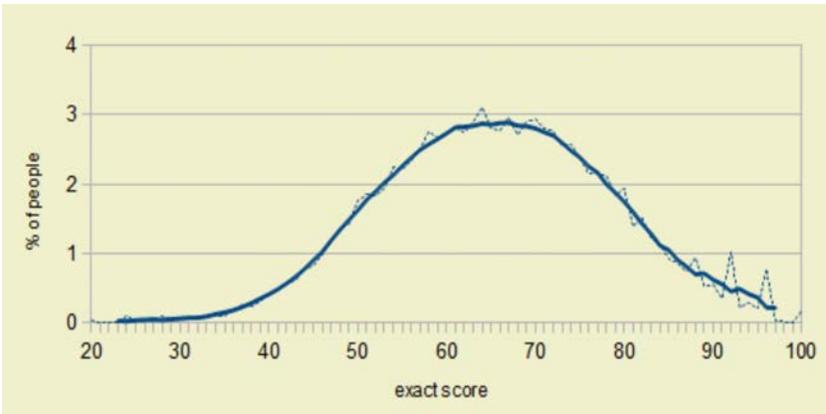
Not just political leaders, even business leaders have applied the tactics and ideas of Machiavellianism, as a modern cutthroat approach towards success. One such example is John Gotti, leader of one the most powerful Mafias in the United States. He resorted to use of extreme violence to reach his goals, plotting a murderous coup to seize control of the Gambino Crime Families and assassination his predecessor, Paul Castellano.

Machiavellianism is more prevalent in men than women, however, it can occur in anyone. The golden standard of measuring Machiavellianism is “The Mach-IV test”, with 20 different statements such as below that people agree or disagree with:

- “Anyone who completely trusts anyone is asking for trouble.”
- “It is safest to assume that all people have a vicious streak, and it will come out when they are given a chance.”
- “Most men forget more easily the death of their father than the loss of their property.”

- “The biggest difference between most criminals and other people is that the criminals are stupid enough to get caught.”

Each statement carries a score of 5 with an overall score of 100. A score of 60 or above is considered high and those people are called “High Machs”, whereas people with scoring below 60 are considered “Low Machs”. Below is the graphical representation of how people have scored on the “Mach-IV test”.



The High Machs are self centered and focus on their own well being. They are enticed by scenarios with ambiguous rules and boundaries. Their cynical outlook and opportunistic nature makes them believe that use of deception and lies are justified to get ahead in life. They are emotionally detached yet friendly and charming in competitive situations. They fail to see goodness of humanity and mask their true intentions. On the other hand, Low Machs, are more trusting in nature and empathetic towards others. They prefer to play by the rules and their moral compass, believing and expecting most people to do the same. These people avoid manipulation as a means for reaching their goals and are more honest. Individuals scoring too low on the “Mach-IV” scale tend to be submissive, passive and highly agreeable.

In recent times, Machiavellianism has been studied, adapted and applied to businesses and organizations. Machiavellianism in the workplace addresses people and business leaders, behaving in a cold and duplicitous manner. Oliver James, published his work on effects of Machiavellianism in the workplace in the book titled: "Office Politics: How to Thrive in a World of Lying, Backstabbing and Dirty Tricks". He proposed a new model of Machiavellianism in business settings consists of three factors: "maintaining power", "harsh management tactics" and "manipulative behaviors". He suggested that success in white-collar environments is driven by office politics. A study conducted on German businesses, revealed that Machiavellianism in an organization can be linked to leadership level and job satisfaction. Another study conducted on people during job interviews, concluded Machiavellian men and women used different tactics to influence the interviewers. High Mach men were more prone to directing the content of the interview and making up information about their job experiences, allowing little to no authority to the interviewer. On the other hand, High Mach women were observed allowing more freedom to the interviewer in directing the content of the interview. Machiavellianism has been shown to positively associate with subordinate perceptions of abusive supervision, a concept dealing with workplace bullying.

Psychopathy



The last and final concept of the unholy trinity of the Dark Triad is Psychopathy. When we hear the word psychopath, we picture a mentally deranged vile looking man who has committed heinous acts of violence, a murderer. But in reality, true psychopaths are more likely to be handsome and charming, with an aura that their prey finds irresistible. Some of the famous Hollywood characters that are etched in our memory, “Patrick Bateman from American Psycho” or “Frank Abagnale Jr. from Catch Me If You Can”. These characters were depicted as good looking, intriguing and charming and of course downright terrifying. Psychopathy is often related with people we don’t like or understand and construe as evil or a threat to our well being.

Psychopathy is rather difficult to define, but refers to mental disorder when an individual manifests antisocial behaviors, shows no signs of empathy and remorse, expresses extreme egocentricity, lacks the ability to establish meaningful personal relationships masked with superficial charm and impulsivity. Psychopaths exhibit a natural willingness to act in antisocial manner with no significant concern for impact of their behavior on others, suggesting a highly diminished empathic response. Psychopathy is considered as a single personality disorder, however, growing research in this field indicates that Psychopathy is a constellation of multiple Dark

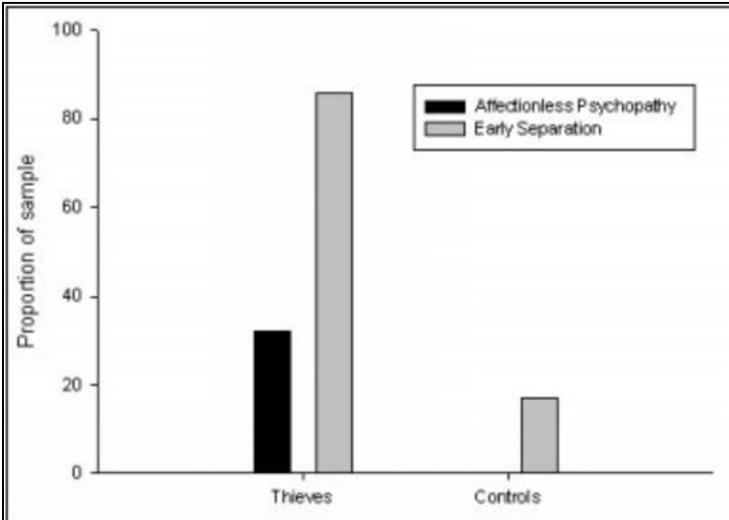
Psychology traits. Contradictory with the assumption of being a unified construct, Psychopathy appears to be a complex and multifaceted disorder, marked by amalgamation of different personality traits with a varying degree of reduced inhibition and boldness.

A research study has revealed that Psychopathy is associated with reduced physiological response to perceptual stimuli, even when the individuals imagine themselves to be in threatening situation, suggesting structural abnormalities in their brain. A person's environment, genetic makeup and brain anatomy can contribute to the development or enhancement of the Dark Psychology traits. It's widely perceived that Psychopaths are "born" and not "made, but the overwhelming research suggests that Psychopathy is shaped by varying constitutional causes that are driven by the individual's environment and not just their genetics. The term Psychopathology refers to combination of individual's genes and environmental influences causing impaired functioning of psychological and neurological processes and expression of Psychopathic traits.

Another research study indicates that Psychopathic traits are genetically selected because of their increased value in reproductive success for certain individuals in some specific ancestral environments. This can be observed with high propensity of Psychopaths to have multiple short term sexual relationships and exploitative behaviors like rape, infidelity and violence. They can easily manipulate their prey or coerce them into fulfilling their sexual desires. Psychopaths appear confident and self assured with concealed cunning motivations masked with deception and convincing lies. Just as callous as Machiavellians, Psychopaths tend to be more reckless and impulsive. For example, the story of Ted Bundy is that of a textbook Psychopathic killer on the loose. He was a master of deception and was able to deceive people not just physically but also psychologically. All his victims had a fatal attraction towards him and found him to be charming and desirable moments before he brutally murdered them in cold blood, hallmark signs of a Psychopath. Bundy was also a Narcissist, who often referred to himself in third person and was completely emotionally detached from the consequences of his antisocial behaviors on others.

In 1944, Psychologist John Bowlby conducted a research study on adolescent juvenile delinquents in a child guidance clinic. Bowlby proposed

that a person's disturbed mental health and behavioral problems could be traced back to a troubled childhood. He believed that the first five years of a mother and infant's relationship contributed significantly to the social skills of the child and any disruption of this relationship could lead to antisocial behavior or psychopathy. Bowlby selected 88 children from the guidance clinic, of these 44 were juvenile thieves and the other 44 children, had emotional problems but had not committed any crimes, were used as control group for his study. Several tests and interviews were conducted on children and their parents. The results indicated that more than 50% of the delinquents had been separated from their mothers for over six months during their infancy and only 2 such cases were found in the control group. Bowlby found that 14 of the juvenile thieves were unable to feel affection for or care about others, displaying what he called as "affectionless psychopathy", as depicted in the picture below. None of the children from the control group showed any such signs. He concluded that maternal separation or deprivation in the first five years of development led to permanent emotional damage, characterized by inability to form long meaningful relationship.



Bowlby postulated that humans are born with innate behaviors called “social releasers” such as crying and smiling, to aid proximity and contact with their mother. The emotional attachment and relationship of a mother and her child acts as a base model based on which all future social relationships are formed. According to “Bowlby’s Maternal Deprivation Hypothesis”, any long term disruption of the relationship between mother and infant results in antisocial behaviors, delinquency, depression, increased aggressiveness, cognitive difficulties and affectionless psychopathy. An intriguing example of affectionless psychopath would be Andy McNab, who was abandoned as a baby, committed petty crimes, joined the British Army Infantry at a young age and eventually became part of Britain’s elite Special Air Services (SAS) unit. Post retirement from his military career, McNab has become a successful author and playwright.

Professor Kevin Dutton from University of Oxford, collaborated with McNab on the book titled “The Good Psychopath’s Guide to Success”, suggesting that psychopathic traits could be made useful given the circumstances. Dutton is a leading psychological research at the Department of Experimental Psychology and a member of “Oxford Centre

for Emotions and Affective Neuroscience (OCEAN)” research group. McNab is a diagnosed psychopath but Dutton purported that McNab was able to selectively control his psychopathic traits to consciously take advantage of the situation at hand. He could dial up his fearlessness and empathy or dial down ruthlessness and impulsivity, to get the best out of himself and others in a wide variety of situations, claiming the title of “good psychopath”. Dutton is on the record saying: “I’d done research with the special forces, with surgeons, with top hedge fund managers and barristers. Almost all of them had psychopathic traits, but they’d harnessed them in ways to make them better at what they do.” Unlike most people, psychopaths make some of the best operators in high pressure situations, like terror attacks or kidnapping, owing to their fearlessness and ability to focus solely on the job at hand and blocking out the white noise. Dutton’s work is considered revolutionary as it explores the positive implications of Dark Psychology, that is traditionally maligned.

In 2011, Dutton conducted “Great British Psychopathic Survey” and identified professions with higher likelihood of a psychopathic leader, such as lawyers, police officers, journalists and surgeons among other professions requiring extensive professional detachment. For example, CEOs of hedge funds are often required to make high risk decisions with little to no fear, hallmark trait of psychopathy which can be dialed up by the so called “good psychopaths”, to make millions of dollars.

People often use the terms “sociopath” and psychopath interchangeably, however, sociopath is a nonclinical term and refers strictly to people with antisocial behaviors primarily driven by their environmental factors. On the other hand, psychopathic traits have a genetic predisposition, exasperated by their environment. Sociopaths often exhibit Antisocial Personality Disorder (ASPD), characterized by low empathy and moral check. Unlike Psychopathy, the *Diagnostic and Statistical Manual of Mental Disorders* (5th edition), includes ASPD as a personality disorder. Individuals diagnosed with ASPD have a history of another mental health condition called “conduct disorder” at an early age, characterized by failure to abide by laws and follow norms, leading to criminal behaviors. ASPD is solely dependent and focused on social behavior of the subject, while Psychopathy is a diagnosis driven by multiple psychopathic personality traits.

Similar to the other two personality disorders of the Dark Triad, Psychopathy is a spectrum disorder and can be diagnosed using 20 item symptom rating scale, developed by Canadian psychologist Robert Hare in 1970s. The “Hare Psychopathy Checklist”, now the “Psychopathy Checklist- revised (PCL-R)” is a diagnostic tool to assess the presence of psychopathy and antisocial tendencies in people for clinical, research or legal purposes. Today PCL-R test is frequently used in courtroom as an indicator of the potential risk posed by the accused or prisoner and in determination of the length and type of sentences and treatments of the subjects in light of forensic evidences.

The Hare PCL-R test has 2 different components, a review of the person’s history and a semi structured interview. The true assessment can only be carried out by psychology or mental health professionals. The clinician will evaluate and score 20 items on the checklist, covering traits like: “glib and superficial charm”, “grandiose (exaggeratedly high) estimation of self”, “need for stimulation”, “pathological lying”, “cunning and manipulateness”, “lack of remorse or guilt”, “shallow affect (superficial emotional responsiveness)”, “callousness and lack of empathy”, “parasitic lifestyle”, “poor behavioral controls”, “sexual promiscuity”, “early behavior problems”, “lack of realistic long-term goals”. The other part of the diagnosis would be an interview covering subject’s detailed background and history. Each of the twenty items are scored from 0-2 based on the subject’s responses, with a maximum score of 40 depicting prototypical psychopath. People with a score of 30 or above are diagnosed as clinical psychopaths. Subjects with no criminal background normally scored around 5 while many non-psychopathic criminal offenders reported an average score of 22. To put this scale in perspective; notorious serial killers, Ted Bundy and Peter Lundin, scored 39/40 on their PCL-R test.

A complete understanding of the Dark Triad requires a brief overview of the concept of “Sadism”. The “Sadistic Personality Disorder” has been proposed by an increasing majority of modern day psychologists as the fourth pillar of the Dark Triad or the new Dark Tetrad. Most of us find it next to impossible to relate with Sadism as a personality trait, posing a challenge in gaining an understanding of this concept as part of the Dark Psychology. Unlike Narcissism, Machiavellianism, and Psychopathy, people often alienate Sadism failing to recognize and acknowledge the

signs and expression of this disorder. In layman terms, Sadism refers to mental condition where the subject derives joy and pleasure solely from the sufferings of other people. Addition of Sadism to any of the three personality disorders of the Dark Triad individually leads to mind boggling manifestation of criminal behavior. For example, Machiavellian leader may inflict pain on his empire just to derive pleasure from their suffering with no substantial gains. The occurrence of Sadism cannot be credited to an inherent lack of self control and is a voluntary act of criminal intent. Sadism is downright cruelty on people viewed as a means of entertainment or sport. A host of sexual fantasies, urges and behaviors that are outside the norm, can potentially manifest as causing harm and distress to the partner, especially in cases without consent. This disorder is one of the many psychiatric sexual disorders categorized as “paraphilic” disorder called “Sexual Sadism” disorder. People with Sexual Sadism cause physical pain and humiliation to achieve sexual gratification. These sexual sadistic acts may include spanking, biting, whipping or physical bondages like handcuffs and ropes. Remember, if these acts are played out with a consenting adult, causing no physical or mental distress or dysfunction, then it would not be considered a disorder. However, extreme Sexual Sadism that leads to serious danger and harm to the other person or death is criminal. The psychotic traits of Dark Psychology like lack of empathy and remorse, impulsivity, ruthlessness and deceit can render Sadism especially dangerous and an anathema for the society.

Chapter 5: Neuro-Linguistic Programming (NLP)



In the 1970s, psychological researcher John Grinder, coined the term Neuro-Linguistic Programming (NLP) for a mind controlling method to change our conscious thoughts and behaviors as desired. Neuro (mind/information) Linguistic (language/words) Programming (learning/control), simply put it's the art of learning the language of your mind to generate satisfying results. NLP is a lot like a User Manual for the brain, to help you communicate the goals and desires of the unconscious mind to the conscious self. Imagine you are in foreign country and craving chicken wings, so you go to a restaurant to order the same but when the food shows up, it ends up being liver stew because of a failed communication. Humans often fail to recognize and acknowledge their unconscious thoughts and desires because a lot of it gets lost in translation to the conscious self. NLP enthusiasts often exclaim: "the conscious mind is the goal setter, and the unconscious mind is the goal getter". The idea being your unconscious mind wants you to achieve everything that you actually desire but if your conscious mind fails to receive the message, you will never set the goal to achieve those dreams.

NLP was developed using excellent therapists and communicators who had achieved great successes as role models. It's a set of tool and techniques to help your master communication, both with yourself and others. NLP is study of human mind combining thoughts and actions with perception to fulfil their deepest desires. Our mind employs complex neural networks to process information and use language or auditory signals to give it meaning while storing these signals in patterns to generate and store new memories. We can voluntarily use and apply certain tools and techniques to alter our thoughts and actions in achieving our goals. These techniques can be perceptual, behavioral and communicative and used control our own mind as well as that of others.

One of the central ideas of NLP is that our conscious mind has a bias towards a specific sensory system called the "Preferred Representational System (PRS)". Phrases like "I hear you" or "Sounds good" signal an auditory PRS, whereas, phrase like "I see you" may signal a visual PRS. A certified therapist can identify a person's PRS and model their therapeutic treatment around it. This therapeutic framework often involves rapport building, goal setting and information gathering among other activities. NLP is increasingly used by individuals to promote self enhancement, such as self reflection and confidence as well as for social skill development, primarily communication.

NLP therapy or training can be delivered in the form of language and sensory based interventions, using behavior modification techniques customized for individuals to better their social communication and improved confidence and self awareness. NLP therapists or trainers strive to make their client understand that their view and perception of the world is directly associated with how they operate in it, and the first step toward a better future is keen understanding of their conscious self and contact with their unconscious mind. Its paramount to first analysis and subsequently change our thoughts and behaviors that are counterproductive and block our success and healing. NLP has been successfully used in treatment of various mental health conditions like anxiety, phobias, stress and even post traumatic stress disorder. An increasing number of practitioners are commercially applying NLP to promise improved productivity and achievement of work oriented goals that ultimately lead to job progression.

Now, let's look at how NLP works. John Grinder, in association with his student Daniel Bandler, conducted a research study on techniques used by Fritz Perls (founder of Gestalt therapy), Virginia Satir (Family therapist) and Milton Erickson (renowned Hypnotherapist). They subsequently analyzed and streamlined these therapy techniques to create a behavioral model for mass application in order to achieve and reproduce excellence in any field. Bandler, a computer science major, helped develop a "psychological programming language" for human beings. On the basis of how our mind processes information or perceives the external world, it generates an internal "NLP map" of what is going on outside. This internal map is created based on the feedback provided by our sense organs, like the pictures we take in, sounds we hear, the taste in our mouth, sensations we feel on our skin and what we can smell. However, with this massive influx of information, our mind selectively deletes and generalizes a ton of information. This selection is unique to every person and is determined by what our mind deems relevant to our situation. As a result, we often miss out on a whole lot of information that can be immediately noticed by someone else right off the bat and we end up with a tiny and skewed version of what is really occurring. For example, take a moment and process this statement: "Person A killed person B", now depending on our circumstances and experiences we will all have our own version of that story. Some might think a "a man killed a woman", or "a lion killed a man" or "a terrorist killed a baby" or "John Doe killed Kennedy" and so on and so forth. Now, there's a method to this madness, whatever story you came up with, realize there is way you got to that story which was driven by our own life experience. Our mind creates an internal map of the situation at hand and then we compare that map with other internal maps from our past that we have stored in our mind. Every person has their own internal "library" based on what is important or relevant to them in accordance with their personality. Once the mind settles with a preexisting mental map that is comparable to the new one, it starts adding meaning to what is happening and decides how you feel about it and ultimately your response to it. Your physical and mental state has a significant impact on the meaning that your mind makes from moment to moment. Whether you are physically sick, or emotionally stressed or even happy and relaxed can alter how you add meaning to the situations. For instance, the physical sensations of terror and excitement are the same, like increased heart rate, high blood pressure and

even palpitations, so the meaning that our mind adds to these sensations decides whether we are just ecstatic or terrorized. It always comes down to the story that you write in your mind.

“The laws that apply to mechanical, non living systems are not the same laws that apply to the interaction of biological, living systems.” – John Grinder

Did you ever feel that once your conscious mind makes you aware of what you want to do or gain, suddenly the universe seems to be propping up signs that could help you find your way to get what you want? For example, one day you wake up thinking I need to take my family on a vacation. You go on with your day the same way as you have been for days or weeks, but you suddenly notice a poster on an exciting trip to Florida on your way to work, that you later learnt from your coworker has been up for over a month now. You suddenly see that close to that same Starbucks you visit every day, there is a big travel agency that you had never paid attention to. When browsing the Internet, you will suddenly see travel ads all over your Facebook or ads from Airbnb popping up on your YouTube videos. Now all these may come across as coincidences, but the matter of the fact is those things or signs had been there all along but your mind deleted that information or perception because they were not relevant to you. So as your conscious mind starts connecting the dots between your wishes and the reality of the world, you start picking up on new information that may have already been in plain sight, but you are only tuned into now.

Your personality profile also plays a major role in what information your mind chooses to exclude and what is processed. People who are more focused on security, they are constantly assessing their situation to determine whether its safe for you or not. On the other hand, people who are more freedom oriented, they tend to think of their situation in terms of options and limitation with no focus on safety at all. Your personality determines what and how you update your mental library and ultimately the meaning you add to these internal maps. For example, a kid looking at a roller coaster is thinking only about the fun of traveling through open space in a cool looking ride and given the opportunity will easily and fearlessly jump on the ride, because his personality is not security oriented. But an adult who is able to focus not only on the fun and excitement of the ride but

also it's safety and potential hazards, will think twice before making that same decision.

Bottom line is "We respond to our Map of reality, not the reality itself" and all meaning is open to unique interpretation by each one of us. The light at the end of tunnel is that with NLP, you can control your reality, so if there is something you don't like or the way it makes you feel, **YOU CAN CHANGE IT!**

"The only justification for the application of NLP patterns, is the creation of choice, in precisely those sets of context in which the choice presently does not exist." - John Grinder

Here are some prominently used NLP techniques:

- **Anchoring**

A Russian scientist, Ivan Pavlov, conducted an experiment on dogs by repeatedly ringing a bell while the dogs were eating and concluded that he could get the dogs to salivate by the ringing the bell anytime, even when there was no food present. This neurobiological connection observed in the dogs, between the bell and salivation is called a conditioned response or "anchor". Thus, the process of creating a perceivable sensory trigger to the state of how you feel is called Anchoring.

Try this yourself! Think of a gesture or sensation on your body (pulling your earlobe, cracking your knuckles, or touching your forehead) and associate it with any desired positive emotional response (happiness, confidence, calmness etc.) by recalling and reliving the memory when you actually experienced those emotions. The next time you are feeling stressed or low, you can trigger this anchor voluntarily and you will notice your feeling will immediately change. To strengthen triggered response, you can think of another memory when you felt the desired emotion and relive it. Every time you add a new memory to the mix, your anchor will become more potent and trigger a stronger response.

- **Content Reframing**

This NLP technique is best suited to combat negative thoughts and feelings. With the use of this visualization techniques you can alter your mind to think differently about situations where you feel threatened or disempowered. Simply view the negative situation and reframe it's meaning into something positive. For example, let's say you just broke up with your long term girlfriend or boyfriend. You will most likely be hurt and in pain. But you can choose to reframe the end of your relationship with empowering thoughts of being single and new potential relationships. You can choose to focus on the lessons you learnt from your past relationship and how you can implement them to have an even better relationship in future. Thus, by simply reframing the break up, you can feel better and empower yourself.

This technique has massive appeal in treatment of post traumatic stress disorder and for people who have experienced child abuse or are suffering from chronic or life threatening diseases.

- **Rapport Building**

Rapport is the art of generating empathy in others by pacing and mirroring their verbal and non-verbal behaviors. People like other people who they think are similar to themselves. When you can subtly mirror the other person, their brain will fire off “mirror neurons” or “pleasure sensors” in their brain, which make them feel a sense of liking for you. You can simply stand or sit the way the other person or tilt your head in the same direction as theirs or the best of all, just smile when they smile. All these cues will help you build rapport with the other person. The social significance of rapport building cannot be underscored. Strong personal and professional connections lead to a happier and longer life.

- **Dissociation**

The NLP technique of dissociation guides you in severing the link between negative emotions and the associated trigger. For instance, certain words or phrases may instantly bring back bad memories

and make you feel stressed or depressed. If you can successfully identify those triggers and make an effort to detach those negative feelings from it, you are one step closer to healing and empowering yourself. A slew of mental health conditions like anxiety, depression and even phobias can be effectively treated with this technique. It can also be used to positively deal with difficult situations at home and work.

- **Future Pacing**

The NLP technique of leading the subject to a future state and rehearsing the potential future outcomes so as to achieve the desired outcome automatically, is called Future Pacing. It's a type of visualization technique or mental imagery, used to anchor a change or resources to future situations by imagining and virtually experiencing those situations. A skilled manipulator can lead their victim on a mental journey into the future and influence the responses occurring when the future unfolds. An expert NLP user with prominent Dark Psychological traits may cognitively transport their victim into the future and suggest outcomes while monitoring the victim's response to eventually get their own desired outcome into the psyche of the victim.

- **Influence and Persuasion**

This is definitely the most ambivalent NLP technique and houses a gray area between Dark Psychology and Psychotherapy. NLP is primarily focused on eliminating negative emotions, curb bad habits and resolve conflicts, another aspect of NLP deals with ethically influencing and persuade others. Now pay attention to the word ETHICAL here.

One of the prominent psychology therapist to participate in Grinder's original research on NLP was, Milton Erickson, leading hypnotherapist and founder of the "American Society for Clinical Hypnosis". Erickson was so adept at hypnosis that he could literally hypnotize anyone anywhere and communicate with people's subconscious mind without needing hypnosis. He helped

construct the “Milton Model” of NLP, designed to induce trance like state in people, using abstract language patterns. According to the Milton Model, using artfully vague and deliberately ambiguous sentences will trigger the person to search for meaning of what they hear from their own life experiences and fill in the details subconsciously. This powerful tool can be used to not only ethically influence and persuade people but also help people deal with some deep seated negative emotions, overcome fears and increase their self awareness.

Hypnosis is the perfect segue to the use of NLP in the Dark Psychology. When most people think of the word “hypnotism”, they picture an old guy with moustache and a top hat, waving his pocket watch at someone and telling them they are about to fall asleep. This is more of a movie version of hypnotism to let the audience know that hypnotism means you give someone else total control of your mind. The real hypnotists are out there and can easily draw upon the darkest psychological traits to influence and persuade people to their own advantage. The dark hypnotists victimize people in their vulnerable state by making deep, impactful suggestions and developing a high level of power over them. The suggestions are made with subtlety and nearly impossible to be detected by the victim. By definition, hypnosis gives access to the deepest and unconscious mind of the victim. A skilled hypnotist can make you give them the key to your mental library, rip you off emotionally and even replace your thoughts and feelings with that of his own, without raising any alarms or giving you an opportunity to protect yourself.

From a bird’s eye view, hypnotism can occur with verbal and non verbal cues. Or suggestions. The dark hypnotist makes a decision regarding which tactic they deem as best suited for their victim in given situation. And some might just utilize the technique they find the most amusing in playing with their victim’s psyche. Verbal suggestion can be hard to detect since dark hypnotists can actually use words that sound similar or more common innocent words. For example, a dark hypnotist attempting to instill suicidal thoughts and feelings in their victim, will use words like “You want to dine” to conceal the underlying command of “You want to die”. They could bring up an upcoming plan and say “Remember that restaurant by the hill, you want to die, somewhere that is popular and scenic” and the victim’s

subconscious mind will absorb that suggestion of death with no conscious rationale. At the off chance that someone picked up on the true words of the hypnotist, imagine how crazy they would come across calling them out. Human psyche always chooses the psychologically easier option and will therefore simply accept the deceptive command with no reasoning.

Another tactic employed by the dark hypnotists is altering the tone of their voice and carefully choosing their sentences. This is where rapport building with their victim comes in handy. The dark hypnotist will carefully observe the speed and style of delivery used by their victim while expressing serious thoughts. For example, someone might use low pitch and slow pace while saying something of grave importance to them, the observing dark hypnotist will make a mental note of this information and proceed to make verbal suggestions in that exact tone of their own voice. This mirrored tone of voice with careful modulation, will deliver the intended message into the subconscious mind of the victim, penetrating all of the victim's defenses and then switch back to their usual tone to avoid any detection by the victim. Shifting the gear back to the words or phrases used by the dark hypnotist into succumbing their victims. They study their victim and pick on words that have special significance for the victim. Similar to the unique tone of voice we all use when sharing meaningful thoughts, each one of us also possesses a list of personal words of meaning that we relate with these serious thoughts. These words further enhance the grasp of the dark hypnotists on their victims, allowing the hypnotist to reverse engineer the victim's mind and use it against themselves.

As mentioned earlier, the dark hypnotist can also use non verbal suggestions and use manipulative body language to gain control over the victim. As powerful as our mind can be, it is susceptible to the smallest of physical cues. Even political leaders have reported to have changed their hairstyle to alter the intention while delivering high profile speeches. The whole idea revolves around association of external stimuli with strong emotional responses. For example, a dark hypnotist may move their eyes in the same way as the victim did while experiencing panic to trigger a feeling of panic in the victim. The victim would subconsciously link the eye movement to the feeling of panic. The other key non verbal suggestion used by the dark hypnotists is the environmental stimulus. Think of the principal's office as a child when being reprimanded for your disorderly

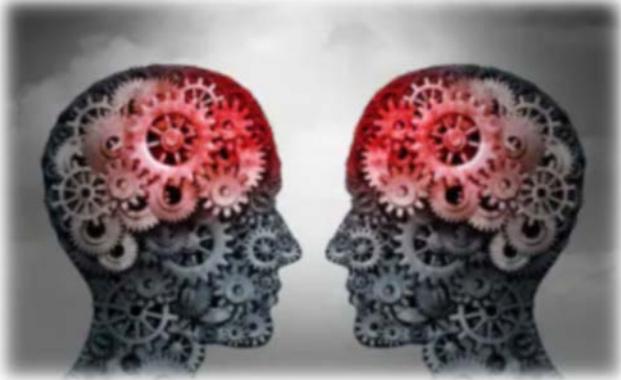
conduct. We subconsciously associate the principal's office with feeling of panic so we built a connection between the physical location and feeling experienced at that location. Hypnotists will plan to carry out specific conversation at specific location only. For example, if the hypnotist was in a romantic relationship with someone, they will take their victim to the same coffee shop every time they are looking to get consent or agreement from the victim. Over time, victim begins to associate the coffee shop as place for granting permission to their "lover".

A deep insight into the Dark Psychology of NLP is provided by the case study of of of NLP's co-creator, Richard Bandler. He serves as a textbook example of how users of Dark Psychology can successfully create a false public image while tactfully concealing the harsh reality. Let's deep dive into this paradox. Bandler boasts a long list of therapeutic achievements, such as overcoming his handicap of wheel chair and curing schizophrenic patients using unconventional methods that were out right dismissed by the mainstream Psychology. These achievements helped Bandler build and partially maintain, a public image of mild mannered, grandfather like person who exudes positivity, which is far from the truth. In reality Bandler is a heavy drug (cocaine) user and charged with murder of a woman, although found not guilty. Bandler lives in violation of his own claims of the power of NLP in addressing a person's mental health conditions. During Bandler's murder trial, prosecutors provided concrete evidence that the woman was shot using Bandler's gun and Bandler testified that the gun was used by his cocaine dealer and not by Bandler himself. While recalling his trial, Bandler is more likely to surpass the gravity of the incidence and comment on the time taken by the jury on his acquittal. Bandler was confronted over his drug use, during his trial, and he plainly stated that he had an addiction to unhealthy foods like candy and peanuts, which he insisted were actually worse for his health than cocaine. Think about it, Bandler used the reframing NLP technique to convert a rather grave situation into a lighthearted and rational situation that resonates with a lot of people. Even when discussing death of someone Bandler knew, he is able to compare cocaine with candy and peanuts. This goes to show how skilled hypnotists and NLP users, are able to control the selective focus of their victims to their advantage.

Next time you feel threatened or believe someone is trying to control or manipulate you, use these tips to recognize and deal with NLP users:

- Be wary of people mirroring your body language. If you notice someone you have discussed NLP with, copying your gestures or the way you sit. Let them know that you are on to them.
- Move your eyes randomly to throw off the NLP user, who may be keenly observing your eye movement and pretending to be intensely interested in what you are saying.
- Ward off potential anchoring, by not allowing the NLP user to touch you during your heightened state of emotion.
- Don't buy into permissive language used and vague statements made by the NLP user, who is attempting to induce a trance like state in you.
- Pay attention to the statements made by the NLP user, who may use similar sounding innocent words to manipulate your unconscious mind.
- Most importantly be self aware and trust your intuition!

Chapter 6: Undetected Mind Control



An innate need for mankind is to feel that we are in total control of our self, believing that we have a safe space inside our mind where we can have private thoughts that are inaccessible to the outside world. Our mind is our sanctuary! Consider the fact that when you are dreaming, you are never in control of what happens next. When you are trying to get through that assignment, are you able to control your mind from wandering? Our minds are extremely powerful and able to process completely distinct thoughts in the same moment at an unparalleled speed but at the same time our thoughts can be easily influenced by external factors. For example, when you are watching a movie, your mind and emotions are influenced and even led by what's happening on the screen, the music being played and even the camera work. Your brain responds to the cues it picks up on even though you are consciously aware that you are just watching a movie and no one is trying to kill you with a machete. If our mind can be influenced by prompts we have chosen ourselves and are aware of, the influence being exerted by a skilled dark psychological manipulators could easily be dangerously strong.

As is consistent with the dark pattern of predatory behavior of people with active Dark Psychology, the undetected mind controllers also exhibit the

desire to influence the prey for their own benefits. Undetected mind controllers are highly logical and are likely to act only after carefully assessing the situation and the state of their victim. However, unlike other manipulators they tend to be more cowardly. The art of mind control is no easy endeavor to begin with but trying to keep your motive hidden through the process is like climbing the Himalayas on a cold breezy night. The undetected mind controller has to be patient and cunning and carefully study their target and use all that knowledge about the victim to their own detriment. They are as afraid of being caught in their action as a deer drinking water at the ravine is afraid of being pounced by the tiger lurking in the bushes.

In reference to undetected mind control, we are talking about situations where the victim fails to recognize and acknowledge that their thoughts and feelings are being influenced by the external stimuli presented by the manipulator. This unawareness prevents the victim from defending themselves verbally, physically and mentally. The victim is unable to exercise control in the situation or even bring his “fight or flight” reflex in action, leaving them highly vulnerable. To be able to put our defenses up in time, our mind needs to be able to detect the threat.

At a very high level, undetected mind control techniques can be categorized into two: interpersonal interactions and the use of mass media. Some research studies have suggested that a handful of dominant institutions are exerting power to affect how you think, act or feel, without us ever noticing it. The conventional media mind control tactics were reserved for the large companies but with advent of modern electronic gadgets and readily accessible internet, media mind control tactics are increasingly used by the dark manipulators.

For those of you who have watched the famous TV show, “Mad Men”, you are probably familiar with the 1960’s world of advertising on Madison Avenue and of course, the genius workings of the top ad man, “Don Draper”. What if I told you there actually was a “Don Draper” in the real world? In the early 19th century, Edward Bernays, nephew of Sigmund Freud, was deemed as “the father of public relations”. Bernays successfully applied the insights he received from his uncle on the subconscious human mind to develop his own methods of mind control, creating the modern day

American consumer. Bernays was quick to realize that public opinion, thoughts, attitude and behaviors could be studied and highly malleable. For example, with the turn of the century and industrial revolution, cigars could be made by machines. The traditional cigar smoker sought pride in his authentic hand rolled cigars. So to promote a brand of cigar that was made by machine, Bernays campaigned against the adverse health effects of someone else's spit and distributed 30,000 anti-spit warnings. He changed the focus of the cigar smokers from the authenticity of cigar to how it was being produced, creating the environment where his product seemed like the natural choice.

Another example of Bernay's genius of controlling the public mind set to benefit his product is the American luggage industry. In 1920s, massive decline in sale of luggage and increasing preference for small luggage was rather alarming to the luggage industry so they turned to Bernays to pull them out of the deep end. In response, Bernays sent articles to popular women magazines highlighting the need for women to travel with a versatile wardrobe and appropriate clothing for various activities. He encouraged store owners to display luggage in their windows to establish a link between new clothes and new luggage styles. He even created the "Luggage Information Service" and lobbied to increase the free weight allowance on airplanes. Sounds a lot like the cunning of "Don Dapper", right? In 1934, green became the color of the chic fashion statement. How? Thanks to the ad campaign run by Bernays for the cigarette company called "The Lucky Strikes". Ding,ding,ding...your "Mad Men" recollection is spot on! When George Washington Hill, owner of "Lucky Strikes" refused to change the appearance of the box of his cigarettes from "big red bull's eye on green backdrop" to more neutral colors, that Bernays had suggested would coordinate more with people's clothing, Bernays decided to make the color green fashionable. Few of the tactics he used in his campaign are: encouraging artists and psychologists to discuss the color green; organized a "Color Fashion Bureau"; sent 1500 letters to interior decorators, club women, and home furniture buyers on green letter-headed paper; convinced the President of "Onondaga Silk Company" to have green menus for his lunch event for magazine editors, and to serve green food.

"Emphasis by repetition gains acceptance for an idea, particularly if the repetition comes from different sources." – Edward Bernays

The use of mass media in promoting desires and status symbols plays a pivotal role in our capitalist ecosystem. Human mind has evolved to process visual signals far more powerfully than the signals received by any of our other 4 senses. When we remember someone, we quickly visualize their picture rather than associating any other sensory input with them. As they say, “A picture is worth a thousand words”. Traditionally, the usage of mass media was confined in the hands of institutions or companies to ethically sway public opinion. What has changed though, is the use of burgeoning technology of social media, by the new generation of mind controllers, to penetrate the minds of innocent people, even deeper than what our forebears could deem possible. The contemporary interfaces of our new daily routines are the sound of a new text message on our smartphones and the number of “likes” and “thumbs-up” emoji on our posts or pictures telling us how popular we are. Our mind subconsciously turns on behavioral loops in the presence of these external stimuli, known as “hot triggers”. These sources of instant gratification turn us into the rats on a wheel, always wanting to go back for more. Think about it, started in a dorm room, “Facebook” has grown into a multi billion-dollar company with over 1.5 billion active users worldwide.

It’s growing public knowledge, that Internet has an underground “Dark Web” where individuals with Dark Psychological Traits are watching the world in search of their next prey. The fact that Facebook has been involved in numerous controversies from the 2016 Presidential Election of America, concerning the spread of biased and false rhetoric undermining the American democracy is alarming. As a matter of fact, Facebook conducted a research on its mass penetration and influence on the American people, by sending a “Go Out & Vote” notifications to over 60 million users on the 2010 Presidential election day. They reported positive outcome from over 340k who were unlikely to vote without the Facebook reminder. Now if Facebook selectively sent the notifications to the supporter of a particular party, they could potentially flip the election results without coming under the radar. Another controversial experiment carried out by Facebook was manipulation of the emotional state of over 600k users by sending them excessive positive or negative words on their new feeds.

The undetected mind control is not restricted to just the social media platforms. Most people assume that when they use online search engines

like Google, Yahoo or Bing, they are carefully conducting research on a particular topic but the reality is that 90% of our views are on the top ten links presented to us by the search engine. Sure Google produces thousands of web pages containing our search phrase but its underlying algorithm also prioritizes the results for us and influence what most of us will learn about our topic. Psychologist Robert Epstein, called this phenomenon as “Search Engine Manipulation Effect”. Epstein conducted an experiment to assess whether the “Search Engine Manipulation Effect” could impact how people cast their vote in an election. He asked three groups of Americans to research candidates for an Australian election, using his own mock search engine, served up the same search results to each group but changed the order in which the results were presented. He created a bias for each group to favor one candidate over the other. The results showed a 48% increase in each group for the search engine’s “favored” candidate, confirming the validity of the “Search Engine Manipulation Effect”. Unethical hackers with dark psychological traits can easily use these web technologies to exert mind control on their prey and never get caught.

The other prominent tactic used for undetected mind control is interpersonal interactions. It is scientifically proven that an individual with a pressing need or desire tends to be more susceptible and vulnerable to undetected mind control. The need could be as simple as wanting water to quench your thirst or as complex as search for love and affection. For instance, when you are looking for a specific person in a crowd, like your new crush at the gym, your mind manages to screen and filter out all the people in the background and immediately hone in on that one person. This happens because once our brain recognizes what you desire, it is able to direct us toward it without us even realizing it. This phenomenon is also called “Subliminal Influence” and the term is used interchangeably with undetected mind control. The skilled mind controller can discreetly figure out what their victim’s goals are and manipulate their prey with that information.

An experiment conducted on subliminal influence, studies two sets of people, one set was thirsty and other set was not. Both sets were shown a film with a hidden image of an iced tea. They were then allowed to purchase a drink from the wide selection of beverages. The people from the thirsty set purchased iced tea in greater numbers than statistically expected. This goes to show that when a person’s mind is desperate for something, it

is more open to suggestions. If a dark mind controller finds a victim yearning for some deep emotional need, the manipulator will have greater ease at controlling their mind. For example, an individual who recently suffered a breakup and is craving company encounters a mind controller, they will easily influence the victim into thinking that they are the victim's savior when, in reality, they are the predator. Some real life vulnerabilities that dark mind controllers seek in their victims are: their need for financial stability, their need for belonging, and their need for love. The dark mind controller may seek to sexually or financially abuse their victim, gain their allegiance to some form of cult or simply play with the victim for their own sadistic pleasure.

"Mind control is a process by which individual or collective freedom of choice and action is compromised by agents or agencies that modify or distort perception, motivation, affect, cognition and/or behavioral outcomes" – Philip Zimbardo

If you ask people if they are familiar with mind control, they will probably tell you that they are indeed familiar with "Brainwashing". In the 1950s, American journalist Edward Hunter had first used the term brainwashing, in his report on the treatment of American troops in Chinese prison camps during the "Korean War". More people are aware of brainwashing than mind control and they mistake their vague familiarity with the concept of brainwashing for accurate understanding. Psychologist Steve Hassan, made a key distinction between mind control and brainwashing, stating "In brainwashing, the victim knows that the aggressor is an enemy". For example, prisoners of war often choose to change their belief system, even when they are aware that the brainwashing is behind done by the enemy, as a resort to stay alive. However, when the prisoners are able to escape the enemy, the effects of the brainwashing disappear. Unlike brainwashing, mind control is subtle and often the manipulator is considered a friend, so the victim never even tries to defend themselves and acts as a "willing" participant. A majority of the Dark Psychology techniques are like sniper bullets and directed at one particular person at a time, whereas brainwashing is like an atomic bomb, capable causing mass destruction in a second.

Brainwashing can turn otherwise innocent people into suicide bombers and terrorists. Brainwashing refers to the slow process of gradually replacing an individual's ideas, beliefs and mental identity with that of the brainwasher. This technique can be used to control an individual or a whole country. The brainwashing techniques have been tried and tested and proved to be working effectively in any imaginable situation. For example, members of cults are widely thought of as victims of brainwashing but most people fail to explain what a cult is and how they brainwash their recruits. A cult is a "fringe group of people showing intense devotion to a particular cause, person, or work". The charismatic cult leader is able to exert high influence over his followers, who blindly follow the leader's preaching. The main attraction of cults is presentation of simple, achievable reality for those who are willing to embrace cult's teachings. The fast paced modern world can be overwhelming and rather confusing for a lot of us. Cults manage to cut through this confusion and prey on our need for belonging and acceptance. The ideological brainwashing of cults is enforced by persistent social reinforcement of the cult's teachings. Cults are a lot like drug dealers, pouncing on the first high sought by the victim of their own volition. This initial search and readiness of the victims make them highly susceptible to the brainwashing itself.

When brainwashing is based on an ideology and not an individual, the stakes are even higher. A perfect example would be the terrorist organizations with extremist religious ideologies. Think about the fact that Osama Bin Laden was once the leader of the most prominent extremist Islamist terrorist group and contrary to our expectations, his death had little to no affect on existence of extremist Islamist terrorist activities. As a matter of fact, in ideological brainwashing the death of a leader is considered an act of sacrifice for the greater good and leader is praised as martyrs.

"Most people do not really want freedom, because freedom involves responsibility, and most people are frightened of responsibility." – Sigmund Freud

When most people here the word terrorist group, they immediately think of ISIS and Al Qaeda, owing to the sheer horror these terrorists have put through the hearts and souls of American people. But violent terrorists can

just as easily be motivated by extremist political views, originating from either side of the spectrum. However, the brainwashing tactics used by both these extremist groups to recruit and retain followers, remains the same. The extensive use of deliberate and carefully controlled brainwashing process has allowed the religious terrorist groups to recruit young people from across the West into the unstable Middle East. The shift of brainwashing tactics from a physical location for gathering and recruitment to the online high-definition propaganda videos to penetrate deep into the psyche of the impressionable and vulnerable youth has led to horrifying devastation in the society.

The first step of the brainwashing process is identification and analysis of the mental state and social circumstances of the prey. This step creates the foundation of the whole brainwashing process, as careful selection of the victim who is susceptible and vulnerable is essential. For example, people who have suffered death in their family are more likely to be enticed by the extremist groups like ISIS and detonate suicide bombs. These people had suffered mental trauma and their world as is had lost meaning so the brainwashers could easily step in and fill that void with their extremist views and murderous ideology.

Once the victim has been identified, either online or in person, the brainwasher will contact the victim in a very calm and friendly manner, giving the appearance of someone who has their world sorted out. It's like the victim is homeless and a celebrity walks in to befriend them, of course the victim is highly vulnerable. The brainwasher will then proceed to generate a rapport with the victim to create trust between them, by sharing real or made up stories about themselves that will resonate with the victim. They will start bonding over something as normal as sports or food and something truly intimate and emotional based on shared experiences. To further this "relationship", the brainwasher will offer favors and gifts to the victim to send a message that the victim can rely on them for any physical or emotional needs. The victim starts to develop a sense of indebtedness and gratitude towards their brainwasher, dissolving any initial resistance they might have experienced. For example, American troops that had been captured by the enemy, often report that they were offered American cigarettes and other American delicacies, so as to generate a sense of warmth in the troops and open them up to the brainwashing process.

Post the initial victim identification and rapport building stages, the brainwashing will present a utopian world to the victim, by gradually suggesting solutions to all the problems the victim has opened up about. The suggestions are made in a casual tone to avoid any sense of pressure that could be experienced by the victim. The utopian solution is always rooted in the ideologies or extremist views of the cult or the terrorist groups. The victim grows anxious and curious about all the possibilities laid out in front of them and craves more information and deeper understanding of the “solution”. Once the brainwasher is satisfied with the extent of victim’s curiosity and motivation, they are provided with the core ideologies which are absorbed by the victim as cold water on a hot day, natural and refreshing. The controversial ideas are always saved for the last and handed out only when the brainwasher deems the victim as positively primed and receptive to those ideas. For example, religious terrorist groups often convince their victim that the God loves them, as the first step. Once the victim develops a strong connection with the ideology and is driven to act in order to protect the very existence of the ideology, they are fed with ideas to kill those who the brainwasher pose a threat to the ideology. This is exactly how suicide bombers are created out of people who are pushed to the point of no return.

The dangerous consequences of Brainwashing are inevitable and long lasting. Of all the side effects of this process, loss of identity is insurmountable. Many cults and ideologies give their followers a new name up on their successful indoctrination. This opens a path for the individual to completely disconnect from their past identity and their old world. They experience this unhinged ability to follow their new whim given to them by their brainwasher. The victims turn into brainwashed zombies who are capable of antisocial behavior and commit heinous crimes like murder, rape and even suicide. They adopt this new lifestyle that they often feel blessed to have been introduced to and welcomed into.

Those few victims who have been rescued or managed to escape the brainwashing often develop PTSD (Post Traumatic Stress Disorder) and exhibit physical and psychological signs of damage, to the likes of of war veterans who have first hand witnessed the death of their fellow soldiers and friends during combat. The severity of this traumatic aftermath is

evident in those cases where the rescued victim returns to their brainwasher of their own volition.

So the question arises, can you heal from brainwashing? The answer is Yes!

For ease of understanding, let's categorize the road to recovery from brainwashing and proactively protection yourself or your friends from being brainwashed, into three phases:

1. Recognizing the brainwashing tactics
2. Identifying those who have been brainwashed
3. Deprogramming and Healing

Recognizing the brainwashing tactics

A skilled brainwasher is adept at identifying the possible candidate for their dark tactics and people going through life condition such as loss of job, divorce, death of a loved one are highly vulnerable. The first step in any kind of healing is always acknowledgement. If you are able to recognize that you are being targeted for brainwashing, you are automatically positioning yourself to be able to holster your guards and protect yourself.

- Be mindful of people who may be trying to isolate you from the rest of the world. For example, cults often prevent their followers from contacting their friend and family.
- Watch for emotional attacks on your self esteem. Brainwashers often target their victim's mental and emotional vulnerabilities and damage them further to eventually build the victim back up with their own ideologies.
- Watch for people who are trying present you with a utopian world created on the basis of their own ideologies. The brainwasher provides the victim an alternative, more attractive reality as a one stop solution to all their problems.
- Watch for an "Us vs. Them" mentality being posed on you. This tactic is a hallmark of the charismatic cult leader.
- Recognize that the victims are often offered gifts and rewards as a gesture of inclusion and to create a feeling of indebtedness to their brainwasher.

- Watch for differences in the way of thinking of the potential victim. Brainwashers tend to use positive experiences to reward the victim for shared thoughts and ideas.
- Watch for any unusual behavioral patterns. For example, if an extremely social individual expresses low interest in attending social events for a long term, there might be a potential brainwasher behind it.

Identifying those have been brainwashed

- Look for signs of dependency and fanaticism. Brainwashing victims lose their identity to the brainwasher and rely heavily on the brainwasher to solve their problems.
- Look for extreme reactions to an otherwise normal incident or event. Brainwashing victims have a change in their beliefs, so they may act increasingly hostile to incidents that challenge or undermine their new beliefs.
- Brainwashing victims often disregard the consequences of their changed behavior and actions and blindly follow an individual to the point of obsession.
- Look for signs of withdrawal from social settings. Brainwashing victims are naturally drawn to those who share their views and isolate themselves from people with different opinions.

Deprogramming and Healing

In the past, deprogramming was carried out by keeping the victim locked up in a location to undo the mind control. They were given facts and information about the ideology of the group and its leader that was conveniently concealed from them by the brainwasher. The whole process was definitely traumatic but not very successful as victims often returned to the group. These days “exit counselling” is widely used. The victim is invited to speak with a specialist away from the brainwasher in a closed setting, who will eventually guide the victim through the brainwasher’s deception.

Planned interventions are conducted by the victim’s friends and families, trying to help the victim regain their reasoning and critical thinking. The

victim is allowed control over the flow of the intervention and who they choose to discuss their thoughts and feelings with. The goal is to provide sufficient information and understanding to the victim, on how mind control works and how he had been victimized. By the end of the meeting, victim should learn the real intentions of their brainwasher and that they can choose to not return to the brainwashing group.

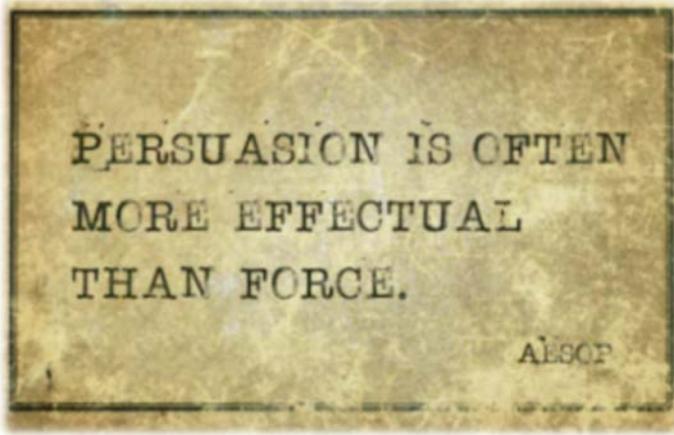
The final step is to seek therapeutic treatment to rinse out any remnants of the brainwashing. The victims are often unaware of the extent of the effects the mind control has had on their psyche and the therapist will aid this assessment. The aim of the therapist is to help the victim regain their lost identity and eventually to reintegrate into the society.

Remember, knowledge and education are crucial to undo mind control. The recognition that it exists is the first step. An extensive understanding of how mind control and brainwashing work and extreme vigilance, are the best ways to stop mind control from happening in the first place!

“Out of your vulnerabilities will come your strength.” – Sigmund Freud

Chapter 7: Persuasion vs. Manipulation

Persuasion



When you hear the word persuasion, what comes to your mind? Maybe the advertising jingles of a product urging you to buy a pizza from them, or maybe political campaign slogans trying to convince you to vote for a particular candidate, or maybe a pushy salesman trying to sell you a car. You are absolutely right if you think those are acts of persuasion! Politicians, news, mass media, legal proceedings and advertising can persuade you and influence your decision making. Most people like to think that they are immune to such influences. But then most of us own Nike sneakers, Ray Ban sunglasses or of course the new I-Phone. So advertising must have played a role in influencing your decision. Persuasion is constitutional within human communication and social interaction. When communicating, wittingly or unwittingly, people are always supporting and/or promoting certain ideas and behaviors over others. Therefore, persuasion is intrinsic to social interaction and not a matter of choice.

The study of attitudes and how to change them can also be referred to as Persuasion. Most of the things that involve molding attitudes that shape our world, involve persuasion. It is through persuasion that positive changes

can be brought to the society. It is persuasion that convinces motorists to drive sober and buckle up. It is persuasion that helps end wars and forge peace between nations. According to Professor of Communication at Cleveland State University, Richard Perloff, defined Persuasion as "A symbolic process in which communicators try to convince other people to change their attitudes or behaviors regarding an issue through the transmission of a message in an atmosphere of free choice". The main components of Persuasion are:

- Persuasion incorporates symbols, verbal and non verbal, to change attitudes. For example, images like Nike Swoosh or Adidas Three Stripes; words like freedom and justice; non verbal signs like Holy Cross or Star of David.
- Persuasion involves a conscious and thoughtful attempt to influence another person. The persuader is always aware of the potential susceptibility of the person to accept change.
- Persuasion is a voluntary act of changing our own attitude or behavior.
- Persuasion is completely driven by the science of communication and requires a relay of verbal or non verbal message to the persuaded.
- Persuasion of the self is at the heart of the art of Persuasion. People must always be free to decide if and how they want to change their attitude and behavior.

In 1980, Gerald Miller, suggested that communications can exert different persuasive effects, namely:

- *Shaping* - For example, the Nike ad campaign featuring Michael Jordan connecting the Nike Swoosh with the idea of superhuman athleticism.
- *Reinforcing* - For example, health experts make public statements to bolster the people's continuing resolve to abstain from excessive drinking.
- *Changing* – For example, the civil rights campaigns increased dialogue between Blacks and Whites and brought about radical changes in the

Perhaps the foremost rule of good persuasion is stating suggestions using value-free verbiage. Persuasive is a positive act made in an attempt to alter people's opinion. For example, if you were visiting abroad and walked into a restaurant. You are very hungry but confused as to what you should order. As you are looking through the menu you come across a section labelled "Most Popular Dishes" or "Specialties", you are very likely to order a dish from that section.

Aristotle, the world renowned Greek philosopher, is credited to have laid the foundation of the art of Persuasion. Aristotle claimed that *"Of the modes of persuasion furnished by the spoken word there are three kinds. The first kind depends on the personal character of the speaker [ethos]; the second on putting the audience into a certain frame of mind [pathos]; the third on the proof, or apparent proof, provided by the words of the speech itself [logos]. Persuasion is achieved by the speaker's personal character when the speech is so spoken as to make us think him credible."*

Ethos (Character)

Aristotle suggested three major contributing factors to Ethos: "good moral character (arête); goodwill (eunoia); and good sense (phronesis)". The persuader must be able to build credibility and rapport with their audience. The word "Ethics" is in fact derived from "Ethos". Ethos, the ethical appeal, refers to the author's character and credibility as perceived by the audience. For instance, if you were sick and your doctor recommended treatment A and your close friend who has no medical background recommended treatment B, you will definitely choose treatment A since it was recommended by someone you think has credibility in that field. But odds are you are more likely to take a recommendation on new movies from your friend than your doctor.

Pathos (Emotion/Empathy)

Widely used colloquial term such as apathy, sympathy, pathetic and of course empathy is derived from "Pathos". Pathos can be defined as an act of using shared stories and experiences to invoke emotions in the audience. In Greek language, Pathos means suffering and experience. This method

can be used to draw pity or incite anger in the audience, to prompt them into action.

Aristotle suggested these mutually exclusive positive and negative emotions, that can be used by the persuader to build empathy with their audience: “Anger and Calmness; Envy and Emulation; Enmity and Friendship; Fear and Confidence; Kindness and Unkindness; Pity and Indignation; Shame and Shamelessness”.

The powerful tool of Pathos, allows the persuader to stir desired emotions in the audience, by creating a bond and building empathy. The power of Empathy must not be undermined as human emotions always trump reasoning. Look at our history, the most influential political leaders were able to win their arguments by emotionally and empathetically persuading their audiences. For example, Martin Luther King, Jr’s “I have a dream” speech, was able to invoke empathy for Black community in the White community and had a revolutionary effect in shaping the modern America.

The art of building Empathy

By building empathy, audience is more receptive to their persuader’s message. To be able to successfully persuade your audience, you must be able to understand the pre-disposed emotions of your audience. Take your audience’s state of mind in consideration and assess why they feel that way and to whom those emotions are directed at. Your ability to build empathy and emotional connection with your audience, in turn, builds your Ethos (character and credibility) with the audience.

Here are few ways to help you build empathy with your audience:

- We are all human! - If you can easily blend in with your audience and make them see you as a part of their own “community”, people will inevitably connect with you emotionally.
- Be authentic – Nobody wants to be manipulated. If your audience suspects that you have ulterior motives and are not genuinely “one of them”, you will lose all your credibility instantly.
- Structure your statements to resonate with the audience. Every topic has multiple aspects and underlying perspectives to it. The key is to find what would work with your audience. For example,

there might be speakers headlining to talk about preservation of wildlife. One might state “You can make a difference - Wildlife needs our help!” and other might state “Symposium on wildlife preservation”. I know which speaker I will be listening to.

- Narrate a story – Human psyche is hardwired to exhibit emotional responses to stories. Stories tend to be more memorable and inspire action. Personal stories have huge impact in building empathy but you could also share stories of someone you know or even fables. The act of story telling will give an impression to your audience that you have an understanding of the underlying emotion and your take on it.
- Metaphorical speech – Similar to story telling, metaphors tend to be more memorable and make your speech intriguing. In words of Aristotle, metaphors give charm, clearness and distinction to your speech like no other. For example, MLK’s use of banking metaphor in his “I have a dream speech”, was met with thunderous applause. MLK said *“Instead of honoring this sacred obligation, America has given the Negro people a bad check, a check which has come back marked “insufficient funds.” But we refuse to believe that the bank of justice is bankrupt. We refuse to believe that there are insufficient funds in the great vaults of opportunity of this nation. And so, we’ve come to cash this check, a check that will give us upon demand the riches of freedom and the security of justice.”*
- Use visual aids – Remember “A picture is worth a thousand words”! Using powerful images will incite emotions and help build empathy with the audience. For example, recently a picture of a Syrian boy bruised and helpless went viral, because it created a wave of empathy for the survivors of the ongoing Syrian war.
- Delivery of speech – It goes without saying that your tone and volume of the speech must befit your audience.
- Power of words – The English language has a bountiful of synonyms for everyday terms, providing a spectrum of intensity for the same emotion. For example, pain and agony; hungry and starving or sad and devastated. Have a thesaurus handy and use appropriate words.

Logos (Logic/Reasoning)

The word “logic” is, you guessed it, derived from Logos. In Greek language, Logos literally means “word”. Logos refers to the act of appealing to the mind of your audience, using logic or reason. The effective persuader recognizes that using Logos alone, without Pathos and Ethos, poses them with a risk of losing their audience. With this type of persuasion, only facts and statistics can be employed in altering the attitude and behavior of the audience. There is no room for lies and deception. The appeal to reason is a measured and careful representation of facts and information in a logical way. The theory of logic can be categorized into two: Deductive reasoning and Inductive reasoning.

Deductive Reasoning – It’s based on the assumption that if the premise is true, the conclusion would be true as well. For example, if the assumption is children love ice cream and you are presented with premise that Jack is a child. You can safely conclude that Jack loves ice cream.

Inductive Reasoning – As expected, Inductive reasoning is reverse engineering the premise from conclusion. Therefore, even if the premise is true, the conclusion may be false. For example, if the premise is 25% of American athletes like to read, the conclusion that 25% of American population likes to read may or may not be true.

Manipulation



Psychological Manipulation can be defined as a way to influence people's emotions, attitudes or behaviors which is neither rational persuasion nor coercion. The term manipulation is inherently thought of as negative and involving an element of moral deprecation. Human beings are inherently gregarious which makes them influence one another all the time. Consider, the influence your older sibling had on you growing up. That is a classic example of "healthy social influence" and must not be confused with the dark act of manipulation. In Psychological Manipulation, the goal of the manipulator is always to influence their victim into fulfilling their own desires.

People often confuse "manipulation" with "influencing" but they are poles apart in practice. Starting with the intent and motive of the person; an influencer is often looking for your best interest and approaches you with advice on how to make a decision better; but a manipulator has the mindset of how can I control your thoughts and emotions to get a better decision from you for myself. Thus, understanding the motive behind any such behavior plays a pivotal role in deciding whether it is a situation of "influencing", "manipulation" or even Covert Emotional Manipulation.

Covert Emotional Manipulation

The most widespread form of manifestation of Dark Psychology in today's world, which after reading this book you might agree with is Covert Emotional Manipulation (CEM). Now you are probably thinking is that different from Emotional Manipulation and if so, how. The answer is Emotional Manipulation occurs within the realms of your consciousness so you are aware that someone is trying to appeal to a more generous side of you to get what they want. Think about the time when your parents wanted you to visit them for the summer but you had a different probably more exciting summer plans with your friends or a special someone and your parents insisted you visit them instead or take some extra time off to make the visit. You tried to convince them that you would visit for Thanksgiving and your calendar is booked solid and they might have retorted with statements like "we are old and we wouldn't be around for so long, you need to make us your priority" or "we haven't seen you in forever and we miss you, come over to visit your loving parents". During this conversation you are completely aware that your parents are attempting to change how you feel about your summer plans in their favor. This is a classic and harmless case of Emotional Manipulation. On the other hand, Covert Emotional Manipulation is carried out by individuals who are trying to gain influence over your thought process and feelings, with the means of subtle underhanded tactics that go undetected by the person being manipulated.

By definition Covert Emotional Manipulation goes undetected and leaves you acting like a pawn in the hands of the manipulator, which makes this a manifestation of Dark Psychology. The dictionary definition of the word covert is "not openly shown or engaged in", therefore, it presents a stark difference from all other Emotional Manipulation techniques. The victims of Covert Emotional Manipulation are unable to understand the intent or motivation of the manipulator and the way they are being manipulation and even just the fact that they are being manipulated. Think of Covert Emotional Manipulation as a bomber with impeccable stealth, one that can tip toe in your subconscious without being detected, leaving you with no defense what so ever. Our emotions primarily dictate all other aspects of our personality and thus they also dictate our reality. Someone attempting to manipulate your emotions is equivalent to them cutting open your jugular vein making you lose control over yourself and your reality.

In this book, we have also covered some prominent and dark types of Manipulation, namely, Machiavellianism and Brainwashing in detail. But there are many more types of Psychological Manipulation in our society. Let's have a brief look at some of the more frequently observed forms of dark manipulation.

Gaslighting

The tactic used by manipulators aimed at making their victim doubt their own thoughts and feelings is called Gaslighting. This term is often used by mental health professionals to describe the manipulative behavior to convince the victim into thinking their thoughts and feelings are off base and not in alignment with the situation at hand.

Passive-Aggressive behavior

Manipulators can adopt this duplicitous behavior to criticize, change or intervene the behavior of their victim without making direct requests or aggressive gestures. Some of these traits include: sulking or giving the silent treatment, portraying themselves as a victim or intentionally cryptic speech.

Withholding information

There is no such thing as a white lie but manipulators often provide selective information to their victim, so as to guide them into their web of deception.

Isolation

Dark manipulator is always aiming to gain control and authority on their victim. In order to succeed they will create an increasingly isolated environment for their victim and prevent them from contacting their friends and family.

The many differences between Persuasion and Manipulation

1. Motive/Intent

As we have established people with active dark psychological traits including manipulators, aim to establish control and authority on their prey and exploit their victims to serve their own interests. On the other hand, persuaders are concerned about the well being of their audience and attempt to convince them to change their attitude or behavior in a free environment.

2. Method of Delivery

Manipulators create an inviting environment for their victim, who is often an unwilling prey and primed emotionally and psychologically to act in ways that benefit their predators and threatens their own health or well-being. Whereas, persuaders only hope that their audience will respond to their influence and the suggestions. Ultimately the individual is free to decide whether or not they want to accept the suggestions made by their persuader and alter their thoughts, feelings and/or behaviors.

3. Impact on the social interaction

Dark manipulators will always aim to isolate their prey from the rest of the world and prevent any contact from their loved ones. The victim of dark manipulation like brainwashing, develop extreme views and may commit heinous acts of antisocial behavior. Unlike manipulation, acts of persuasion are never lethal for the audience and the society. It could be as harmless as your brother's admiration for Nike shoes leading you to buy a pair of your own or the ads from McDonalds inviting you to enjoy a quick meal with your family.

4. Final outcome

Persuasion usually result in one of these three possible scenarios: Benefit to both the persuaded and the persuader, commonly known as a win-win situation; Benefit only to the persuaded; Benefit to the persuaded and a third party. However, dark manipulation always has a singular benefactor

that is the manipulator. The manipulated individual is at grave disadvantage and will act against their own self interest.

“The systematic use of misleading influence tactics ultimately becomes a psychologically and financially self-damaging process.” – Robert Cialdini

To drive this difference home, let's consider this example. Brian is on a budget and walks in the store looking to buy a new Smart TV. He is greeted by Adam, who then proceeds to show him all the Smart TVs available in the store. Adam explains to Brian all the unique features of different models and says “So and so Samsung model is little over your budget but it is the hottest product on the market with the best audio and video quality and is worth going over your budget”. Now, If Adam truly believes in his recommended TV model and has the best interest at heart for his customer. That's definitely act of Persuasion. On the other hand, if it so happens that Adam's recommended is not really worth its high price but that sale would make him extra commission, so he convinced Brian into buying a bad product at high cost. That's manipulation!

Now that you have an understanding of Dark Psychology of manipulation, I offer you few scenarios in which dark manipulation can take place so you are armed to be able to detect it and protect yourself.

1. Disengage. If someone is trying to get on your good side and then ask for an overwhelming favor, simply decline politely and move on with the conversation.
2. Don't second guess yourself. Manipulators will try to convince you that your thoughts and behaviors are off base. Take a moment and assess whether the suggestion made by the person will benefit them or yourself and act accordingly.
3. Call them out. If you have successfully spotted the manipulation, don't be afraid to address the situation in a logical, respectful manner. Use of accusatory tone with a friend will just ruin your friendship so decide the sentence based on the crime.
4. Don't let them digress when you have spotted the manipulation. The manipulator and especially covert emotionally manipulator will not be prepared to get caught and will try to muddle the situation so as to minimize the harm.

5. If you are being probed to give out personal information, don't play in the hands of the manipulator. The manipulator is attempting to baseline your thought process and behavior to evaluate your strengths and pounce on your weaknesses.
6. Ask for details. Remember manipulators seek to withhold information from you so as to paint their own version of reality for you. If you feel you are being presented with a partial view of the situation, grill them for more information and make sound decisions.
7. Beware of exaggeration. Some manipulators can adopt an opposite approach and bombard you with additional and often vague details about the situation, in order to confuse you or even mentally exhaust you to cave in and accept the manipulation.
8. Verify the facts. Lying and deception come naturally to the manipulator. They will often manipulate facts or present false information to pressure you into making a hasty decision. Do not fall for the lies and "Google" your way to safety!
9. Scrutinize the bureaucracy. Certain manipulators may try to intimidate you with paperwork, procedures and laws to exert their power and authority. Don't undermine yourself and read through the paperwork and research the procedure and laws. Make well informed decisions

10.

Don't be intimidated by their aggressive behavior. Some manipulators will play out front and center. They will raise their voice or display negative emotions with strong body language, to make you submit to their coercion. Stay strong and firm!

11.

Take your time. I cannot emphasize this enough. If someone is rushing you into making a decision, by creating false deadlines or conveying a sense of urgency for your benefit, be sure to take control, step back and make a well informed decision.

12.

See through those negative remarks and criticism. Skilled dark manipulators can resort to humor or sarcasm to make

you feel inferior and insecure. They are trying to establish superiority over you by constantly marginalizing and ridiculing you. Don't let them get to you and reassure yourself that you are full of potential.

13.

Don't take on responsibilities willy-nilly. The manipulator can use the classic "playing dumb" tactic to make you take on their own workload. For example, if a coworker is pretending they don't understand what you expect of them, knowing full well the project deadline is looming. You should call out their bluff and not let them get away with no work.

14.

Don't give them leverage over you. If the manipulator is giving you the "silent treatment", don't get agitated and hold your ground. They are attempting to make you second guess yourself and assert power over you.

15.

Get a grip on your soft side. The manipulator will always seek to take advantage of you and appeal to your soft spot. They will attempt to exploit your emotional weaknesses and vulnerabilities and use them as ammunition against you.

16.

Patience is a virtue! If you can control your anxiety and excitement, you are always in a better position to make rational decisions.

17.

Self awareness. Knowing and acknowledging your strengths and weakness will help you design your defenses accordingly. When the manipulator is trying to strike a nerve to get an extreme reaction out of you and then subsequently guilt you into making decisions that will only help them, use your mental strength to overcome the manipulation.

18.

Develop healthy coping mechanisms. We all go through ups and downs in life but a lot of people look to alcohol and overeating to distress. Remember there are no answers at the

bottom of that bottle and carb coma will eventually lead to diseases.

19.

Be easy on yourself. You are your own best friend! There is always a dawn after the dusk. We all cannot be good at just everything we ever decide to do. Learn your lesson and give yourself a break. Practice meditation to silence your mind and find inner peace.

20.

Avoid being overly dependent on others. It's totally acceptable to seek help but if you develop chronic dependencies on others to resolve your problems, you will begin to undermine yourself and lose the confidence you need to protect yourself from the dark manipulator.

21.

Give yourself pep talk every now and then. You can restore your mental health and well-being by saying uplifting affirmations to yourself. Positivity is the foundation of good mental health.

Chapter 8: General FAQs

Q1. What is the difference between Dark Psychology and dark psychological traits?

A. Dark Psychology is the study of innate human behavioral patterns as it relates to the psychological nature of people to victimize other humans and living creatures. Understanding the inherent thoughts, feelings and perceptions of humans that leads to human predatory behavior is at the heart of Dark Psychology studies. On the other hand, dark psychological traits refer to the personality traits exhibited by people that are inherently immoral, antisocial and harmful to other people. Some dark personality traits that we have covered in detail in this book are Narcissism, Machiavellianism and Psychopathy.

Q2. What is Dark Continuum and how does it manifest in our world?

A. The Dark Continuum is a spectrum within which all criminal, sadistic and violent behaviors of the human psyche fall, including thoughts, feelings and actions committed against and/or experienced by individuals. The Dark Continuum can range from severe to mild manifestation and from purpose driven to purposeless. The physical manifestation of Dark Psychology more often than not fall to the right of the Dark Continuum with high severity. On the other hand, the psychological manifestations of Dark Psychology lie to the left of the Dark Continuum, but could potentially be just as destructive as the physical manifestations. Rather than acting as a scale of severity, ranging from bad to worse, Dark Continuum provides a classification of victimization considering the thoughts and actions perpetrated.

Q3. How do you define the Dark Triad and its underlying dark personality traits?

A. The concept of the Dark Triad is relatively new to psychology and paramount to the understanding of Dark Psychology. The term the Dark Triad can be defined as an unholy trinity of the three most offensive yet non-pathological personality variables: Narcissism, Psychopathy and Machiavellianism.

Narcissism – A mental health condition marked by elevated and self detrimental involvement, deep need for excessive attention and admiration and a lack of empathy.

Machiavellianism – Refers to predisposition of conniving and deceptive traits in individuals that are also inherently master manipulators.

Psychopathy – Can be defined as a mental disorder, when an individual manifests antisocial behaviors, shows no signs of empathy and remorse, expresses extreme egocentricity, lacks the ability to establish meaningful personal relationships masked with superficial charm and impulsivity.

Q4. Can Neuro-Linguistic Programming (NLP) be used on anyone and how can I know if someone is using NLP on me?

A. Yes, NLP can be used on just about anyone wittingly or unwittingly. NLP therapy or training can be delivered in the form of language and sensory based interventions, using behavior modification techniques customized for individuals to better their social communication and improved confidence and self awareness. If you ever feel like you have involuntarily acted in ways you cannot explain or control, then you may have been programmed for that reaction. Be aware of people who seem to always touch your back or arm during conversations or are mirroring your body language to the point of abnormality.

Q5. Where can I learn NLP and can I ethically use it on my friends and family?

A. There are plenty of NLP trainers and workshops being offered all over the world. Just Google to find one with sufficient credibility and that meets your need. Be mindful of false publicity and of course, spams. If your intention to use NLP on friends and family is pure and will not cause any psychological and physical harm to the person then you will be able to use NLP on them ethically. Don't get carried away with your new power!

Q6. Someone I know is exhibiting unusually different thoughts and feelings to an otherwise normal situation. What can I do to help them?

A. A lot of people who are victims of undetected mind control or worse, brainwashing experience altered thoughts and feelings at the beginning. The dark manifestation of undetected mind control prevents the victim from recognizing the attack and control on their psyche. However, in

brainwashing, the victim knows that the aggressor is an enemy but is not able to release themselves from the entanglements of the aggressor. In either case, you can help your friend by having an open conversation about their altered thoughts and behaviors and subsequently empowering them to recognize their predator and protect themselves from further harm.

Q7. Are the various tests mentioned in this book available online for self assessment and how reliable are they?

A. Yes, most of the tests discussed in this book such as: Dirty Dozens scale, The Mach-IV test and Hare PCL-R test, are easily available online for self assessment but they can only present you with a possibility of any dark psychological traits that might be a part of your personality. A true and valid diagnosis can only be made by a certified and licenses psychological therapist.

Q8. What is the difference between counselling and psychotherapy?

A. These two terms are often used interchangeably but there is a slight and distinctive difference between psychotherapy and counselling.

“Psychotherapy is often treatment based in response to a diagnosable mental health issue such as depression, bi-polar disorder, attention deficit hyperactivity disorder, adjustment disorder, etc. It is often in-depth and used in conjunction with psychotropic medication, but not necessarily.

Counselling tends to be wellness oriented, providing increased insight and learning how to effectively overcome problems and challenges.”

Q9. When should I visit a mental health professional and what can I expect during my first visit?

A. Finding the right mental health professional and the right approach to therapy is as important as finding the right medical doctor. Whether you are planning to see a psychologist or a psychiatrist or another type of mental health professional, you should start with a phone call to the professional. Ask about the professional’s approach to dealing with mental issues and how he or she generally works with clients. Ask about whether or not he or she accepts insurance and how payments are handled. You might describe your reason for wanting to make an appointment and ask if he or she is experienced in dealing with such issues. If you are comfortable talking with him or her, the next step is to make an appointment.

At your first office visit, the mental health professional will want to talk with you about why you think you need to come to therapy. He or she will want to know about what your symptoms are, how long you've had them and what, if anything, you've done about them in the past. He or she will probably ask you about your family and your work as well as what you do to relax. This initial conversation is important in developing the appropriate approach to treatment. Before you leave the office, the mental health professional should describe to you the plan for treatment and give you an opportunity to ask any questions you might have.

It will likely take several weeks before you become fully comfortable with your therapy. If you still aren't feeling comfortable after two or three visits, let the mental health professional know and explain why you feel that way. The two of you need to work together as a team in order to get the most out of your treatment .

Conclusion

Thank you for making it through to the end of *Dark Psychology & Manipulation Secrets: The Definitive Guide to Improve your Emotional Influence Using NLP Secrets, Persuasion, Hypnotism and Deception* including many Techniques for Mind Control, let's hope it was informative and able to provide you with all of the tools you need to achieve your goals whatever they may be.

The next step is to make the best use of your new found wisdom of Dark Psychology and protect yourself and your loved ones from being a victim at the hands of predators using their Dark Psychology to their own advantage. Take a step back and reassess the negative influences in your life. You have now armed yourself to fight them back with your knowledge and understanding of the Dark Psychology and its various modes of manifestation. You have also learned how NLP can help you transform your weaknesses and insecurities into positive affirmations and increasing confidence. Mastering the art of persuasion will allow you to help your loved ones into making better life decisions and with your renewed understanding of the difference between persuasion and dark manipulation, you can easily identify your friends from your enemies. Remember with great power, comes great responsibility. So exercise caution while using your new psychological powers.

We really hope you enjoyed this guide, customer satisfaction for us is very important.

If you found this book useful in any way, a review on Amazon is always appreciated! ☺

Ehy, one more thing:

Don't miss the other 2 books of the series called "Mental Toughness by Ryan J.D. Goleman" and "Emotional Intelligence 2.0 by Ryan J.D. Goleman"

Inside Mental Toughness you will find:

- What is Mindset and why it is important?
- How to develop a Positive, Strong Mindset
- How to awaken your Life for Success?
- Productivity Secrets to dominate.
- ... and much, much more!

Inside Emotional Intelligence 2.0 you will find:

- What is emotional intelligence and why it is important?
- The History of emotional intelligence
- Cognitive Behavioral Therapy and its use in emotional intelligence
- You will learn how to increase your emotional intelligence.
- You will learn techniques to gain more self-awareness, self-confidence and self-discipline.
- ... and much, much more!

THANK YOU

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Mental Toughness

**Step by step Guide for an Unbeatable
Mindset Developing Powerful Habits, Self
Confidence & Discipline. Improve your
Focus, Performances and Mental
Resilience like a Champion**

Ryan J.D. Goleman

- We cannot solve our problems with the same
thinking we used when we create them

-

Albert Einstein

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Introduction

Congratulations on downloading *Mental toughness* and thank you for doing so.

There are plenty of books on this subject on the market, thanks again for choosing this one! Every effort was made to ensure it is full of as much useful information as possible, please enjoy!

The secret of positive thinking lies in raising your astral and putting you in a winning mindset. What good things can happen to you and surely then, you'll get what you want. Positive thinking applies not only to future situations but also to past and present.

Often our tendency is to just look at the difficult things. "Oh, how I wanted to have that, oh how I wanted to be that other person, oh if only there were not such a problem in my life."

When you're very much into this negative vibe, start looking at the full part of the glass. Observe the blessings that life has brought you and be grateful for them. Surely you will feel better. This is just one of my happiness recipes.

For example, let's assume you are going through a difficult financial situation.

Are you seeing only this problem or can you also see that "thank God, I have a family that loves me and supports me?"

Or if you do not have this blessing, which ones do you have? A job, a son, health? Realize and feel lucky. Certainly, somewhere else in the world, there is someone who would like to have what you have and do not have it. But how do you have positive thoughts?

Here are some tips for you to enjoy the true power of positive thinking:

1. See yourself winning over the goals you put for your life.

Mentalize the triumph instead of focusing on those that can lead you to defeat. Good things happen when we think positive.

2. Replace negative thoughts with positive ones.

Negative thoughts are a natural thing. They come and go. But the less you let them stay the better.

Then when a negative thought comes up, realize. Perceiving it consciously is the first step.

So, switch to positive thinking. If you have no idea what positive thinking to use, you can make a prior list of positive things that you would like to think about. Or you can start repeating positive affirmations.

So when you enter a negative thought, go to your list and start thinking about these things and making those statements. It's all a matter of disciplining the mind to think positive. By doing this, you may be surprised to realize the number of negative thoughts you currently have.

Beware of "I cannot" or "I can never" thoughts. Try changing to "I can", "I will". Michael Jordan, considered by many to be the greatest basketball player of all time, before his professional career was turned down on the school basketball team because they thought he was not good enough! Even in the face of difficulty, the positive force of the mind kept him on the line to get where he arrived.

3. Make your problems a learning experience.

Instead of complaining about the problems of your life you may regard them as an opportunity for learning and personal growth. As the saying goes: What does not kill me, strengthens me.

Ask yourself this: *What lesson can I get out of this?*

This is a very positive habit to acquire. I have personally worked hard on this item more recently with a specific issue that is going on in my life and that really takes me seriously. I can say with certainty that this has helped

me to deal with the situation much better than at the beginning when I only saw the negative side of what was happening.

4. Protect yourself from negative energies.

Not all negative thoughts come from our own minds. Many are external. If you watch a newscast for example. Sometimes that news of violence stays in the mind and can put you down. So especially, try to stay close to people who are positive. Being next to someone who is always complaining about life or about you is one of the main sources of negativity in life.

5. Fill your mind with positive content.

A book, a movie, people, articles, etc. that provide positive energy for your life and remember that we are the average of the five people we spend the most time with.

6. Focus on what you have for good instead of what's bad.

It is to see the full part of the glass. That is, think "I have many qualities" instead of "I have many defects". "I can make many friends" instead of "I have no friends". Both may be right, the question is which one will you focus on.

With a positive attitude and approach, let's begin the journey of a positive mindset!

Chapter 1 - What Is Mindset



The human being complains too much. He complains of everything and everyone. I have learned that just complaining about everything and everyone all the time will only attract more negativity and complaints. This is very bad.

Complaining is part of human nature. The problem is in living complaining about everything. Then the person is only thinking and vibrating negatively. And, like everything in the Universe and governed by the Law of Attraction, what you think, do, and speak will be attracted and can be realized in life. He who emanates negative thinking will generate more negative energy, will attract more negativity and will materialize and live in negative situations. So we have to think positively.

Our mind has to believe, feel and have positive thoughts. It is with a positive mind that we will attract good energies, live in more positive environments and begin to have opportunities to realize our goals and dreams. Positive Mind is nothing more than using the Law of Attraction to attract to our life what we desire: love, prosperity, travel, health, joy, luck and so many dreams and goals.

And the most interesting of all is that the energy we draw from the Universe to generate positivism or negativity in our lives is the same. The Universal

or Vital Energy is an inexhaustible source that only generates Pure Energy for whom it wishes to attract to his life through the power in the mind.

What makes energy good or bad in a person's life is the thought of it. In other words, you always attract energy. The form as this energy will manifest in your life will depend on your vibration.

Masaharu Tanuguchi, the founder of Seicho-No-Ie, describes the power of the positive mind as follows: "The human being has the power to trace his own destiny, you are the master of your destiny. Therefore, no one can stop you from drawing your own destiny by the power of thought. Your destiny and your situation evolve in a manner consistent with your thoughts".

Positive thinking is the first step of a long journey for you to be happier and achieve your positivity. There are no miracles. There is a need for changes in habits and thoughts to start a new life.

Start by changing your negative or stagnant mental programming and you do start to think positively. You will notice that you will begin to attract new opportunities and more positive people into your life.

"Success is the sum of small efforts repeated day, and the next day too," defines the American author Robert Collier (1885-1950).

Start changing your essence and thoughts to the more positive side. You can complain but then look out for a more positive outlook.

"You can have whatever you want if you know how to create the mold of it in your own thoughts. There is no dream that cannot be made if you simply learn to use the Creative Force that flows through you. The methods that work for one will work for everyone. The key to power is to use what you have, freely, fully, and thus open your channels so that more Creative Force flows through you", wrote Robert Collier.

Make affirmations and positive prayers for 21 days to break and change the vibration. Do you want to try? Here is a list of positive affirmations and a prayer for a better mind.

Positive Affirmations

1. I have unlimited abundance always available to me.
2. I am the creator of my reality.
3. I love myself and accept myself as I am.
4. I am loved and supported by the universe. As an aspect of the Creator / God, I am unconditionally loved
5. I am a powerful spiritual being
6. I attract exactly what I want and need.
7. I have the ability to create and conquer what I desire.
8. I am a spiritual being living a physical experience.
9. I am at peace with the world around me and the world is at peace with me.

Peace originates in me. The serenity of God's cosmic power floods my mind. The spirit of goodness radiates from me to all mankind.

I take shelter in the most secret corner of the Most High and proclaim, sincerely and affectionately, that all members of my family, all those who are associated with me, and all beings, are divinely oriented to truly manifest themselves in life, in order to become, in all respects, divinely happy and prosperous.

The river of God's peace runs through my mind and my heart, making me radiate peace and kindness to all people. I feel that I am always involved and protected by an infinite circle of divine correction and love.

I declare and firmly proclaim, with faith and confidence, that the cosmic wisdom of God inspires my intellect. I know, therefore, that I am inspired by the highest. I see, in everything, harmony and not discord, peace and not pain, love and not hatred, joy and not sadness. I see life and not what is called death.

All those who are dear to me and who are associated with me are included in my prayers, which make them completely receptive to divine love.

I always forgive myself spontaneously and wholly to all those with whom I disagree, refraining from all bitterness and hostility. I always see in others the divine image and I always desire you health, happiness, peace and all the blessings of the Cosmic and eternal Wisdom.

I spontaneously dedicate to others my love, my wisdom, my understanding, and my resources, distributing, according to divine guidance, His riches. The peace of God, which escapes all understanding, floods, now and always, my mind and my heart.

Chapter 2 - Developing A Positive Mindset?



Imagine that you are playing a football match and you are going to hit a penalty. The judge whistles, you practiced in the training, and are ready for the beat. Suddenly a thought arises in your mind, "do not throw the ball out."

What happens every time this thought arises in a situation like this? The ball invariably goes out!

The reason is that the mind is not a gauge of reality, it does not intrinsically differentiate right from wrong. It only knows how to distinguish right from wrong because of what we have said is right and wrong. Just thinking about doing something, takes what we are thinking to the center of our thoughts and actions.

Hence the importance of building a positive mindset The mindset is thus defined by Napoleon Hill: Procedure that leads to the realization of an entirely positive mental intention. The procedure is the set of acts in a sequence that lead to a predetermined result. To materialize is to accomplish, to make it happen. The intention is will, desire.

Then we can understand that a positive mindset is a set of actions that lead to the realization of a desire through positive thoughts. However, for the realization of the selected desires, the mental procedure must be totally 100% positive. If only one thought, simple, short, negative, will be enough to maculate the whole procedure, and so the expected result will not be achieved.

So to say, even if mentally (by thoughts), we say not to do something, "do not throw the ball out," sometimes it's really like programming to do just that.

Instead of thinking, "do not throw the ball out" we need to control, dominate our mind to think only "make the goal" in 100% of the time until actually kicking the ball. Such a procedure will invariably lead to goal or goal achievement. This is just an illustrative example to make understand the importance of positive thinking in life. It is worth remembering that this is applied to any situation we live in, the thought we have is that it will take us where we want or not.

This is the influence that a positive mindset can mean: The difference between success and failure. This applies to everything we do in life.

How To Develop A Positive Mindset

One of the greatest secrets of successful people is to maintain a positive mindset even in the face of challenges. For those who have a business of their own or seek greater professional appreciation, this behavior is very important, because staying positive is one of the keys to persistence, which is one of the pillars of success.

Digital entrepreneurship expert Alan Pakes admits, however, that it is not easy to have a positive attitude when we encounter problems. "I myself was the opposite of this and let the difficulties take away my calm, sleep and logic."

Founder of the first online congress in Brazil, CONAED, Pakes recalls that the biggest problem when we despair is not being able to think normally and believe that there is no solution. "It's this kind of trap that may be able

to destroy, in seconds, a business of years. People should flee from this thought. "

To help you stay optimistic and positive, look at these 5 practices:

1 - Find Your Inner Happiness

We all have something that makes us move forward, that animates us, gives us strength and serves as propelling energy for our actions. It can be family, love, success, faith, a hobby, travel, etc. Whatever causes you this sensation, enjoy it. Cultivate this daily within you and cling to what keeps you walking.

Put a reminder or symbol that refers to what makes you happy in one place you can see daily, not to forget and stay inspired.

2 - Manage Your Stress

The way you deal with your stress can save or sink you, depending on what it is. Of every 10 workers, 3 suffer from total scam, the Burnout Syndrome. Even at lower levels, stress can cause physical and psychological problems, such as headaches, exhaustion, high blood pressure, gastrointestinal problems, the feeling of disability, and depression.

Each person has different ways to relieve stress, so find the one that works for you. Singing, painting, dancing, writing, doing physical exercises, listening to music, and meditating are some effective and popular ways to combat discouragement. Always reserve space in your calendar for some enjoyable activity.

3 - Stay Motivated

Often, when we go through a long process, such as having a business of our own, we forget the reasons why we are doing certain things. Always remember what motivated you to begin, what goals you have already achieved, which ones you still want to win, and what your biggest prize is. And then stay focused.

Success takes time, persistence, and trust. Many people try thousands of times before they can. Remember: even if you have tried several times, the next one may be the right one!

4 - Prepare For Everything, Including Good Things

We cannot predict what will happen, so always be prepared. Yes, bad things can happen, as well as good things, and you have to be ready to take advantage of them. Be open-minded and do not let negative events tear you down. And if that happens, get up! You will encounter obstacles and make mistakes, so accept them and learn from them.

You will also find joys, opportunities and various wonderful situations. Also make sure you are ready to grab the opportunities, live your dreams and get the best out of it.

5 - Build A Positive Network Of Contacts

Jim Rohn, entrepreneur, author, and motivational speaker from North America, says we are the average of the 5 people we spend the most time with. We tend to approach people with the same vision and attitude as ourselves, and this can be both good and bad. If you have a negative view of the world, you may end up approaching people who think the same way and even if they do not want to, they will let you down because they can not see a solution either.

On the other hand, if you get along with more optimistic and confident people, they will help you to always see a positive response, solution or action. Of course, you do not have to take people out of your life, but create a network of contacts that you can trust and find motivation!

"There are several keys to success, but I have learned from experience that maintaining a positive mindset is by far the most important. Through it, it is much easier to conquer all other keys," says Pakes.

The Importance of a Successful Entrepreneurial Mindset - The Principles:

Principles are fundamental so that man understands the basic principles can choose and apply any method with ease. Whoever understands the right principles can modify specific methods by applying each technique ideally to what he wishes to accomplish.

The opposite is not always the man who leaves trying desperately trying to program methods without understanding the principles, is sure to have problems. Before we try to program the specific techniques of how to build a website, bring more traffic, convert more e-mails to our list, but fans to our page, it is important to have this very well built base.

The easiest part is to work together on this strategy of concrete tips and specific actions because it is very easy to follow instructions are quite simple. We have here a process of reflection that will help you to promote the questioning a reformulation of our psychological side.

We have to understand this part of grounding for a firm basis that will naturally guide us throughout our process. As much as we bring several guides and tutorials step by step to ready strategies let's say there are mini cake recipes to be followed, the path of entrepreneurship is very common that something unforeseen happens.

So it's important to know how to change direction in the middle of the road, without a good base we always depend on step-by-step tutorials whenever any of these changes happen.

Instead, I really like the philosophy of teaching fishing rather than just giving the fish ready.

I teach two things: first, we will learn to fish fundamentals, philosophy, part of principles and then logically, we go to different techniques step by step, that is to say: It is the fish of our method.

With the principles and entrepreneurial mindset, each of us will develop a unique style of fishing we will not be outdated as new technology appears.

Knowing the basics, we can adapt to a future in which twitter, Facebook and other tools of today may no longer exist or may no longer be relevant in

the future. What really makes the difference is our psychological side with that well-adjusted everything else techniques that are much simpler.

Together we will see what are the positive principles that kind of mentality is negative, which have to be avoided and we will change the way we think, how we deal, with our emotions mainly put their hand in the dough. Changing the way people put their hands on the masses is critical.

Understanding the psychology behind entrepreneurship in this way means that we better understand how to create our business model to our marketing strategy and also to manage our business. Psychology is the study of the behavior of our mental processes as we examine the emotional system and how our mental state works.

This often reveals some incoherence between our rational plan is our emotional desire and a lot of people do things that have no meaning. You have noticed when some friend of ours complains that I am not being able to do anything and only that this person is behaving in a way that obviously does not come close to the result.

We do the same thing. For us to harmonize the rational goals, we have to have the emotional desire of the first step. It is to better understand what is happening with us and have a look within the principles that reveal the ideal mentality for entrepreneurship.

This is essential so that we can record theoretical learning in concrete actions and everything gets much easier when we start with the principles is the right mindset. I know that in any training, we have the tendency to want to jump right into the techniques, take the tricks to a series where we will carry out various practical activities.

Practices together will show us step-by-step optimization techniques, but these techniques will not serve us at all if we do not have the right mindset with the solid principles that will guide us in accomplishing our work.

The Not Important is Not Important: Knowing is Doing.

If you will achieve tangible results in another reason why only pure information is not of great use you have gone through a time when you

knew exactly what to do only that you did not become paralyzed. When we are learning something we should always observe for example:

If a beginner is learning to drive a car, it is correct that if you have the driver's license, you know how to drive and it is not very difficult. It is a single block of information, but the first time you will be driving multiple blocks of information have to be processed at the same time.

For example, you need to study and have the right knowledge to drive. Nowadays it all goes automatically to our subconscious mind.

So are principles that an entrepreneurial mindset that will also guide our routines forward. This is very important because they are digital entrepreneurs we do not have a boss who keeps watching our work, we do not have a schedule to enter the service.

It is very tempting for you to take a nap alone now in the afternoon and suddenly wake up after 90 minutes. This totally deregulates our routine, these are some of the negative habits we have to avoid.

Now on the other side of the story with the entrepreneurial mindset, there are also positive habits that we can and should develop in entrepreneurship. For example: Controlling our schedule if we often have to go out at night by working, this is an indicator that things are probably not very well structured.

It has several other positive habits one of them is to partner with market influencers, treat suppliers with respect, follow tax accounting legislation strictly, and treat our clients as we would like to be treated.

By developing good habits and a good entrepreneurial mindset, everything else is much easier. This is why this book will begin to prepare our entrepreneurial mindset. Let's study the pillars of an entrepreneurial mindset.

Love What You Do

The concept 'Do what you love' is a very relative concept, and in my opinion, is very misunderstood. I believe the ideal would be whatever you

do, the reason is that there is a risk of us believing that the idea you love and the money comes as a consequence.

There are many guidelines for career entrepreneurship and it has to , so that we can avoid financial disasters. Imagine my passion is to be playing video games all day long and eating popcorn with bacon, that's what I love. All day doing that.

Would There Be Any Result?

The same more advanced person is smarter in this activity can identify a frustration that probably found in other people who also love it.

Of course, there could be potential clients also living in this situation. So I could develop a solution and create a product to be sold.

What is recommended is first to find a niche market where we find the potential to be exploited to be capitalized.

After verifying the economic viability, we have is an ideal place to fall in love with this activity, without this logical passion we have the mediocre tendency of having difficulty presenting something extraordinary, differentiated and innovative.

The market to which it has a differential, that the passion for what we do is a very important and indispensable element, without liking what we do we can hardly activate our creativity perseverance forces to develop a valuable solution.

But it's not all the things we love that will bring the profit. First, we have to identify what has the potential for profitability.

This is the first step after which I will try to ask myself:

Is what I love is what will generate profitability?

But do something that brings something important after this book something innovative, different. Taking these actions you will find much

more about market analysis so we have to be attentive and we have to follow content, to make sure that we are going to offer value to people.

We are paid in proportion to the value we create for other people. This is the basic concept of entrepreneurship. Smart strategies begin when a person offers them a value product or service by solving the problem of their audience. We are entrepreneurs who want to find as many people as possible who are interested in our product as problem-solving.

Or, whether we want to keep our clients loyal, this happens, the quality of the product or service we offer is of high value and quality in the market. The important thing is to offer value first. When we have our own business, we are offering not only our products or services but rather the resolution that is within that product of that service.

An interesting point is that we are paid proportionally to the value we offer to our audience. When we are employees, we have no profit, we receive payments and we do not generate value or solution. We are going to work as an employee and receive a salary.

Entrepreneurs and entrepreneurs have to take the solution to customers. The responsibility is ours when we are employees, we have to carry out only tasks for the owner of the company. The bosses are willing to pay to offer value to penetrate the mind of the consumer.

Understanding that he really wishes he strives to offer the best to persuade his client. Suppose you are thirsty in the middle of the desert.

What do you need? The concrete answer is water.

When you locate the demand everything becomes easier.

The Second Pillar Stop Thinking: Equal to Employee.

The worst kind of mindset when we start a business and we keep thinking, acting, and working as if we were employees. This is one of the most venomous ways to contaminate our business and to think like the employee.

The problem is that the employee is already within a defined structure. Building this structure is very different. When you have a job, there is another paradigm and another level of responsibility in the job. I arrive, I do my job right I receive my salary agreement every day and I punctually work.

No need to have to worry about whether the economy is heated, whether the customer is satisfied or not, if a customer is bringing me new customers, there is an isolation of the concerns of the company and the employee.

Especially a huge gigantic enterprise what happens is that the job gets even more specific. I'm just going to do that and nothing else. There are even companies that even punish employees who are undisciplined and hurt departments, and staffs.

But unfortunately, there are some companies out there that disrespect the consumer and have a nonexistent support system. The customer waits for hours and hours to be attended, they spend weeks and nobody answers everything of low quality.

A major confusion of all companies is that the employee often does not care about the general system that they can offer.

There is that employee who takes care of his specific area and if he does everything right and the salary gets dripped every month. When we are entrepreneurs, it is different. We have to set goals. In fact, when we abandon the thoughts of an employee and we assume an entrepreneur mentality.

Now we are no longer in that "I'm going to do my part and stop" zone. The focus now is to create value and make a profit. The difference between being an employee and being a business owner is that in the view of employment, many people are just waiting for the dribbling salary every month.

They think: Am I going to gain a raise?

People lose their jobs, not results.

They work, knocking on point, arriving on time and fill in the report while smiling. There comes a time when the boss, for his efforts, ends up promoting the employee. In entrepreneurship, there is a different goal: to permanently seek customer gratitude and customer satisfaction.

Entrepreneurship adds that having satisfaction in taking on new challenges and interacting with different people is the way to go. The journey offers value to this and ends up being the most important secret to change this employee mentality that hinders our growth.

I'm not generalizing I know there are sensational formidable employees who actually wear the company shirt you might even be one of these rare people congratulations. With all due respect, this is a minority. You may be an exception that has a talent that unfortunately does not exist in abundance in the market.

So it is important to keep this type of posture as a position of entrepreneurship. If you want to enter the market as an entrepreneur it is necessary to abandon the employee mentality because in the market this mentality does not make the difference.

In entrepreneurship, every minute is precious, every minute is an opportunity for growth.

We have to keep in mind that proper planning is important for your time to generate profitability. This is why it is important to invest in knowledge, automation tools, consistency, and various other strategies. Your time needs to be calculated objectively to generate revenue in your online business.

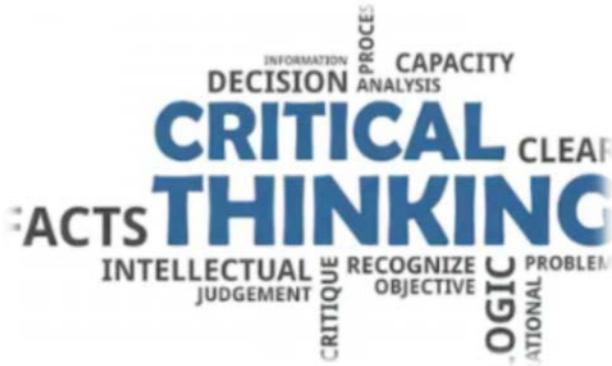
Let us understand which are the mentality patterns generally adopted by employees. The education system and the general culture of society tend to indicate standardized ways that do not contribute to the development of our entrepreneurial side.

You will now know how to maintain an Entrepreneurial Mindset that promotes the transformation of our vision and attitude, which transforms the basis of our structure forward.

How to use focus to deliver greater value to our customers: Profit will be a consequence of good choices with proper growth.

We will accelerate our strategies so that we are not just in theory. Let's list the first few steps that we need to get started on a successful path. We'll look at effective strategies to win customers.

Chapter 3 - Critical Thinking



Critical thinking involves an intentional judgment, in the sense of reflecting on what should be believed or how to react to a close examination, to an experience, to an oral or textual manifestation, and even to the propositions of others. It is also linked to the definition of the content and value of the object of observation.

Regarding a certain conclusion or reasoning, this thought assesses whether there is an appropriate reason to accept the thesis as something authentic. Fisher and Scriven argue that critical thinking is a competent and agile understanding of observations, expositions, knowledge, and discussions.

Today the term 'critical' usually has a negative sense of reproach, which does not always correspond to reality when it comes to critical thinking. A good example is that critical-thinking reasoning can be interpreted as positive.

This way of thinking is not built on uncompromising and speedy methods but on conceptions and precepts. It is based not only on logic, be it formal or informal, but also on broader mental notions, such as clarity, reliability, precision, importance, expressive value.

Critical thinking is based on the detailed study and substantial estimation of arguments, particularly those that the social group believes to be authentic in the day-to-day scenario. This opinion is concretized especially through the reflection, the experience, the argumentation or the methodology adopted by science.

This thinking demands clarity, accuracy, equality, and clues since it aims to prevent personal visions from being used. Thus considered, it is linked to the permanent doubt and the perception of the simulations. Through this practice, the subject invokes the cognitive elements and the intellect to achieve an acceptable and understandable posture about a given proposition.

The researchers say that it is necessary to assume the position of a critical thinker, that is, to identify and not use the discrimination that is born of knowledge; recognize and highlight the particularities of the arguments; estimating the value of the data sources, and finally examine the arguments.

It is good to emphasize that critical thinking is not intended to convey a pessimistic view of the context nor present a tendency to find imperfections and errors. Nor is it intended to change the mentality of individuals or occupy the place reserved for affection and feelings.

Its purpose is to prevent the tensions of society from provoking standardization and passivity. Those who adopt this way of thinking seek to identify and ameliorate or even prevent the illusions and misunderstandings to which they are subjected in daily life from manifesting themselves.

That is why they doubt the origins of the news, often coming from the media because they almost always distort the real. The ultimate principle of this thought is to question what you read or listen to and try to get as close to objective information as possible, and with the highest degree of accuracy.

Critical Thinking

Critical thinking began with the Greek philosophers in classical antiquity. Some philosophers like Socrates, Plato, and Aristotle were certain that it is

possible to use thought by accepting certain rational or logical principles, in order to reach the truth, or at least to prevent the wrong ways of thinking.

This type of thinking is based on studying the aspect of reasoning, in particular, the claims that society believes to be true in everyday life. This analysis can be done through observation, experience, reasoning or scientific method. Critical thinking needs clarity, precision, equality, and evidence, as it seeks to avoid specific impressions. In this sense, it is connected with skepticism and the revelation of deception.

All human beings rely on diverse beliefs that help form a worldview in which they live. This method of belief is very complex since many beliefs we know are taken from others by wrong thinking. For this reason, critical thinking wants to be a practice that allows us to analyze, create and evaluate belief schemes.

During the process of critical thinking, it recalls knowledge and intelligence to achieve a fair position on a particular subject. Among the steps to be followed, experts show that it is necessary to choose the attitude of a critical thinker; identify mental prejudices; define arguments; analyze sources of information; and evaluate the arguments.

It is important to emphasize that critical thinking does not cause negative thinking or the ability to find defects and failures. Much less is it about changing the way people think or exchanging emotions and feelings.

The goal of critical thinking is to prevent social pressures that lead to standardization and conformism, as well as to define the quality of beliefs and how to control the beliefs that we are exposed to.

Developing Critical Thinking

To begin to develop critical thinking, it is important to acquire three different aspects: curiosity, understanding, and logic. However, it is important to note that, in addition to these qualities, critical thinking is an activity that must be carried out frequently until it reaches perfection.

- Curiosity: ask questions; not being content with easy solutions and seeking more knowledge, are the characteristics of curious people;

- Understanding: understanding the scenario of a problem is notable for becoming a critical thinker. If you highlight a small aspect, you may not be able to evaluate effectively;

- Logic: Using mind-challenging exercises to encourage logical reasoning such as Sudoku, crossword puzzles, and challenges that encompasses reasoning.

From the moment these three traits are worked out, critical thinking is likely to get to your mind faster. Thinking critically is a time-consuming activity that requires dedication and effort, let go of your beliefs and begin to analyze situations in the best possible way.

The Importance Of Critical Thought

As we are exposed to the difficulties of the world, external influences on learning become increasingly important, since people's personal experience is restricted and the application of a priori reasoning is limited to the phenomena that are known with more depth.

In today's society, known as the "information society," people are exposed daily to a huge amount of information from a variety of sources with different qualities and credibility. If on the one hand this large amount of information provides the cultural development of people, something that would be impossible a few years ago, on the other hand, can provoke ignorance. It seems like a contradiction, but it happens because of all this information, there are those that are true and those that are false.

And critical thinking exists to address this issue by helping to identify the quality of the information you have access to and to discover who the real external authorities are. Its use is still very small, due to the ease with which rumors spread through society through beliefs.

Frankfurt School

The School was founded in the first half of the twentieth century, from the union of a group of scholars who came together for the purpose of producing the Critical Theory.

Also known as the Institute for Social Research, they formulated a society-based critique, questioning the generative patterns of things happening in today's civilization, while society was experiencing a period of instability and many political and economic problems.

The group involved in the production was driven by theorist Theodor Adorno, who stimulated the participation of many others such as Walter Benjamin, Marcuse, Otto Apel, Max Horkheimer, Jürgen Habermas, Leo Lowenthal, among others.

The main point for the creation of the Frankfurt School was frustration with the Bolshevik Revolution, which led to the formation of the group that worked nomadically until they reached the United States, where they increased the field of study supported by American culture.

The Frankfurt School presents the following characteristics:

- Rejection of material revolutionarism along with cultural actions;
- Reinterpretation of Marxism and the world through Marxist theory;
- Criticizes the alienation and imperialism coming from the western culture that prevented the less favored classes;
- Development of critical sense and measures to boost the breakdown of social values.

You probably get an absurd amount of information every day. Much of this content circulates through social networks - and the origin of stories is not always reliable. In order not to believe false news or fall into hasty judgments, the solution lies in developing critical thinking.

Critical thinking makes all the difference in the job market and in academic life. Having critical thinking is key to not falling prey to rash judgments. This ability is important in both personal and work life. Those who take a critical stance toward the world are able to analyze situations more clearly. In this way, you have the possibility to make the best decision.

Tips for Developing Critical Thinking

Here's how to train this important mental faculty.

Open The Mind

First, abdicate from prejudice and try to understand different opinions of yours. Even if you disagree with the argument, listen before you respond. Try to analyze why the person thinks this way: in what context do they live? What is your personal trajectory? What are the strengths of your personality?

Do not worry about finding solutions to the problem or answers to the question. The important thing at this stage is to shift your point of view and put yourself in the other's shoes.

Always Distrust

Never accept truths as ready and definitive. If a story sounds too absurd, run after more information. Did you read a "news" in WhatsApp? Be suspicious. Go to the known journalistic portals. See official sources. Make sure it is not a rumor.

The speed of social networks leads us to share a lot of nonsense without thinking. Take a deep breath, analyze the link calmly and confirm the truth. You do not need to express an opinion on everything - even more by using dubious references.

Do not believe everything. It is important to confirm the truthfulness of the information.

Take It Easy.

In the hitch of the previous tip, another relevant point to exercise critical thinking is serenity. Instead of being carried away by your emotions, take a rational approach to day-to-day issues.

If you consider yourself too flustered or anxious, try meditation techniques. Try to move from the center of the problem to analyze it coldly. If you can not do this yourself, get help from a trusted person.

Analyze The Consequences

Remember, too, that every action has a reaction. Comments can be misinterpreted. Attitudes can hurt rather than benefit. At the time of a complicated decision, evaluate all scenarios. Imagine the possible consequences and check which output will be the advantage. Take as much time as you need.

One suggestion is to exercise logical, important thinking in hours like this. Solve crosswords, sudoku or IQ tests. These exercises help you visualize cause and effect.

Expand The Horizon

Watch movies and the News. When encountering a controversial topic, think about what you change in that situation. Discuss the issue with your friends, family, and co-workers. The exchange of ideas, especially with people who have opposing opinions, broadens our view of the world.

However, reiterating hint 1, respect your interlocutors. Do not crash just to disarm the opponent. Face the conversation as a sum, not as a division into opposing tribes. The construction of critical thinking is done in society in society. The more contributions, the better.

Strategies To Train Critical Thinking

Critical thinking is essential to form citizens with a social conscience, ability to make decisions, solve problems, anticipate events and be tolerant towards different views

Critical thinking can also help us increase the number of positive choices we make. Try to get to know the mental maps of the people around you by being open to new points of view on a subject.

For critical thinking, it is important that we are able to recognize the lack of objectivity of an argument and have the ability to change. Can you detect the main ideas of a text and leave aside the attachments? The ability to interpret is critical to critical thinking.

Critical thinking demands that we examine the facts and the surroundings in a thoughtful and self-reflexive way, avoiding impulses and actions without

thinking. It also forces us to balance our motivations and to analyze whether the reasons we are referring to correspond to rationality.

When we need to make a decision, critical thinking can also help us increase the number of positive choices we make. All available options should be scrutinized and subject to skepticism.

5 Strategies to Improve Critical Thinking

1) Formulate A Problem

The first step to critical thinking is related to formulating problems and vital questions with clarity and precision. This is the basis of this type of thinking, reflection on a particular problem that can be social, political or personal, among others. At this point begins your path of reflection and search for solutions to the complexity of life.

2) Gathering Information

In order to get a critical thought on a particular topic, it is important that we have knowledge of the cause and for this, we need to gather information through books, Internet searches or talks with experts.

If we need to make a decision critical thinking will also help us choose the best path and how much better informed we are about the different options the better. Accumulate and evaluate all relevant information at your fingertips and use abstract ideas to interpret information actively. It reaches conclusions and solutions through relevant criteria.

3) Apply The Information To Make The Best Decision

You can implement this strategy by asking questions. For example, when facing a decision we can question: What concepts are at stake ?; What assumptions exist? Will my interpretation of the information be logical?

4) Consider The Implications

In this field, it is very important to understand all the implications even those that are most unpredictable. It has an open mind, recognizes, evaluates the assumptions, implications and practical consequences of any thought or action.

5) Explore Other Points Of View

In this way we are able to explore alternatives and evaluate our choices, helping us think more informally. In the day-to-day, we spend time processing information and making decisions, although most of the time the process is done mechanically. There is nothing better than to be aware that we are or are not using our reasoning properly.

Critical thinking is one of the soft skills that companies are valuing today and it is also linked to communication because it is not enough that we are easy to express ideas, it is also necessary that they be consistent and capable of presenting solutions.

Aimed as one of the triggers of psychological well-being, thinking positively can be an everyday practice

"Think positive" is the general advice to overcome any difficulty. But what, after all, is being positive? "A positive person is one who is confident in life", summarizes Maria Teresa Guimarães, life coaching. But there is a big difference between being positive and being idealistic. Positive people are realistic. "Healthy positive thinking generates thoughts and attitudes that will reflect in life. For example, to pass the entrance exam, the person is motivated to study", says the therapist and yoga instructor Fabio Mocci Camargos.

We've put together a few tips for you to put into practice day in and day out and make yourself a positive person.

1. Being positive is a choice and depends on practice. So the initiative has to come from you. "Positive people are more rational", says coach André Lado Cruz.

2. A positive attitude can be trained. A good way to practice it is to meditate daily, even for a short time. Meditation consists in observing one's own thoughts. "If thought is not what you want, pretend it is a cloud and let it pass," says Teresa Guimarães.

3. Positive people are not immediate. They can analyze a situation and see ahead. That is why André Lado Cruz teaches that a positive way of being is

thinking in the long term. Remember that the future is produced in the present and what is not so good now can become better if cultivated positively. "Having a goal makes the weight of the road bearable," he adds.

4. View photos of animals and cute things can have a greater beneficial impact than you realize. A 2012 survey developed by the University of Leicester showed that looking at pictures of cute puppies increases concentration, making performance in everyday activities better. With more focus, it is possible to find rational and logical solutions to the problems that arise.

5. Music brings many benefits. Among them, the ability to release stress and cultivate the mode of personal expression. How about learning to whistle your favorite song?

6. Laugh and smile! Thinking positive is a matter of training. For this, always try to emanate positivity. If it sounds too difficult, coach Teresa suggests a technique. "When you're feeling loaded, close your eyes and smile. Or, show your teeth to the mirror. Did you notice that something inside you was lighter? "

7. Evaluate all sides of a situation. Did you break up with your partner or fight with your friend? Maybe it's time to review what people are needed in your life. "The positive person has a rational attitude towards life. Basically, because she believes everything is good, she focuses on the affirmative side of life's opportunities, "says Teresa.

8. Cultivate enriching relationships with uplifting people. Also, do not be afraid to cut those people who do harm to your life. "We are receiving and transmitting stations. They have people who exude good things and make us want to be around. On the other hand, there are people you barely sit around and already want to leave. Cultivating the relationship with those who do us well is necessary for mental health ", explains the life coach.

9. Disconnecting yourself a little from problems is important to maintaining a positive attitude. Turn off the computer or the television and go for a spin on the block, enjoying the sounds around. "It's hard to be positive in a world where we are bombarded with negative information," comments Teresa.

10. Be careful of the environment you create, both for your friends and for your family. The therapist Fabio Mocci explains that the environment influences the way the person faces life, especially the way of creation. "The family context in which you are involved weighs a lot. If one has oppressive parents, one can become a pessimist. " So realize if your pessimism is "inherited" and get rid of it. And always try to create a harmonious environment around you.

11. Say 'yes' to new opportunities. Be a person more open to unplanned events. Many good things can come from places you did not even expect and plunge into the unknown often expand your worldviews.

12. Do not make decisions in situations of extreme emotion, be it anger or happiness. In the euphoria, we often say things we may regret later, which creates an uncomfortable situation for everyone. A positive person is, above all, rational and conscious of his own actions. When in doubt, clear your mind, take a deep breath and count to 10.

13. Pay attention not only to what you speak but to how you speak. An interesting technique is always to question who the information will bring benefit. "It's no use to want to be positive if you talk badly about others," André says.

14. Spend your time with experiences instead of assets. The learning of the experiences is significant for the rest of life. "One of the benefits is feeling good. Every thought and action produces a biochemical discharge that makes people experience different sensations with each new experience," says Teresa Guimarães.

15. Perform internal cleaning. Not keeping grievances and forgiving failures are ways to begin this process. "The 'internal ecology' brings about a recycling of bad thoughts, and internally re-creates them to return to the environment in a softer, more pleasant way and in keeping with our identity," says the coach.

Chapter 4 - How to Use The Power Of Positive



Thinking?

Positive thinking is not just seeing rainbows, butterflies, and unicorns at all. In doing so, we are ignoring a portion of reality, which is not made pure only at all times. We then run away and create an aversion to positive thinking, because even thinking positively, things continue to go wrong, which leads to even more frustration.

This makes us skeptical, and it creates a natural difficulty in accepting things as they are, or in seeing the positive side of something. It takes our focus only to the problem, to the complaint and to what is wrong. This is the critical point of not understanding the real meaning of positive thinking.

The power of positive thinking has to do with finding the solution in any event, even in the midst of chaos. When we focus on the problem, this puts us in a situation of victims, which does not effectively solve the problem (can you see this?). The problem still exists and we only bother to martyr ourselves for it to have happened.

By shifting our focus from negative to positive, we are focusing on how we will deal with a problem or situation, and so we are closer to actually solving that. Therefore, see from today the positive thought as a "resolute thought". That is, a thought that is interested in moving on without parking in place and putting blame on what is around.

What Is The Power Of Positive Thinking?

By making this exchange constantly, we are creating a positive pattern in our lives, which depends on being always willing to solve a situation. This gives us an extraordinary power to prepare ourselves for any event in our lives, whether personal or professional.

Just think how much time you would save - or better, how much energy you would save - if you just focused on solving the problem, instead of choosing all the martyrdom, the complaint, the guilt, the frustration, the fear, the indignation, the anger, and any other feeling to try to justify an event. Positive thinking gives us more energy to focus on what really matters in our lives.

How To Use This Power?

In Pandora Training, we use a tool called Self-Challenges. These are small pattern changes that you will be challenged to do to break down what bothers you and start focusing on improving your life in many ways. Below I will point out some self-challenges that you can undertake to start thinking positively. Choose one at a time, and do at least a period of 7 days:

- Stop abusing
- Stop gossiping
- Cut verbal judgments to other people or events
- Whenever you think about judgment, make 3 compliments for different things
- Change perception of the that "seems to be" for what "really is"

Exchange your judgments for solutions, and live a life more willing to achieve what you really want!

The Importance of Positive Thinking

There is a lot of talk about positive thinking and the power of thinking. But will the thought have such power?

The human being is constituted by a physical and a psychological dimension, it is undeniable the mutual influence and interaction. However,

despite this obvious and undeniable interaction today, it was not always obvious. But Rene Descartes, a French philosopher, mathematician, physicist in the seventeenth century, believed that mind and body were different and independent things, but he was mistaken since there is irrefutable and evident evidence that mind and body are interdependent and inseparable.

Psychologically we are constituted by thoughts, attitudes, behaviors, personality, etc. Considering thought the most basic element, constituting most of the other elements.

To consider then that thoughts have no influence on the body is to ignore centuries of knowledge.

Each thought is responsible for producing certain substances and hormones in the body. When we are afraid the organism produces some substances and when we have pleasure produces another. When "fear" is very intense, panic can arise, or when it remains for a long time, stress may appear and these symptoms already have a more visible reflex in the body.

The immune system is the system responsible for the defense mechanisms of our body against external invaders, such as bacteria, viruses, fungi, chemical elements such as poisons, etc. The immune system, on the one hand, prevents diseases from settling and on the other combats those already installed, with the goal of "healing" the body and mind.

There is strong evidence that thoughts influence the immune system, in short, positive thoughts make you stronger and negative thoughts weaken you. It is not difficult to observe, look at the optimistic and pessimistic people they know, most likely the pessimists will have more diseases, the diseases will stay longer, they will have more pains, than the optimistic people. The "happier" people, who laugh the most and who have more fun, tend to have fewer illnesses and recover faster than the rest.

Thought influences the body, so positive thinking will influence positively and negative thinking will negatively influence.

I do not completely agree with these statements, as you can see Decoding the Secret: Law of Attraction or Pygmalion Effect? The power of thought in

the organism is undeniable, both form something like a mathematical equation, in which body and mind can be the opposite sides of the same equation. Any change on one side will necessarily reflect on the other side. But at external level goals, in my perspective only, positive thinking, does not generate success. The behavior has to be congruent with thinking, that is, do not just think positive, the behavior must not go against positive thinking.

It is also visible and observable that well-disposed people attract well-disposed people. Successful people attract successful people. Pessimistic people, on the other hand, attract pessimistic people.

The act of positive thinking can always seem to be meaningless to some people. Because of so many bad news that we read and hear every day and the stress of running against the clock to perform the most different tasks makes the energy and hope of many people are slowly undermining.

However, paying special attention to the power of positive thoughts is often the great differential when it comes to seeing life. He who puts his energy on the good side of life tends to reap the fruits of all this more easily. But anyone who deposits the negative energy only in what is bad can hardly see any light at the end of the tunnel, becoming a bitter person.

Looking at the good side of life does not mean sweeping the problems under the rug, but looking at them as solvable issues. This lighter way of dealing with life only tends to increase the positive energies and the sense of happiness. Moving to positive thinking is a matter of practice, a kind of change of habit. Here's why it's worth looking at life with more optimism:

Positive Thinking Makes You More Resilient

People who think positively can hardly despair at any problem to solve in life or work. By maintaining self-control and looking at the question from different angles, solutions seem to come more easily and quickly. Be resilient!

If you have problems with low self-esteem you need to make positive thoughts your best allies. As you begin to value your qualities more than your faults, you will begin to look for activities and people who value your

good side. Astonishing negativity, motivation, and positive energy will have more room to shine in all areas of your life.

Who Thinks Positive Is More Persistent

Attitudes like losing weight, dropping an addiction or getting a dream job is not always easy. In addition to forcing you out of the automatic and comfort zone, people's pressures, saying it will be tricky and you probably will not get it, will be like rocks on your way. Those who develop the practice of positive thinking seek not to surrender to these obstacles and inject in themselves high doses of self-esteem and focus to achieve their goals.

Stress Does Not Get In The Way Of Those Who Have Positive Thoughts

Irritation, high blood pressure, moodiness and palpitation, feelings of stress, may even torment the lives of those who seek to keep their minds focused on positive thoughts, but are managed more easily. The person who puts their energy on the good side of life does not want to waste time prolonging bad sensations. Try to solve the problem quickly and resume your balance.

Positive People Are More Sociable

Positive energy is as contagious as negative. And a person with the astral up there is usually always good with life and ends up becoming more sociable and admired in personal life and in the professional field. In many cases, even your extrovert way of being ends up serving as an inspiration to the people around you.

Positive Thinking is Leadership Skills

One of the leader's functions is to motivate a team constantly. And if he does not think positively, how will he encourage his employees to do this? Another point is that the leader serves as an example to other employees.

Chapter 5 - How To Awaken Your Life For Success



The sun does not shine every day, there is no joy every day, but everything at some moment the always passes, positive thoughts this is the way of the secret, to success in absolutely everything in life. You simply need to continue with positive thoughts.

Positive Thought

How we choose to face the situations that happen in our lives depends only on us. Some people, when they go through a problem, are extremely negative and think that everything is going from bad to worse. While others, in the same situation, stare up, already thinking that this is just an obstacle to something better that is to come.

Thinking about this, we separate positive thinking phrases to encourage you to see the good side of all the events of your life, for nothing happens by chance and better things will come after you pass them.

Positive Thoughts Make All The Difference

I chose some positive thoughts to help you keep your mind strong and motivated. Read and reread to decorate or write on paper. Let's then read the messages of positive thinking.

Thought - 1

It is forbidden to give up your dreams, no matter how many times you fall, stand up.

Thought - 2

When everything seems to go wrong, good things happen that would not have happened if it had worked.

Thought - 3

Do not be afraid of change. Good things are gone so that better may come.

Thought - 4

Dreaming is one of the best things in life, but the best thing is to wake up and fight for each of our dreams!

Thought - 5

Fate is not a matter of luck, it is a matter of choice. It is not something that is expected, but something to achieve.

Thought- 6

A little positive thinking in the morning can change your whole day.

Thought - 7

The best way to gain self-confidence is to do what you are afraid to do.

Thought - 8

End the day always with positive thinking. No matter how difficult it was today, tomorrow is a new opportunity to do better.

Thought - 9

Grab the odds, make mistakes. That's how you grow. Pain nourishes your courage. You have to fail to practice being brave.

Thought - 10

Your mind is powerful. When you filter only your positive thoughts your life will begin to change.

Positive Thinking

Positive Thinking is basically seeing the good side of things from your past and present and at the same time having confidence and optimism in the future.

Consider the following scenario. Two candidates for a job vacancy.

The first candidate before the interview thinks to herself: "I will never get this job. I do not have the skills or knowledge for the job. They must have much stronger candidates competing with me. "

On the day of the interview comes all anxious and insecure. Does not show confidence to the interviewer.

Note As Every Candidate Thought

The second candidate begins to prepare a week before. Rehearses things you want to say. Think "I will. This is my spot. I'm prepared and confident."

On the day of the interview comes a positive attitude. He speaks well, can show his strengths and impresses the interviewer.

Who Do You Think Got The Job?

The negative thinking of the first candidate has already put him in a condition of failure while the second candidate has prepared and entered to win. His positive thinking put him in a state of mind to succeed.

In other words, the second candidate knew how to make use of the power of the positive mind to reach his goal.

Positive Thinking Changes Your Whole Life Story.

Chapter 6 - Foolproof Method to Breaking Bad Habits



Procrastination can cause you to delay a lot of your tasks because of the feeling of laziness and putting off things on your to-do list until the end of the day. If you want to overcome procrastination it's important that you do the right thing and learn how to break habits that hamper your efficiency. You also need to understand that it's not something which will happen within a few days but rather something that needs effort, invested time, as well as determination for you to figure out the most effective ways to be productive and overcome procrastination. There is a lot that you can do to achieve better results within the same time frame. It all involves using methods that work well for you and understanding the importance of making the most out of your time rather than spending it worrying about whether or not you will be able to get something done on time.

Breaking The Task Into Smaller Steps

One of the major reasons people procrastinate is because they find it extremely difficult to get the job done since it seems too overwhelming to complete. While some tasks are small, others may require you to invest a lot of time and the fear of having to deal with such a big project may lead you to procrastinate. Instead of pondering over how you're going to accomplish

a big task, it makes more sense for you to break it down into smaller portions so that you don't need to look at it as a big project.

Let's take the example of writing a book and break it down into phrases that will make it easy for you to complete the task at hand.

You could include the following phases:

- Research
- Narrowing down the topic
- Creating an outline
- Drafting the content
- Writing the chapters
- Proofreading
- Adding the final touches

When you break down your work into smaller portions it seems to be more manageable and you are more able to get the job done on time. Once you have broken down your work into smaller portions you then need to dedicate time and ensure that you get everything done in your stipulated time frame so you do not delay the project. Give yourself a realistic time frame so you don't end up getting things done last minute. It benefits you in the number of ways because it not only helps you to focus better but you end up delivering quality work that you will be proud of.

Change Your Environment

This may surprise you but different environments have different impacts in regards to your productivity. If you suddenly feel demotivated in your workspace or when you are at home try thinking about places that you believe will motivate you to do better. You can also experiment with new places where your productivity is at its peak. For some writers, coffee shops could be a great place to put on your thinking cap and come up with innovative ideas to write about. When you confine yourself to a particular space you don't allow yourself to unleash and think, and this leads to eventual procrastination. Sometimes when you spend too much time at home, the feeling of laziness starts to creep up and each time you look at your bed you may want to snuggle in and go for a quick nap. All of this can be avoided if you think smart and figure out places where you manage to work most effectively. If you like sitting in the library, try and spend as much time as you can there because it's one of the most effective places for

you to focus on work. Libraries are quiet, there are no distractions, and you cannot talk which means you won't be distracted in any way and you will put in all of your energy on work.

You can also head to a coffee shop to work. While you may think such a place would have a lot of distractions, it actually helps you relax and get creative. If you're used to a particular coffee shop, make it a point to visit the same one. There's something about familiar places that help you work better. If you haven't discovered your space yet, you need to explore the possible options that you think could work well for you. However, don't spend your day shifting from one coffee shop to another. If you think this will not work for you, try another alternative such as a library.

Create Your Own Deadlines

As mentioned in point one you should always dedicate a certain amount of time to each task and also set a realistic deadline so you know you must have that task completed by that date. When you have too much work to handle but there are a lot of days before the deadline, you tend to take it easy for the first few days because you are not close to the deadline and psychologically you tend to believe you have enough time before you need to start your task. Unfortunately, people find it difficult to stick to deadlines because they avoid working for a few days and this creates a lot of stress. If you want to avoid all of this you need to remember that apart from breaking down your tasks into smaller and easier jobs you also need to set deadlines for each task. If a task is relatively easy then give yourself a day or two to finish it, and if it's a little more difficult try assigning 3 to 4 days in order for you to finish the job. If the work requires about 15 to 20 days always give yourself at least two days off and during these two days make sure to pamper yourself so you are rejuvenated and motivated to get back to work.

Promise yourself that you will only take a day off when you complete a certain amount of tasks on your list so you know you are at par with your timeline. The final deadline that you pick should be at least a day prior to the actual deadline date because it's always important to give yourself a buffer and a little wiggle room.

In case something goes wrong or there's an emergency you need to tend to, you'll still manage to get the job done on time because of the buffer you gave yourself. If you finish the task before the actual deadline, you can always use the spare day to pamper yourself or relax. After all, you need to rest before you take on a new task if you want to continue performing well.

Eliminate Distractions

While some people tend to procrastinate when they are stressed, others procrastinate a little more frequently. If you realize you are procrastinating way too much and you are not able to focus on a task even after you breaking it down and assigned it time, then you need to eliminate distractions and force yourself to focus. You need to eliminate all external distractions including your social media pages that you browse in between work hours and use a filter to block the sites or deactivate your accounts until you complete your tasks. While most people manage to take control over procrastination by setting certain deadlines and tasks that they should do on particular days, if you are unable to do that, then taking a drastic step may help you to focus and get back on track. Instead of deactivating your social media accounts, you can always ask a trustworthy friend to change your passwords and give them to you only after you have completed a certain amount of tasks. This will help you motivate yourself to get the job done fast and without distractions and it becomes a lot easier for you to focus. Eliminating distractions is not difficult, what's difficult is to take the first step towards eliminating it because we are so dependent and addicted to these websites. Once you absorb yourself in work, you will not feel the need to go to the websites over and over again and you manage to focus more on work and put your energy where it matters.

Hangout With People Who Inspire You

Try and stay away from bad influences. When you spend time with people who influence in a negative way you procrastinate. Similarly, when you spend time with people who have a positive impact on your life you start performing better because you are motivated to do well. When you look at highly successful people and what they have accomplished in their life you realize that it doesn't come easy. One of the most important things that they invested in was effort and long hours of unrestricted work. If you want see yourself in their position or anywhere close to it, you have to follow their

footsteps and do things that makes you more productive rather than force you to procrastinate. A positive mindset has a positive impact on your life and it will help you live a more fulfilling life that benefits you. You'll always have negative people in your life that will tell you to spend time doing things that won't benefit you in any way, but if you want to become successful, you have to work hard and eliminate distractions including bad influences from your life.

It's shocking how much people can influence you and this doesn't just have to do with major distractions. It could even be something as small as forcing you to abandon your task to head out for a smoke break or just to engage in unnecessary gossip. While it's important for you to socialize, you need to know whom to socialize with and how much time you should invest in socializing. You should also consider spending time with people who inspire rather than annoy you. Make sure you spend time discussing ideas, not people.

“Great Minds Discuss Ideas. Average Minds Discuss Events. Small Minds Discuss People” - Social Activist And Former First Lady Eleanor Roosevelt

Find A Friend Or Companion

The one thing that will motivate you to work effectively and enjoy what you do is having a friend or a companion who shares the same interests and goals as you. When you have somebody to encourage you, not only do you manage to achieve your goals a lot faster but you manage to execute a plan more effectively. It also helps you to assist each other during difficult times, and it manages to lift your spirit and brings you back on track. When you spend time with somebody who works with you, energy levels are always high and this automatically brings out the best in the both of you. You can also learn how to delegate tasks together and come up with the most effective solutions to work towards achieving the goal as a team. When you have a partner who has the same goals like you, you convert your work time to fun time and start enjoying what you do.

Tell Others About Your Goal

It's very important for you to let people know what you are doing and how proud you are of it. Whether it's your family members, your friends,

colleagues, or even acquaintances, make sure you let them know about the project that you have taken up and just how motivated you are towards working and completing it on time. While you don't have to boast about how well you are doing, simply inform them about how motivated you are to get work done because not only will this convince you of your motivation levels but it will make you feel proud each time you talk about it and this will encourage you to work harder. Acknowledging what you do lessens procrastination and makes you more confident in doing the job. In order for you to be able to overcome feelings of anxiety or procrastination you have to be confident with your skills. One of the best ways to do it is to continuously talk about your plans and how you are going to execute them in a more effective way. When you talk about your goals don't worry about what other people say, just focus on letting them know what you plan to do. You also need to decide who you want to stop sharing information with. Sometimes people tend to put you down and if you get a feeling of negativity from somebody every time you try to tell him about your goal you may want to refrain from telling these people because they will only make you feel bad about yourself and you will begin procrastinating again.

Talk To Someone Who Has Achieved A Lot

As stated above, if you want to make the most out of your life you need to have a role model who inspires you and guides you in the right direction. This doesn't necessarily mean it has to be somebody who is a millionaire or is very rich but someone who is happy with life and content with what they have achieved. You have to also remind yourself that success isn't only measured in terms of money but also in terms of how much somebody has done and how content they are with their life. You should look for someone you believe has achieved almost everything you would want and look up to them as a role model. Open up and communicate with them so you can get ideas on how you should plan your goals and your life ahead. When you look up to somebody in a positive way and seek advice from them you can always ask for solutions that can help you become a better person.

Recheck Your Goals After A While

If you're haven't procrastinated for a while and you believe that you are getting better at being productive, then it's time for you to check on your goals and see how well you are doing. If it's getting too easy to complete

tasks and you have a lot of spare time you may want to think about how you want to dedicate more time to performing better. At the end of the day, it is all about getting closer to your dream and becoming more focused towards success than ever before.

The more time you spend following the right ways to break from the habit of procrastination, the better you'll get, and this simply means that you should also challenge yourself a little more every time. After all, it's important for you to grow, and in order for you to do this, you have to take a bigger step ahead every few months.

You should also set long term goals for yourself and recheck every few months to see whether or not you are achieving those goals or whether you have gotten any closer to them than you were a few months ago. When you get a certain amount of your goals achieved you should pamper yourself by giving yourself a day off, taking a holiday, or even buying something nice for yourself. It is important to reward yourself for the good work you do because that keeps you motivated to keep doing better so you can provide for yourself and for your family.

Don't Over Complicate Things

One of the worst habits of people who procrastinate is that they over-complicate things by continuously trying to make them better. You need to understand that perfectionism is not something you can achieve all the time, and your work doesn't have to be perfect, it just needs to be done efficiently. There is a huge difference between perfectionism and efficiency and the reason people procrastinate is because they aim for perfection over efficiency. In order for you to be successful you don't need to be perfect you just need to get the job done in a timely manner.

The key to living a happy life is to live a simple life. The more you complicate matters the more problems you create for yourself. You've got to come to terms with the fact that you can either do something about a problem or you can't. If you can, instead of complaining get up and do it, and if you can't it's best to let it go.

Stop Complaining

The number one habit of procrastination is complaining - the minute you break this habit you will become a better person. You are never going to have everything your way. There is always going to be a reason to complain. You just need to learn when to stop and tell yourself that it is not going to bother you anymore. Instead of worrying about a problem, it makes more sense to look at the solutions to solve that problem. While you can control certain situations, there are some that you have got to ignore and move on.

You may not be able to break all the habits of procrastination in one go. As stated previously, break tasks down and start doing it little by little until you complete everything you need to do. Don't push yourself to do things that you can't do and limit your work time to avoid burnout. Remember to take breaks in between tasks and always remind yourself that you can rather than making yourself feel bad about your work. Don't underestimate yourself, because that is one of the reasons you may start procrastinating again. No matter what, always remind yourself that you will do better and you will achieve what you want to as long as you stay focused and positive.

Turn Procrastination Into Motivation

If you have a lot on your plate and you have not gotten started with your list because you believe you will never manage to get anything done no matter how hard you try, just breathe! There is no denying that people lead really hectic lifestyles and they are left with very little time for themselves. While people in the past worked 8-hour shifts, nowadays people spend about 12 to 15 hours to get the job done and this drains them out mentally and physically. If you believe you are not going to finish the job that you have been assigned to do on time, then it's important for you to understand how to positively transform procrastination into motivation and use it to your benefit. Let's be honest, no one likes working overtime, and this can frustrate you and make you feel like you have no time to spend on yourself. If this is something you have been going through then you need to understand that all you have to do is keep yourself motivated and teach yourself how to cut down on the external distractions so you can get work done faster.

Let's start with simple steps and go on to how you can eventually defeat procrastination and motivate yourself to become a better, more positive, and successful person.

Focus

Unplug

The first step towards focusing on the task at hand is to unplug and eliminate all unnecessary distractions, specifically your smartphone. Keep your smartphone in a drawer and do not open the drawer until you have finished a certain amount of tasks you have assigned to yourself. If you absolutely must check your phone to get in touch with people, use it for no more than two minutes during the quick breaks that you give yourself in between work time. Make it a point not to access unnecessary social media sites or chat applications - if you want to send a message to somebody just dial their number and do it the old fashioned way for faster communication.

Clean Up

It's important for you to avoid distractions and clear the physical clutter around you. If you have a clean workspace you are less likely to get distracted, which is why you should make sure that your workspace is as clean as possible. It's common for people to personalize their work desk and make it look aesthetically pleasing. While an occasional family photograph or your favorite mug is something you can keep on your office desk you may want to limit accessories that are diversions and could distract you. Instead of accessorizing your workspace try keeping motivational quotes around to constantly remind you to get back to work and finish the task at hand.

Write Down Your Distractions

The more you ponder on a distraction, the more irritating it can get and you will not be able to get your mind off it. If something is distracting you and you are not able to get it out of your head, write it down. When something distracts you and you write it down you will realize that you have managed to eliminate these distractions one at a time more effectively. Apart from thoughts that come into your head, you should also notice the things around you that may distract you. This helps you to limit their usage or get them out of sight so that you can focus more effectively on work. If you have

negative reading posters or something that's too violent, distracting or graphic, you may want to get rid of them because these will unknowingly make you feel low and make you start procrastinating because they have a negative impact on your mind. When you surround yourself with positive things you feel positive and are more likely to focus on work, but when there is negativity around you it becomes difficult for you to focus on work.

Read

It important for you to exercise your brain if you want to stop procrastinating because the more active your brain is, the less likely you are to slip into a depressive phase or feel bad about yourself. Reading is the best way to exercise your brain - you may want to do the old fashioned way or look for a Kindle to read an eBook. The benefits of reading on paper or on a Kindle is that you rest your eyes and get away from technology. There is something about reading an actual book that makes you feel relaxed. It is also great way to fall asleep and ensure that you are properly rested at night.

Take A Walk

If there are too many thoughts going on in your head and you are unable to calm your mind or your nerves before you start working, try going for a walk. Walking helps you to relax and get out all the negative energy - your body will then feel motivated and confident to start working. You don't have to go for a long walk. Even just a 10-minute walk with deep breathing exercises can work wonders to change your mood almost instantly. You can also listen to some soothing music while you are on a walk. This will help you start focusing on positive thoughts and eliminate procrastination and convert it into motivation.

Stay Healthy

You are what you eat, so when you fill junk inside of your body your physiology automatically gets affected. People who eat junk food are more likely to be depressed and sad in comparison to people who eat healthy home-cooked meals regularly. It's important for you to eat healthily and also exercise because this helps your mind sharp and gives you the mental energy required to get tasks done. It is also important for you to sleep for a minimum of eight hours every day. If you don't rest well you won't be able to perform at work well the following day. Sometimes when people

procrastinate they find it really difficult to sleep because of the number of negative thoughts that fill up their head. If you want to rest well and get rid of these thoughts then you may want to try meditation. If you meditate for a while before you head to bed each day you will manage to sleep more comfortably and be well rested for the following day.

Get Comfortable

If the office environment is too cold or too hot it may affect your productivity. If you notice that you have a lack of focus then something you can do is to smell a lemon. The scent of a lemon is said to help increase your focus and reduce errors, making you work more effectively. Sitting by your window can also help increase your focus.

Go Green

One of the best ways to increase creativity is to have plants around you, because plants make you feel positive and motivated and they help to improve your focus and concentration. It also makes you feel happy and prevents you from procrastinating.

Use Headphones

If you find it extremely difficult to focus on work then a smart thing for you to do would be to start listening to some soothing music through headphones while working. This helps you increase your concentration and focus a lot better.

When you're in an office environment you can't really use speakers since it will distract the others around you. Speakers don't work well in disconnecting you from the rest of the world and you can still hear external noises when a speaker is on. This doesn't happen when you've got headphones which is why it's preferred.

Meditate

Meditation can help you to relax and get out all the negative thoughts from your mind almost instantly. Meditating for a little while every day not only helps you to concentrate but it also lowers the risk of destructive thoughts. One of the best ways to motivate yourself and convert procrastination into action is to start meditating on a daily basis.

Look At Happy Things

Cute pictures and happy photographs are good for you to look at because these make you feel good.

Save Time

Cut Down On Meetings

Overly frequent meetings can be unnecessary and can take up a large amount of time on planning when you can invest more of that time executing the task. If you are in an authoritative position, make it a point to avoid having too many meetings and try to use that time to do execute tasks. When you do have a meeting, you should make sure the meeting is short and concise so that it is it a productive meeting rather than one that just goes on for no reason.

Delegate Tasks When Possible

While it is important for you to work hard, it also important for you to make rational decisions and think on your feet. If you have talented people who can assist you with a job make sure that you delegate some of your responsibilities to them so that the job can be done more effectively and on time. Instead of struggling to get something done, it always is better to have more people help you achieve the goal faster.

Clean Up Your Inbox

The reason it is important for you to clean up your inbox and sort it out is that it saves a lot of time on searching for emails. People these days depend on the internet to get jobs done and the main mode of communication is email which is why your inbox should be as neatly sorted out as possible so that you don't struggle to look for emails or threads. It is just as important for you to have a clean mailbox to work efficiently as it is important for you to have a clear mind.

Track Your Time

Make sure to keep track of how many hours you work during the day and how many breaks you take in between your work time. Doing this on a regular basis will help you to cut down the amount of time that you spend wasted on your break and increase productivity of work. Ideally, try to take

no longer than a 10-minute break in an hour and work for at least three hours before you take a longer break. This will contribute in a small but significant way to help you deliver more effective results within the same timeframe.

Automate

We live in a world of technology where you can automate most things to reduce your efforts, and this is something you should definitely take advantage of. Create an RSS feed and have a certain outline ready to be emailed so you don't have to sit and type every email that you have to respond to. If you know that you are going to say the same thing to 10 people in a day, it makes sense to have a template ready and only have to change a name each time you need to reply. This will save you a couple of minutes for every email you send and you can put that time to better use.

Similar Tasks

Performing all similar tasks together will help you go from one task to the other more effectively since you are already focused on something that is similar. This will take you lesser time than it would if you had to start the task fresh. At the beginning of each day, make sure you check your task list and identify similar tasks so you can group them together and make the most of the flow you have. This also helps you to finish off these tasks more efficiently.

Limit Typing

It doesn't matter how fast you are typing, it is always faster to speak, which is why you may want to use a speed dictation software to get through most of your work. Instead of writing down most of your things, you can record as much of it as possible to save time.

You're blessed to live in an age where technology is so advanced, make the most of it and use tools that can help you speed up your task so you get stuff done faster.

Maintain A 'Stop-Doing' List

While it is important for you to have a to-do list to make sure you get through the various things you need to do on a regular basis, it is also

important for you to have a 'stop-doing' list which reminds you to eliminate certain things that you would regularly do that eat into your time. This list will continue to remind you of the things that you should avoid - each time you look at it, you will know what commonly distracts you and how you need to avoid that distraction. This is a great way to overcome your procrastination habit and turn it into motivation. While most people tend to focus on a to do list, a 'stop-doing' list is just as important.

Stop Multitasking

It's really important for you to understand the priorities of your task and it get done before you move on to the second task. Although a lot of people believe multitasking can help them work better, the truth is that it actually drains your energy and limits your focus. When you spend time multitasking, not only do you end up not being able to be efficient in one task but you also confuse yourself and never manage to pay full attention to a particular task.

Prioritize

Try The Must, Should, Want Method

This method helps you to identify important tasks and also your immediate and long term goals that you need to complete. This is something that you should do on a daily basis and work towards achieving all three goals by prioritizing them based on importance. The must-do tasks are the ones that are most important, should-do tasks are ones you need to focus on, and the wants are the tasks that help you get closer to your long term goals but that you should focus on last.

Avoid Checking Emails On Your Commute

Checking emails is a high priority task but this isn't something you should be doing on your commute because you invest double the amount of time checking your emails when you reach work. You end up double checking them again when you want to reply. Instead, give yourself enough time to go to your inbox when you are settled down at work so you can reply to them the same time you read them, saving on the time you invested initially opening and reading through each mail. This also lowers the risk of losing

an important mail or missing out on one because you forgot to mark it unread it after checking it.

Do That “One Thing”

Ask yourself what is most important and make sure that you get that one thing done effectively. Try to ask yourself every day about the one thing that you want to get done during that day and make sure that you do it first.

Choose Your Important Task Wisely

Look at the list of tasks that you have and pick the most important first so you get it done at a time when you are most energetic and when you are most focused. You can choose to write the tasks on a sheet of paper and stick it to your computer screen or somewhere where you can look at it over and over again so you keep reminding yourself that this task is pending. It's important for you to remind yourself because not only does this motivate you to work a little harder but it ensures that you don't forget about it.

Start With Creative Work

It is important for you to focus on creative tasks and get them finished first because that's when your brain is fresh and you are able to think better. Always try to finish tasks that require your mind to focus more effectively faster than leave it for the second half of the day when you are mentally drained out. Your creative tasks turn out to be better when they are done with a fresh mind and you also end up in investing leisure time doing it.

Be Picky

It's essential for you to be picky about the kind of work you choose because if you end up doing almost anything and everything that comes your way, you burden yourself with too much work and you will not be able to handle it as effectively as you would like to. While it is important to stay busy and have a full work day it's not recommended to bite off more than you can chew because this will affect the overall quality of your work. If you have a clear mindset, you will end up choosing the kind of work you want to accept and pick the things that you know you will be able to complete effectively and confidently. Instead of comparing how much money a task

will make, try to ask you yourself how effectively you will be able to complete these tasks.

Plan Your To-Do List The Night Before

It is very important to have a to-do list on a regular basis. The best way to make the most out of your to-do list is to plan in advance the night before. You will have a clear idea of what your following day looks like and how well you will be able to handle the tasks that you have planned for the day. This habit saves you time of having to sit down and make a to do list at the start of your day and enables you to put that time into doing something more fruitful.

Always Sort Tasks Based On Priority

It's important for you to sort out your tasks based on priority, focusing on ones that are most important and moving on to the ones that are less important by the end of the day. When you start your day, you are always more motivated and you will be able to put all your energy into doing important and urgent tasks better. If something goes wrong during the day and you are not able to complete the remainder of your tasks you know for sure that you managed to finish the important ones and you only missed out on the ones that were not so important or not so urgent.

Always ask yourself five questions:

1. Does the solution help you get closer to your goal?
2. Is it important to your employer/your boss?
3. Does it help you earn good money?
4. Does it make your life easier?
5. Do you need to complete it urgently?

When you have the answer to these questions not only will you be able to prioritize effectively but you will manage to eliminate the tasks that are not so important and it will help plan your day to deliver better results.

Get Motivated

Break Down Your Tasks Into Subtasks

As we had discussed before, you need to break down your tasks into smaller portions so that you are able to deal with them effectively. When breaking down the tasks try to focus on creating sub-tasks that are no longer than 30 minutes each because this will allow you to put in more effort into completing the task and you'll also stay focused and achieve better results. When you break your tasks into 30-minute sub tasks, you end up doing them more effectively.

The Two-Minute Rule

If there are small tasks on your plate that will require less than 2 minutes to complete, give yourself a certain amount of time to finish as many of those tasks as possible. This will help you to increase your motivation, and in case you having a bad day or you are not available you would have still managed to get quite a lot of your tasks done by simply focusing on the smaller ones.

Eat The Frog

The big tasks are usually the ones you dread most, so focus on breaking it down into small pieces try to complete as much of the tasks as possible when you are still fresh. This will help you overcome procrastination and motivate yourself. It's always recommended to start off with the tougher tasks so you can get done with it early on in the day. If you can't manage to look at a tough task, break it down!

When you look at a big task, you tend to feel less motivated to begin working on it, but the minute you break it down into smaller ones you get going and manage to complete it in a short timespan. This helps you increase productivity without stressing about big tasks and also increases efficiency.

Find Your Biological Prime Time

Everyone has a "prime time" - a magical time where you are most motivated or you are able to get a maximum amount of work done. When you are in this zone, you try to put in as much energy as you can to do work because it's the time when you will be really good at what you do and your productivity will be at its peak.

Visible Progress

It's important for you to be able to monitor and measure your progress because this will help you figure out how well you are doing and it continues to motivate you to push harder. If you don't see results it's difficult for you to continue your work and this will push you back instead of motivating you to move forward.

Don't Break The Chain

Make it a point to set goals for yourself every day and continue finding your rhythm without breaking the chain. There are going to be external factors from time to time that may affect the way you think or make you feel a little low but your main focus should be to remember to stick to your plan.

Start Challenging Yourself

Time yourself every week and see how long it takes you to complete a task. Start challenging yourself to complete them in shorter time spans but in realistic time frames. Give yourself a small reward every time you achieve something - treating yourself when you achieve a goal makes you feel good and this helps to enhance your productivity. It's important to stay in a good mood and constantly motivate yourself towards getting better. When you have a positive attitude, you've already won half the battle!

Stay Confident

No matter what kind of job you have it is important for you to do it with confidence and believe in yourself. When you stop telling yourself that you are good at what you do and you'll be able to complete your work effectively not only will you get better results but you will feel motivated to do the work. Always keep a strong posture with your chin up because at the end of the day your posture matters and your confidence will increase.

Be Happy

The most important way you will be able to increase your productivity is when you are happy. Do little things every day to put a smile on your face because this not only makes you feel better but it eliminates procrastination and diverts your mind towards motivation.

These little changes may not seem like a lot but when you incorporate them and begin enjoying your life, not only will you benefit from them but you'll also manage to successfully transform your procrastination into motivating yourself to do better each day.

The Secret to Building Self-Discipline

In order for you to overcome procrastination, you need to have strong self-discipline so you don't allow yourself to get tempted every step you take. While you don't expect yourself to improve yourself instantly, it's a learning process and every step you take can help you get closer to your desired goal. There are many things that you can do in order to build your self-discipline and stay strong but here are some effective secrets that are known to work.

Know Your Weaknesses

The first stage of getting self-discipline in place is to recognize your weaknesses and accept that you have some. Everyone wants to believe that they are strong and they don't have any weakness, but the truth is that there are many things that could be a weakness for you and in order to get better you got to overcome weaknesses effectively and turn it into your strengths.

The first step is to confront the weaknesses you have so that you can identify them effectively and understand exactly how to deal with it.

There are solutions for every weakness and they can easily be converted into strengths with a little effort. This is something you have to continuously remind yourself about because if you don't acknowledge your weakness you will never be able to deal with it in the first place. If you don't manage to recognize your weaknesses on your own, you can always consult people you trust and ask them to help you out. You need to be prepared to face a few critiques you may not like but that is part of the process of learning and becoming self-disciplined. Once you identify your weakness it is easier for you to learn how to withstand it and fight it in a more streamlined manner.

Your weakness doesn't necessarily have to be a distraction or a flaw that you give into, it could also be something at work or a task you may not be

really good at.

You need to prepare yourself to hear the truth about the various kinds of tasks that you can and can't do so that you know how to deal with them and you do not waste time on attempting something you may not manage to get done as effectively as you would like to.

If your weakness lies at work and there is a particular portion of a task you can't get done and it haunts you every time you get to it, give it to somebody who may be good at it.

When you ask somebody to get the work that you are not good at done, you maintain consistency in your work and you know for a fact that you will be able to get it completed on time without procrastination in the process. When you come across something you are weak at, there is a chance that you give into temptation and deviate from the task at hand. This could cause you to end up losing focus but when you hand it over to somebody else you can continue working at a steady pace without reaching a breaking point during your work schedule. You also need to remember not to stress about perfection because that's one of the major problems of procrastinating and if you want everything to be perfect you will never manage to finish a task on time.

Attempt to try different ways to solve the problem. A wise entrepreneur once said that aggregation is the mother of invention, so if you don't have the skills try again with a different approach. Try to learn how others manage to deal with it and see if you can get some insights on converting that weakness of yours into a strength.

Remove Temptations

Temptations are something that waste your time and make you procrastinate because people end up postponing a job that needs to be done so they can indulge in a temptation. While some people have more control over temptation than others, giving in to temptation at the wrong time will often make some of the temptations turn into obsessions and when this happens, your productivity decreases drastically. Due to this you won't be able to figure out how you can self-discipline yourself again. If you want to make

sure you don't give in to temptation you need to learn how to deal with it tactfully and learn how to say no at the right times.

The first stage is to identify a potential temptation and learn how to control the temptation, not just temporarily, but permanently and for the long-term. Whether it is the urge to get up from your work desk and go smoke or whether it is to delay an important project, you need to learn what interferes with your long-term goal and how you can stay focused. Binge eating and smoking is bad for health and it will make you feel low and guilty after you have given into the temptation. If your temptations are high, you may want to ask people to help you to control it. If you are a smoker and you do not want to smoke in between your project then try to keep your pack of cigarettes away from you and promise yourself not to touch it until you have finished your task at hand. Similarly, if you are craving to binge eat then you can replace your unhealthy option with a healthy snack so that you don't feel bad about snacking. The kind of food you eat can help increase or decrease your productivity so make your choices wisely.

Learn to remove yourself from temptation in the long run. If you crave to smoke a cigarette and you are trying to quit, make sure that you get rid of anything and everything that reminds you of smoking so it gets easier for you not to give in to the temptation. You have to remember that temptation takes a while to get over completely so don't force yourself into a situation where it affects your productivity but rather try to control it little by little until you achieve your desired goal. Remember, whenever there is something that tempts you, try to tell yourself that there is also a solution to the problem that may be better for you rather than giving in to the temptation because this will help to self-discipline yourself more effectively.

Be honest with yourself because if you keep lying to yourself and giving into temptation, it won't help you progress. One of the first things you need to do is be honest because if you cheat and lie to people about not giving into temptation when you actually do, you will start feeling guilty and this will affect your productivity more than you would have expected.

If your urge to give in to a temptation increases drastically, imagine yourself actually resisting it in your head. A visual interpretation of

rejecting something can make you stronger and believe that you can achieve it. You need to work towards building a strong resistance against temptation if you want to handle it effectively.

Whenever you have the urge to give in to a temptation, try to think about the consequences the temptation will eventually lead to. Whether it is wasting time instead of focusing on work, giving in to the urge of smoking, or even binging on unhealthy food it's not going to do you any good, so you need to realize that the sooner you learn how to resist this temptation, the more fruitful and successful your life will become. Remind yourself of all the bad things the temptations can eventually lead to and this will help you to stay strong. If the temptation becomes really bad then you may want to try distracting yourself for a bit so that the temptation passes by.

Sometimes simply closing your eyes and meditating for a few minutes can help you overcome the strongest of temptations and make you feel good about yourself and get you back on track at work. This technique works well with smokers who constantly crave smoking and are trying to give up. When you are faced with temptation but overcome those first few minutes, you'll be able to resist and be strong on your path of self-discipline.

You need to have a mindset that tells you firmly you will not give in no matter what and that this is a stepping stone towards becoming more self-disciplined in life.

Set Clear Goals And Have An Execution Plan

One of the best ways to become more self-disciplined is to set goals for yourself. These goals don't necessarily need to revolve around your work and they can be anything from something as simple as making sure that you get up at a particular time every day and head to bed at a particular time, or more challenging, for example, eating healthy food at least five days a week and exercising for a few minutes every day. When you plan your goals, you need to plan them in a realistic manner so that you don't slip and fall back into old habits because you are too hard on yourself. Avoid setting goals that are too difficult to achieve as you may end up disappointing yourself and losing interest in the goal completely.

While you should always aim very high you need to start low and keep celebrating in between so that you're motivated to go on. There are different ways to set goals for yourself - if you want to set a goal to help you focus better at work you can create a chart that tells you what has to be done at each hour of the day and aim towards achieving it. If you want to overcome your temptations then setting goals is a great way to do this because it helps you to become more self-disciplined and you'll train your mind to do the right thing.

For a lot of people their cell phones are a huge distraction during the day and one of the best ways to deal with this is to set a goal of not touching your phone at particular hours unless you need to make an important phone call.

Scrolling through your social media platforms and seeing what others are up to is not going to get you anywhere, so you need to train your mind to stay off social media platforms when you are focusing and work more efficiently. That's a goal you should aim to achieve every day. Give yourself short breaks in between your work schedule and allow yourself to indulge in your social media addiction for a few minutes during that break. If you fail to keep up to your goal and you still go and check these applications on your phone in between your work schedule, penalize yourself by not doing it for the rest of the day. When you start training yourself to focus and be more productive not only do you incorporate self-discipline but you also become more effective in what you do. You will realize that by eliminating small temptations not only do you end up performing better but you get more time for yourself that you can utilize to do more productive work. If you want to be successful you need to put the maximum time into working and focus at achieving your goals both in the long-term and short-term on a regular basis. While long-term goals are essential, it is also important for you to have short-term goals because these can eventually lead you to your long-term goal. Just like with a big task that you break down into multiple smaller tasks to make it easier, you need to do the same with your goals so that you can achieve it a little at a time.

Many times people ask other people to help set goals for them. This is something you should avoid completely because when another person sets the goal for you, you don't feel as motivated towards working on the goal as

you would when you set one yourself. They also don't know your limits which means you can either end up with a goal that is too simple to achieve or one that's extremely difficult.

You also need to be clear about what your success looks like so that you can aim high and working hard towards achieving it. Always have a plan in place so you don't go astray and you learn how to self discipline yourself one step at a time. You get to value the importance of your goals because your goal is your end target and this is what will keep you motivated towards doing better and understanding the importance of self-discipline in your life.

Focus your eyes on the prize; this is something that will keep you positive even on the lowest of days. If you want to achieve your goal on time you have to track your performance to make sure you don't slip away from the final target and that you work hard every day towards achieving it.

Build Your Self-Discipline

Self-discipline isn't something that you were born with. In order for you to become a self-disciplined person you need to work hard. There are various things that you can do in order to achieve self-discipline but teaching it to yourself one step at a time definitely works in your favor. Make sure you understand what your goal is before you start self-disciplining yourself because self-discipline works on the principle of controlling a certain situation. You need to identify what that situation is in order for you to discipline yourself. Find out the reasons why because it's important for you to know them. A good reason for self-discipline is that it is the fuel that helps you pump in more energy into focusing and inspiring yourself every day of your life. Keep asking yourself what you want to do, how you want to do it, and why you want to do it, and once you have gotten the answers for this, constantly remind yourself that these are the reasons you want to teach yourself self-discipline. Self-discipline does require a lot of commitment and accountability which means it is likely you may be diverted into thoughts that are unnecessary. You have to hold yourself accountable for every action you make, so make sure you understand why you have done it so that you are able to control the situation.

If you want to instill this in yourself, you need to remind yourself that you cannot blame others for the choices you make and that no matter what situation you are in it's important to identify how you are going to deal with it in an effective manner. While it is good to reward yourself for something that you have done well, it is also needed that you penalize yourself when you do something wrong. When you correct yourself for a mistake you committed or a slip up you had, it helps you to not repeat the same mistake again and encourages you to do better. Everyone has temptations, but learning to deal with them in an effective way is what self-discipline is all about. The sooner you understand what you need to do versus what you want to do and figure out which is more important, you will be able to master the skill of self-discipline.

You hold yourself accountable for your self-discipline skills so it's up to you to decide what level of self-discipline you want to set for yourself. You can choose to be extremely hard on yourself or give yourself a little leverage depending on your goal and the number of temptations or distractions you have in life. You need to ask yourself various questions and determine where you stand before you decide the standard of self-discipline you want to incorporate in your life. Forcing yourself to lead a very reclusive life when you are a social person may be difficult and something that is unrealistic for you to achieve. It would be better for you to aim at choosing a simple yet effective technique that allows you to indulge in a little temptation every now and then so you can get back to focusing on your tasks.

Create New Habits

There are various things that you can do in order to focus on self-discipline but the most important is to create a habit that you can work with and use it to your benefit.

It's important for you to know that you can be motivated with what is important to you. You need to understand that your goal is not to watch the motivation happen but rather the commitment towards the task and getting it done on time which is why you need commitment rather than motivation. One of the most important things for you is to be committed long-term towards getting your job done regularly without the distractions of any

other temptations. You should be disciplined and continue working even on days where you don't feel motivated.

You also need to understand that when you get a job done you should not just look at the results but rather how much you know about the task so that you can deliver quality of work. It's very important for you to focus on being positive because without good quality you will never be able to deliver the results that you want. As I stated above, if you find it difficult to get a certain portion of your task completed because you lack the skills, you need to work towards building on that skill rather than getting frustrated.

Make it an exciting and fun journey when you work because this will make you work more effectively and it will help you enjoy what you do every day of your life. The one thing you should remember is to always be happy with the task you have in hand because it will make you feel satisfied. You need to try and get rid of negative feelings because these negative feelings will hold you back and it will leave you stagnant in a profession. When you teach yourself self-discipline, the one thing that you need to remember is to encourage yourself to do better and not stagnate in one place for very long. If you want to achieve success, you have to constantly move ahead and make better choices in life to improve on the life you live. This will happen if you are happy with the kind of work you do. You can learn to enjoy your work in an effective way so that you spend most of your time doing it rather than procrastinating . You should also use your imagination and focus on the positive attributes of life that make you feel happy instead of thinking negative thoughts that will pull down your energy. If you want to challenge yourself, you should do it because this will force you to do something and when you do it with a smile on your face you will enjoy everything you do towards getting closer to success.

Not only will you manage to become better at self-discipline but you will also get better at the kind of work you deliver, bringing you closer towards success. When you want to motivate yourself every now and then you should push yourself when necessary. If you really want to do something you need to challenge yourself and commit to learning how to get it done the right way. If you have been given a task, break it up into parts and see if you can get it done on your own. If you can't delegate then try to figure out

the way to learn this task one bit at a time because then you no longer have to depend on someone to get your job done.

The more you challenge yourself, the better you will get because you start teaching yourself by practicing more and this works out in your favor in the long run.

You might be wondering if your current path will make you successful or not. Using motivational words or phrases multiple times a day will make you believe in your ability. You also need to watch what you eat because the truth is, the kind of food you eat helps you to either increase your productivity and this also determines how successful you will be eventually.

There are a number of food items that help you feel positive while there are some that can make you feel low and negative and increase procrastination. If you want to be successful, not only do you need to self-discipline yourself but also change the kind of food that you eat. Eating junk food is something that will ruin your system and will encourage medical problems such as hormonal imbalance and thyroid issues that make you slower and more lethargic, thereby limiting your ability to work to your full potential. Similarly, when you eat healthy meals at regular intervals your energy levels are always high and you will be able to get the job done without any distractions.

One of the best ways to eat healthy is to eat home-cooked meals that are not prepared using too much oil and give you a complete balanced diet which includes green vegetables as well as your required protein. It may surprise you that the color of fruit also has a huge impact on your life and fruits that are fresh and come in different colors, especially the bright ones, will make you feel happy and lift your spirits. One of the best ways to stay successful is to start eating healthy and fresh meals because fresh food manages to make you feel fit almost instantly.

While a number of people depend on caffeine to keep their energy levels high and help them to focus through a tough day at work, this might not be a good solution for you as it interferes with your ability to think. It is also known to cause sleep deprivation, so if you have a cup of coffee a little later in the day you may struggle to fall asleep. This will affect your following

day and make you feel tired and drowsy and this will hamper your ability to work effectively. Self-discipline is important because it will help you plan to eat regularly and when you eat your meals on time you will provide your body with the proper nutrients that make you healthier. If you want to be successful you need to look after your health and it all begins with what you eat.

If your eating habits are bad and you end up eating at wrong times of the day, the smart thing for you to do would be to stock up on healthy snacks including fruits that you can eat even while you are working. Not only does this help keep your energy levels up but it also helps you feel full and happy. When you remain hungry, the irritability begins and you will not be able to stay as focused on your job as you would with a full stomach.

When looking to follow a healthy diet you should remember that moderation is very important and if you start to eat too much of one particular thing it is not going to benefit you in any way. Focusing only on eating salads will not give you the amount of energy you need to go through the day which means you have to get your fair share of protein as well. Take your time to craft out a diet plan that gives you all the essential nutrients you need in order to keep you energized. Some people also choose to take a multivitamin at the start of the day - while it is not necessary, you could pick one up at a local drug store. While some people are against the thought of using a multivitamin, it is definitely good for you because it provides the body with all the necessary nutrients that you need.

How you eat also matters because some people don't really care about where they sit while eating or how fast they end up eating their food. Some people turn on the television and start eating larger meals because they want to go through the entire television series or program that they started watching while eating. If the program is soon going to end they end up chewing their food a lot faster and this does not foster healthy digestion. If you want your digestive system to work properly you have to chew your food well so that you digest it and boost your metabolism levels. High metabolism levels mean more energy and the ability to get more done during the day.

It is important for you to work at your full potential and eating a healthy meal is definitely one of the habits you may have to get used to before you adapt to it completely.

Change Your Perception About Willpower

If you want to accomplish something, it is important for you to set the right habits and make self-discipline a part of your regular routine so that you don't have to prepare yourself every day to stay focused and get the job done correctly. This is not going to happen immediately and it would require a lot of willpower for you to make this possible. The habits that you have are usually formed because of a routine that you were used to following and it's not going to break the minute you decide you no longer benefit from a particular habit. Unfortunately, losing the bad habit may be more difficult than changing good habits so you have to make sure that you figure out how you will start changing to get habituated to the right things.

When you build good habits it helps you to conserve a lot of resources and put them to use effectively and this helps you to save energy when needed the most. It helps you to relax in stressful situations and overcome anxiety problems so that you don't worry about whether or not you will be able to get through the day or not.

Habits are formed in the brain, which means getting rid of a habit is difficult and instead of training yourself to overcome a habit you need to start training yourself to introducing habits that work well for you. Give yourself time to train your brain to develop healthy habits that incorporate self-discipline in your life and this will benefit you in the long run. Rome wasn't built in a day and good habits won't come to you instantly either. It's a struggle and you have to give up a lot of old habits and form new ones that help you to stay strong and increase willpower. The best way to overcome bad habits is to learn to say no and not give into temptation little by little. No matter what you are dealing with, always try to approach the situation one step at a time because it makes the journey that much easier.

When you are planning to set a good habit or a good example for yourself, you need to remember that you can't just stray from the actual goal because this is what matters most. You need to have a healthy routine to follow but

not make it something you will be paranoid about or have to put all your energy into. It's a small change you need to make on a regular basis so you get used to it and become part of your routine life. This helps to incorporate self-discipline long-term and more effectively.

Give Yourself A Backup Plan

Backup plans are smaller agreements that you can keep going back to and altering to suit your preference. A lot of people believe that it's important to have a backup plan in order to become successful so that if you fail at plan A, you can immediately switch to plan B. This may seem really efficient and low-risk which is why it's so popular, but the truth is having a plan can not only increase the chances of procrastination but it also diverts your mind from self-discipline because you always know you have a plan B to depend on.

If you want to be successful, the number one thing you need to do is keep yourself off the leverage of being able to switch to another plan and believe that this is your only option. People who usually switch to plan B tend to mess up the second plan as well because they won't be able to focus on it and get it done the first time and chances that they will mess it up again are quite high.

When you have a plan B you tend to take plan A lightly, and this does not work well for your success rate which is why you have to think about your initial plan as the only option to work with if you want to succeed. The reason you choose plan A to begin with is because you believe it's the right way to go about a situation, so don't second doubt yourself.

Forgive Yourself And Move Forward

We are all human, and this means that there will be times when we end up making mistakes. Sometimes these mistakes are a little more severe than we would imagine and this often leads us to get upset about the situation. Things may not always work out the way you planned, and while it's not good to have a plan B, you need to start fresh instead of not being able to move on. Forgiveness is important in order for you to move on and without forgiving yourself you will not be able to take the next step ahead. There are various stages to forgiveness and if you want to start anew then you

have to go through all the stages so that you do not repeat the same mistake. The first stage of forgiveness begins with responsibility. You need to take responsibility for the wrong that you have done so you can work your way up the ladder towards the other stages. Sometimes people procrastinate at the first stage and they refuse to accept that they have made a mistake. Once you admit that you are at fault, you then need to work towards the second stage which is remorse.

You need to feel remorse for the situation you put yourself in and all your coworkers or friends for that matter and feel bad about it. Unless you feel bad about a mistake you made, you will not be able to correct it so you need to bring yourself to this stage and by taking responsibility before you are ready to move to the third stage. The third stage of forgiveness is restoration. This is where you begin to plan your tasks all over again and do it with confidence so that you will not fail. Once you are on this stage you can then begin executing your plan and go towards the final stage of renewal. It's important for you to understand and forgive yourself for the mistakes you have made and also moving on without holding any guilt or bad taste regarding the experience. Self-discipline is also about controlling the way you feel about your emotions. If you want to be successful and you want to make the most out of your life you have to learn to get a hold of your emotions so you are able to deal with the most complex situations with finesse.

The Reason You Procrastinate

One-fifth of the population procrastinates, and when you have such a negative impact on your life it diminishes your performance, affects your mental and physical health and increases your stress levels. This also makes you feel guilty and prolongs the timeframe you require to get tasks completed on a regular basis. It also affects the overall quality of the tasks. If you want to perform better and you do not want procrastination to affect the kind of work you do, it's important for you to find an effective solution.

There are a number of reasons why a person procrastinates and it changes from person to person, which is why you need to first identify why you procrastinate in the first place. Once you identify the reason you

procrastinate you will be able to work on it effectively and find the solution to a positive and healthy life.

You Lack Self-Compassion

If you do not have self-compassion, the tendency to stress always increases and this automatically increases the likelihood of procrastination.

People often wonder how they can suddenly introduce self-compassion to others. You actually can't! If you want to learn self-compassion you need to begin with yourself. Start talking kindly and motivate yourself even if you do something wrong. Instead of being a negative critic, start being positive and induce optimistic thoughts.

If you want to introduce self-compassion you have to make sure that you practice forgiveness and stay open to the idea of forgiving yourself for the mistakes you make. Everyone makes mistakes in their life and at the end of the day you need to remind yourself that the mistakes you make are stepping stones towards learning on how to improve situations. Feeling bad about mistakes is not going to work well because this doesn't do you any good and it will only increase the chance of procrastination.

Always express gratitude because this is something that will ensure you introduce positive feelings inside of you and overcome your shortcomings as well. Gratitude is a great way to introduce self-compassion and is one of the most effective ways to teach yourself kindness as well. Generosity is another thing that will help increase self-compassion. The minute you become generous you start feeling positive and clear the clutter which gives you more space to think and take out the negativity from your life.

You Learned it From Someone

Procrastination is seldom self-taught which means you've either seen others behave in a particular manner and it has affected your ability to rationalize, or you've seen others demonstrate procrastination in front of you and learned to do the same, which is not healthy.

Sometimes you unknowingly latch on to information and behave in a particular manner. It's about learning how to unlearn what you realize is wrong. Positive people can bring about positive impacts in your life while negative people will make you feel low and sad. If you keep on thinking

negative thoughts then you won't manage to move on and teach yourself to become successful. You need to identify the root cause of your sorrows and why you keep feeling low so that you can work towards changing that and becoming a positive person. Procrastination has a lot to do with your emotions, and when you are emotionally drained or upset about something it becomes very difficult for you to feel good. This takes up most of your time and instead of planning how you will get things done you, you simply let the negativity take over your mind from time to time. This is not how you should function because it will eventually lead to self-destruction. Teach yourself to behave positively and find a role model who can teach you the right things.

You Underestimate Yourself

One of the major signs of procrastination is that you always underestimate yourself. While there is no clear explanation as to why people who procrastinate do this, they always do. Even if you're great at something, you will question your ability to be able to complete the task and start looking for the smallest errors once the task is complete. Some people don't even attempt doing something they could actually get done really well because of procrastination.

Instead of trying to underestimate yourself you need to start motivating yourself and encourage yourself to do something you know you can attempt. Even if it turns out really bad the first time, think about it as a learning experience and move on. Instead of feeling sorry for yourself you have to learn and get better with each step you take. One of the root causes of procrastination is that you constantly believe you can't handle anything that you are asked to and no matter how hard you try you will deliver poor results, which is why people don't even try to attempt tasks that they could have done. Instead of underestimating yourself you need to teach yourself to get better.

You Can't Challenge Yourself

Unfortunately, one of the reasons you can't move ahead is because you continue to procrastinate. It's a never-ending cycle and until you learn how to break out of it, you may find yourself going around in circles.

If you want to overcome procrastination, it is important for you to continue challenging yourself and keep an open mind towards new things and accepting change. People who procrastinate are generally afraid of change and don't like to try new things since they believe they are not going to be good at it. Challenges are really important for you to grow, and if you don't challenge yourself on a regular basis you will never manage to do well for yourself. One of the best ways to encourage yourself to try something new each day is to ensure you not only understand the importance of challenges but also how well they can work for you. While you may not want to challenge yourself at the start, once you do you will enjoy doing so, and this helps you get better at the things you do. Regularly challenging yourself also helps you to identify new ways to teach yourself something you never knew how to do. This is simple and effective and it helps you get over procrastination. Challenges help you grow and they are something you need to incorporate regularly to train your brain to get better and move higher up on the ladder of success.

Accurate Time Estimations

Most people procrastinate because they are not sure how long it will take to do certain tasks. Some people usually underestimate how quickly they can get things done and they often end up leaving work until the last minute. The main cause for this reason is overconfidence in your ability. Most people feel they will be able to manage tasks within a certain time frame even if they skip a couple of days in preparing for the task. This can come back to haunt you if the task turns out to be more difficult than you imagined or if it is something requires a lot of time to complete.

The best way to avoid this is to start earlier than planned and try to complete the task before the deadline. This will take care of any inaccurate time estimations and you can reward yourself with the time left on hand once you finish a task before schedule.

One of the major reasons for procrastination is that people end up with wrong time estimations, believing that they will be able to complete a job in no time at all. A realistic time frame is very important and without his time frame, not only will you end up delaying your tasks at hand, but you will also miss out on deadlines which will not leave a good impact on the person who is expecting the task complete from you. Proper time management is

essential in order for you to move ahead and work towards success by overcoming procrastination. Don't underestimate how fast time flies because you need to manage it in the most effective way possible if you want a good and positive outcome.

Focusing On The Present Rather Than The Future

Most procrastination behaviors stems from the fact that people want their presence to be fruitful. People do not think too much about the future as long as they are able to procrastinate today. This usually results in quitting certain tasks if things become too difficult to handle.

You can avoid this by thinking about how your future can benefit from you working hard today. Getting an extra day to rest today is not really going to help you work harder and secure your future. You can't live for today, because at the end of the day if you don't plan your future you are not going to make your way to success. One of the most important things you need to remember when it comes to procrastinating is that if you live in the present without thinking about the future you won't be able to plan successfully and you will constantly wonder if you have achieved anything. Planning is essential and without proper planning, you will not be able to achieve what you set out to do. Learn to plan your day effectively so you can use time more effectively, not just for the present but also for the future. After all, what you plan to create today can help you secure a better and more fruitful future.

Perfectionism

Another reason for procrastination is the importance of getting things done perfectly. This need for perfection often keeps you from starting work and this leads to delays and eventual failures to complete the work in hand.

Make sure you look back on your past examples where you have strived for perfection and not completed a task on time. This will give you sufficient motivation to complete tasks efficiently rather than perfectly. Stop trying to be perfect as it is impossible for you to perfect every task that you face. When you start targeting perfectionism it becomes difficult for you to stay focused on a task and get it completed effectively. No one will look solely for perfection in a task. What they look for is an effective result that can benefit them in the long run. Come up with solutions that will benefit you to

save time and deliver more results rather than trying to perfect it. You won't be able to grow when you spend too much time on one particular task, but when you start handling multiple tasks you not only manage to expand your horizons but also grow as a person and become more successful. Focus on time management and efficiency rather than perfectionism.

Mental Illness Causing a Delay

Mental illnesses such as anxiety and depression can cause a delay in work. When you are suffering from depression or anxiety, you will not be able to focus on your work and your motivation will also likely be low.

Ensure treatment methods and therapy is incorporated into your life if you are not able to focus on work. If there are certain physical aspects that are causing your mood swings, you need to make sure you take care of those aspects before you start focusing on work again.

Procrastination is not easy to overcome but it is impossible to get over the tendencies of procrastination either. All you need to do is choose an effective path and have patience in order for it to work in your favor. There is no denying that procrastination limits your efforts to become productive but it tricks you into feeling that this is not going to work and you would only end up promising yourself things you never do. A smarter solution is to attempt small changes first and then go ahead with bigger changes once you have gotten used to the small changes you made. Through the process, you have to keep motivating yourself and telling yourself that you can become better, more successful, and efficient in what you do by making simple changes in your life. Determination is important because motivation may not last forever but determination will if you keep reminding yourself how important it is for you to stop procrastinating.

Dreadful Effects of Procrastination

People often underestimate how much procrastination can affect your life. If you were thinking that this is something you can deal with without having to struggle and without it affecting your regular day to day life then you are sadly mistaken. Procrastination has a lot of negative effects on your life and when you learn to overcome them you will manage to see how much potential you have and what you can do with your goals by overcoming procrastination and focusing on success.

You Will Lose Precious Time

When you procrastinate on something you tend to put away any tasks that you have in hand irrespective of how close the deadline is. Instead of using time as your strength it becomes your biggest weakness because you wait until the last minute to get everything done and constantly regret it.

Procrastination makes you feel low, and when you are in a negative state of mind it becomes difficult for you to turn that into something positive. A lot of people don't realize how much procrastination can affect you and they often think that they are simply getting distracted by certain scenarios in life and they need to deal with them before they can focus on work. The truth is that if you are procrastinating, something that is disturbing you today is more than likely to disturb you tomorrow, and even if that problem is sorted out it will keep coming up and you will still constantly be affected by it thereby making it difficult for you to work.

You Blow Off Opportunities

People look forward to an opportunity that can help them change their life, but unfortunately, they procrastinate and don't even realize these opportunities when they come knocking at their door because they are so busy complaining about the problems that they are going through. Most of the time, people don't even realize how they have given up on an opportunity because of ignorance and constant complaining. If you are always in a negative state of mind it will be very difficult for you to see something positive and you tend to ignore an opportunity that might be great for your career.

You Will Not Meet Your Goals

No matter how easy the task at hand is, people who procrastinate find it exceedingly difficult to keep up with their daily schedule and they always end up missing a deadline or delaying it. This is not because you have less time on hand. It is because you spent most of your time complaining. The worst thing about people that procrastinate is that it becomes difficult for them to identify the procrastination that's occurring regularly and they only realize it when it's too late. Unless you have self-discipline implemented in your life you will not be able to realize how difficult it is for you to keep up with your daily tasks

It Could Ruin Your Career

People who procrastinate tend to snap because they are always in a negative mood and this doesn't benefit them because most of the time it works out against them. When you are constantly upset about things around you, you can't see the good in anyone or anything and this could put your job at risk because it makes it difficult for you to get along with the people you work with. Since you already delay your work and you are not able to keep up with the task at hand, there is a higher chance that you may end up losing the job because of your behavior. Procrastination generally ruins much more than you could even imagine and the sooner you identify the problem the more in control you will be and manage to take care of the situation.

It Lowers Your Self-Esteem

It lowers your self-esteem and makes you feel bad about yourself. Even if you are highly talented and skilled you will never be able to put your skill and talent to good use because you always feel that you are not worth it and you will not be able to do anything effectively. The feeling of negativity usually grips you and you automatically believe that you aren't good at anything and no matter how hard you try you will not manage to achieve success. Ironically, people who procrastinate generally don't put in too much effort and although they believe they do, they do very little towards the job which is why they don't get it done as effectively.

Poor Decisions

When you are not in a proper frame of mind you will never manage to figure out what decisions are in favor of you and what are the kind of decisions you shouldn't take. Sometimes your decisions are even made just so that you can add stress upon yourself and see just to see how much emotional pressure you can handle. While a person who does not procrastinate will look towards taking a decision that will make them happy, people who procrastinate generally look to bring more sorrow into their life by making a tough choice.

Damage Your Reputation

People who procrastinate get labeled as being lazy and unable to get a job done on time. They also get labeled as being arrogant and annoying and people who do not get along with others that easily. While you may believe that this is your nature or the character that you have it's not so. it's because you are procrastinating and you haven't realized it yet. Procrastination has a

lot of negative effects on your life and the sooner you identify these problems the easier it will be for you to deal with them. There is a cure for everything and once you know that you are procrastinating you can work towards treating it effectively.

You Risk Your Health

People who procrastinate tend to spend most of their time doing almost nothing and then become lethargic and lazy. It also increases their stress and anxiety levels and this causes various problems including increased risk of depression. People who procrastinate may get depressed because of their inability to complete tasks and this usually is a reason why they may spend time alone. Being alone can put them at high risk to succumb to various other mental illnesses. Depression can potentially ruin your life and unless you do something to work towards treating it you will not be able to lead a productive life.

If you do not want procrastination to take over your life it's important for you to identify you are procrastinating and take the necessary measures to work towards fighting it.

Chapter 7 - Productivity Secrets to Dominate



Procrastination is not easy to overcome which is why a lot of people struggle with it for a long time. If you want to overcome procrastination you got to identify your skills and enhance them the right way so that you can convert your weaknesses into your strengths and start benefiting from it. People often wonder how they can overcome procrastination and what needs to be done in order to do so. I will let you in on some effective secrets that work really well to overcome procrastination and lead you on the path of success.

Empty Your Mind

It is important for you to clear up physical clutter so that you will be able to work more effectively or do something productive - it's the same with your mind. If there are a lot of thoughts in your head, this won't help you in any way and it will make it tough to focus on one particular topic because there so many things going on in your head. In order for you to begin your journey against procrastination, you need to learn how to control what you think about and prioritize your thoughts. It may sound silly, but some people end up procrastinating over the smallest things and waste time complaining instead of doing something about it. You need to understand there are two situations in life - the ones you can control and the ones you

can't. Here's what you need to remember - you are only in control of your thoughts and no matter how much you would like to change the way a person thinks about you or what they say about you, it's not in your hands. Instead of worrying about what people have to say, try diverting that energy into doing something beneficial for yourself. Stressing about situations you can't control makes no sense because it will make you feel bad and you will continue procrastinating. The best way to get back at people who talk about you or make you feel bad about yourself is to complete something and become successful. If you want to do that, you need to start by clearing your thoughts and prioritizing what's important and making your mind sharper.

Have A Day Just To Yourself

This benefits you a great deal because it helps you think effectively without disturbing you in any way. You are what you need to do. Have one day during the week where you avoid doing any tasks at all. If you sit down to work and you notice that you often get distracted by your cellphone or social media networking sites, make it a point to not use those gadgets or websites for one day. This doesn't mean you start living off the grid and avoid your phone completely. While you can use your phone to make phone calls when necessary, stop scrolling through the messages or using it for other purposes other than calls.

If you are addicted to talking to people over the phone, have a time limit on the number of phone calls as well as the duration of the calls during that free day. What this does is it helps you to stay focused and stops you from getting sidetracked by unnecessary activities that eat into your time in which you could have invested in doing something beneficial and fruitful for yourself. It's not easy to give up something you are addicted to which is why you should set one day aside to fulfill your needs so that you motivate yourself towards working hard and getting one step closer to success. You have to remember that success comes at a price and it isn't easy to get. The more effort you put, the higher the rewards you reap.

Prioritize Your Work

While the first step in prioritizing your work is to clear your mind and ensure that you only focus on what is important, you need to spend the time

to sort out work based on what is more important or less important. There are very repetitive tasks that you will have to do on a daily basis and these will be your regular tasks which you have to get done. If you want to make the most out of your time then you should try to finish up your regular tasks faster so you have more time on hand as well as energy to focus on important tasks that can help you become successful. There are many things on which you will waste time on a regular basis and you may want to figure out where you are investing that time so you will be able to cut down on the distractions and prioritize more effectively. Prioritizing your tasks also helps you identify where you are eating up into your time and how small changes in your routine you can give you more time to focus on becoming successful. When you prioritize your time and there's an important task, you are able to focus on it more effectively and this means that you are putting in quality as well as quantity towards the task, thereby increasing the chances of being highly successful.

Break Down Your Time

Instead of working consistently for a long period of time, you need to try to break down your tasks into multiple sections that are no longer than 15 to 20 minutes each. After each successful completion of a task you can move on to the next. With this method you can then focus on small portions of the bigger task and ensure that you get them done well. 15 minutes seems like a really short amount of time to get work done, but you start focusing more effectively. This helps to increase your productivity without putting too much stress on you. It is also important for you to take a break in between your work session which means if you have 3 back-to-back tasks you should give yourself one break before you resume the fourth task. This not only helps you in terms of energy, it helps you to calm your mind and focus as you did on the first task. Time management is very important when it comes to beating procrastination but it's important for you to realize it takes time. Make it a habit to break down certain tasks into multiple portions so you can make better use of time.

Choose Your Thinking Position Or Place

There are a lot of people who manage to think better when they are in a particular place or position. Instead of limiting yourself to your office desk you should see where you are most comfortable and where you feel most

relaxed. That is probably the place you will be most creative and be able to think and brainstorm for the best ideas that can benefit you and help you become successful.

Maintain An Unlimited To Do List

Almost everyone has a to-do list, and sometimes this list gets so lengthy it is impossible for you to keep up with the never-ending task list. While it's good to have a to-do list, it's important for you to prioritize that list and mark tasks based on whether they are less important or more important. Always begin with the ones that are most important or have restricted time frames so you can focus on the other less important tasks with the remaining time you have left. You should prepare a to-do list in such a way that the tasks that are important should be completed during the day you receive it and the least important ones can be left for other days. It's all about finding your rhythm - where you decide what has to be done at the start of the day when you have the most energy and where you are more focused, and what can be left for the end of the day that doesn't require too much of your attention. Practical thinking always works because if you want to become successful you need to make practical decisions by keeping in mind tasks that will benefit you.

Don't Pressure Yourself

Let's face it; we all have so much to do yet so little time that it can be daunting. It's important for you to draw a line every day and decide that this is how much work you can handle and nothing more. When you take up too much work or more work than you can handle it affects your productivity and quality of work, which means it will take you nowhere. There is a difference between working smarter and working harder which is why you need to limit the amount of work you do based on your ability to cope and the time you have. Sometimes a task could be completed in less than 2 hours but it could drain you out of your energy completely which means you need to rest before you start a new task, especially if you want to get it done just as well as you did the previous task. Just because something can be completed in 2 hours doesn't mean you take up multiple such jobs for an 8-hour work schedule. Remember, you need to account for break time too. Most of these tasks will be done during your peak hours and it will be the cause of low energy levels and lack of focus. Breaks are important and you

have to consider the amount of time your body takes to relax and rejuvenate before you get back to work so you can maintain quality.

Make A Daily Action Plan

Your to-do list doesn't have to be everything that you do on a daily basis; there can always be something spontaneous on your agenda. This could be anything from treating yourself after a well-worked week or challenging yourself to do a little more on a Monday just see you how much you can push yourself. You need to remember that your daily actions that may or may not be successful, but that doesn't have to disrupt your routine. You simply need to change the way you think and approach the situation. It's something that can help you better yourself or figure out what needs to be changed and whether or not there is room for improvement.

Prioritize The Difficult Projects First

When you start your day you need to make sure that you prioritize your work and note it down based on urgency and difficulty. If there are many tasks to complete that don't require a lot of time to complete then you should start with the most difficult tasks first. Once the worst is out of the way it will give you sufficient time to complete the rest of the tasks that are relatively easier and you will have less stress as well. Prioritizing not only helps you complete all the tasks at hand, but it will also ensure that you think with a clear mind and do not handle too many tasks at the same time. Starting with these later and keeping the difficult ones for the end of the day will make your day extremely difficult. You will continue dreading the moment when the difficult tasks need to be completed and this will keep you demotivated throughout the day.

Two-Minute Rule

The two-minute rule was introduced by none other than David Allen. This rule is extremely simple. When you are handed a task, take a moment to figure out whether it can be completed within 2 minutes or not. If it can be completed in two minutes then you should do it immediately. This will reduce the length of your task list and it will take a lot off your plate once you start implementing this properly. The only flipside to this rule is you should not start doing tasks in two minutes just for the heck of it. If a task

requires time, make sure you give it ample time and do justice to the work that has been assigned to you. The way this works is that it helps you to work in really small intervals and this keeps you motivated throughout. You tend to get more done when you look at work in two-minute intervals and it helps you be more productive. When there are a ton of small and minor jobs that need to get done, you will manage to complete them without any delays or procrastination because in a mere two minutes there's not a lot of time left for you to think. It's like a constant challenge where you push yourself to finish multiple tasks during the day. While these small tasks don't seem like much, when they accumulate it tends get to you and you feel pressurized to finish them. The two-minute rule helps you knock the small tasks out of the way systematically and leaves only the big tasks pending.

Assign A Work Area

If you work in an office, it goes without saying that you would have a cubical that would be assigned to you and you would be expected to work from this space. If you work from home then you need to make sure that you segregate your work life from your personal life. It can be very easy to sit on the couch and write if you work from home, but this will compromise the integrity of the task at hand and you will not be able to complete it accurately. Even when you work from home you need to make sure that you assign a workspace and that space should be used only for your work and nothing else. Your comfort level is important while you work but it does not mean that you get so comfortable that you end up procrastinating and taking a quick power nap.

One of the worst things you can do when you work from home is to plonk yourself on the bed to work. Sitting on your bed with your laptop is the least productive way to get things done since you'll never feel like you're actually working. When you work you've got to put your energy into focusing on the task and this can't be done in a casual place, like your bed, where you rest and relax most of the time. It's all about creating the right mindset in order to get more work done.

If you work from home you should always take the time to build your own workspace. This needs to be a separate space and should in no way be connected to your comfort zone or the space you spend time relaxing. You

also need to make sure this space is not too close to the television or other recreational activities such as your gaming console or even your mp3 player. Having these distractions close to your workspace is a strong temptation and when you look at these gadgets, you'll feel like utilizing them. When you work, you need to stay focused on what you do and the only way you'll be able to do this is when you stay away from these distractions. When it's out of sight, it's usually out of your mind too. So try to keep these distractions out of your sight when you're working.

Peak Working Hours

When you work a 9 to 5 schedule, there would be certain hours of the day that you would be most productive and other times that you would not deliver as much work as expected. The same would be the case when you are working from home. If you feel that 9 to 5 is not your cup of tea then you could decide your golden hours for work and work according to that schedule. There are people that work from home and sleep through the day while working at night. This helps keep away all the distractions and they are able to work peacefully. Some people even start their work in the afternoon and end up working until late in the evening. No matter what schedule you stick to, you need to make sure that you are alert during that time and you cross maximum things off your list. Once you have decided your peak working hours you need to make sure that you stick to that and not change your schedule too often.

Figuring out what time you're most productive is key. If you haven't figured it out yet, take time to try working at odd hours for a few days and see the time you found most comfortable to work. There are a number of people who aren't aware about the hours they are most productive at and often stumble upon it by accident. If you want to learn about your golden hours, you need to stretch your work hours for a few days to figure it out.

Eliminate Distractions

If you need to complete certain tasks within a limited time frame then you may want to eliminate all distractions in your work environment. One of the biggest distractions these days is the internet. If you just need to sit down and write then you may want to pretend that you are in an airplane and the internet connectivity is very limited. You should also pretend that your cell

phone does not function. This will allow you to work without any kind of interruption and it will keep you very focused.

Putting your phone away can help increase productivity by a great extent. Not only does it allow you to focus better, you end up saving a ton of time and also manage to get the job done faster when your phone is away.

Be Consistent

The key to success is always staying on top of your game and continuing to work as soon as you finish the previous task. The most successful writers in the world started writing their new book as soon as they finished their previous one. They don't wait to read feedback they receive for the book because they believe in their work so they continue writing. Successful writers make it a point to write a minimum of 2000 words on a daily basis. This keeps the creativity flowing and it also ensures that the work never stops. When you work continuously, the momentum will be in your favor.

When you're not consistent with what you do, you end up with different results for each day. This means you won't be able to judge whether or not you're delivering the kind of work you want. You don't have to push yourself to your limits everyday. When you have a schedule planned and when you stick to it, you will end up being more productive without struggling to meet deadlines and without having to stay up for long hours.

Take Care Of Your Health

While you may feel that you need to work all the time and not take any breaks, you should make sure that you do not experience burn out. The endeavour to be successful should not be so fierce that you end up falling ill. Take sufficient breaks through the day and take at least one day off during the week. This will not only help protect your body, but it will also protect your frame of mind.

If you want to perform well, you've got to stay healthy and look after yourself. If you're not healthy, you'll end up missing out on a few days of work and this will hinder your progress along with your commitment to staying consistent. Try to give yourself a break every now and then. Always remember, the minute you feel the pressure is getting to you, relax. The key

to performing well long term is to understand when you need to stop for a while before you resume the task at hand.

Try Various Methods

If you have been working really hard and you are not getting the right kind of results then you need to try and change your working style. What may have worked for someone else will not necessarily work for you. Always look to innovate with your work and do something different on a daily basis. When your working style becomes monotonous, it will reflect in the results. Changing your working methods regularly will ensure you always stay excited about your work and have different methods to work with each and every time.

Living by the book may not be the best solution for everyone. While a few things work really well for some, it might not be the best solution for another. It may take you awhile to find something that works, so keep experimenting with different methods until you find your mojo and once you do, stick to it.

Procrastination is more common than you can imagine and due to this, there are a number of misconceptions that are related to how you should be able to overcome procrastination effectively. If you want to increase self-discipline and you want to walk the path of success, you need to make sure you differentiate between what is myth and what will actually work. Here are a few myths that you should not believe in regards to procrastination.

#1 - I Work Better Under Pressure

Pressure seldom brings out the best in you and while you may create an illusion that you are working really hard and efficiently because you are pressured for time, the truth is that you will end up making a lot of mistakes because you want to get the job done faster rather than more efficiently. While there are a few people who tend to work well under pressure, this isn't something one should do regularly since it takes a toll on your health. While working under pressure may help you get the kind of results you're aiming for, you won't be able to pull this off for long. Working under pressure will drain you out and you will eventually get tired. This will start affecting your overall productivity and you won't be able to keep up to the growing demands of your work.

When under pressure, you try working faster on a task and there's a possibility you will try to cut the job short and take shortcuts. This may not work out to benefit the project. It all begins when you start procrastinating and delaying work, leaving it all until the last minute. Procrastination will harm your overall performance and it won't help you to perform better because pressure leads to stress and stress leads to silly mistakes that will be reflected in your work.

Don't convince yourself that you do well under pressure, instead convince yourself to work well in a systematic way where there is no pressure and where you enjoy doing what you do. It is important for you to remember that enjoying what you do matters more than anything because that's when you start doing work that is good quality and will get you credit for. Pressure doesn't do that.

#2 - I Need Inspiration To Work

You may not have inspiration every day of your life but you still have to work every day if you want to get closer to your goal. You can't just wait to 'get in the mood' but rather you have to create the mood and motivate yourself to work well every day.

You also need to tell yourself not all days are the same and you may feel great on certain days but that there are days that may not be that well-organized and there will be times you may get frustrated or upset. However, that's not the reason for you to stop working, but rather for you to push yourself and remind yourself that you should work because you have a stipulated time frame and an agenda you have to stick to, rather than letting the day go to waste just because of negative emotions.

You can't expect others to inspire you all the time and while you can try to change circumstances a little and create a more positive work environment it begins from within you. You have to be the source of your inspiration rather than depending on anybody else to be that for you. Inspiring yourself is easier than having to depend on another person to do so and it also gets you more in control of your emotions which means you will be able to take control of the tasks in hand and not let your feelings affect the outcome.

#3 - Needing Three Or Four Hours Of Uninterrupted Time

This is a very common myth that a number of people use as an excuse in order to delay work that is being done by them. There are a number of ways that you can stop procrastination and do a lot of work in very little time. You need to save little chunks of time from various other tasks and then use the chunks together to complete a difficult or a massive task. It is very difficult to find large chunks of time available if you lead a very busy life. Waiting for a large portion of uninterrupted time is just an excuse to procrastinate your work because you know that chunk is not going to be available. If you keep waiting until the last minute you will then pressure yourself to complete the task quickly and before you know it, you will end up performing poorly.

There are a number of rules that you can follow in order to get difficult tasks completed well within the time frame. You need to use these rules to your advantage. One of the things you can do is use the Swiss cheese approach in order to break down large tasks. If you have seen a Swiss piece of cheese you will know that there are a number of holes in it - this is what you need to get done with your tasks. Poke small holes into your tasks and reduce the demands of the task over a period of time. The small holes could be in the form of time that you take out from your busy schedule to complete a portion of that big task. The biggest fear that people have is starting a task and not realizing the sheer volume of the task. Once you have begun working on a task, you will realize that the task was not as difficult as you expected it to be. When you start poking holes into a task you will make constant progress and you will end up finishing the task with ease.

You need to make use every minute that you have when you have a busy schedule. If you have 30 minutes to spare after your lunch hour, you can ask yourself what can be done within that time frame. Do not look at your task as a large chunk of work that needs to be completed. When you break down your tasks in two portions, you will be able to finish it one bit at a time with the small chunks of time that you have been able to spare throughout your day.

#4 - I Will Do A Better Job At A Later Date

Yes, we all have made this mistake of thinking that tomorrow is going to be a better day. How often do we procrastinate because we were just too scared

to take up tasks today? It is very easy to sit down and think that tomorrow you will be able to do a better job because you will be better organized and you will have more control over the tasks. However, the truth remains that unless you start doing a task today you will not be productive tomorrow. If you were running short on time today, you will definitely run out of time tomorrow as well. If you are not disciplined today, you will never be disciplined anytime in the near future. Start pushing yourself and get work done today. Yes, it will take a little bit of effort and it will need a little bit of coaxing from within but you need to get it done. Avoid using this excuse because this is one of the worst procrastination myths and you will never get out of this vicious cycle. Your proposed tomorrow will never come and you will never be able to complete any of the tasks that you have to do.

Most of us use some or all of these myths on a daily basis and we continue delaying the tasks that we have. Just because a task makes you feel uncomfortable, it doesn't mean you need to be afraid of it. Sometimes even a complex task can turn out to be one of the easiest ones on your list. Don't be overwhelmed by the things that you do because if you do not do the task, someone else will. If you want to move ahead in life and be successful, you cannot let others take over your responsibilities as this will not put you in a good light. Stop putting yourself down and be confident in your ability to work on important and difficult tasks. It's time to kick these myths out the window.

Conclusion

Thank you for making it through to the end of *Mental Toughness* , let's hope it was informative and able to provide you with all of the tools you need to achieve your goals whatever they may be.

We really hope you enjoyed this guide, customer satisfaction for us is very important.

If you found this book useful in any way, a review on Amazon is always appreciated! ☺



Ehy, one more thing:

Don't miss the other 2 books of the series called "Dark Psychology & Manipulation Secrets by Ryan J.D. Goleman " and "Emotional Intelligence 2.0 by Ryan J.D. Goleman"

Inside Dark Psychology Secrets you will find:

- Learn to identify and protect yourself and your loved ones from predators with active Dark Psychology.
- Take a trip back to history and study the human behavioral patterns and their alignment with Dark Psychology.
- Learn the difference between self love and Narcissism.
- Allow the Italian philosopher, Niccolò Machiavelli, to introduce you to tactics used by powerful dictators like Adolf Hitler and Joseph Stalin.
- Surprising new revelations on Neuro-Linguistic Programming (NLP) and how you may have been "programmed".
- Develop an understanding of "Undetected Mind Control" to prevent predators with Dark Psychology from controlling your thoughts and behaviors.
- Learn the nuances of "Brainwashing" and how a large number of susceptible and vulnerable young people are turning into extremists, the likes of which have never been seen before.
- ... and much, much more!

Inside Emotional Intelligence you will find:

- What is emotional intelligence and why it is important?
- The History of emotional intelligence
- Cognitive Behavioral Therapy and its use in emotional intelligence
- You will learn how to increase your emotional intelligence.
- You will learn techniques to gain more self-awareness, self-confidence and self-discipline.
- ... and much, much more!

THANK YOU

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