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WHITE PAPER

The Mind of the Master Manipulator

The Drive of Rasputin

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An analysis of several people who have mastered the art of manipulative behavior

1. **Cults:** Possibly could be or would like to be a Cult Leader, or has been involved in cults. Often has a group of dedicated believers and followers. Will attempt to dramatically change the conscience of the group.
2. **Confidence*:** Have superior intuitive vision, and belief in the invincibility of their point of view. Often believe they have some very proprietary technology or methodology. They believe they know the “truth” and “the way,” thereby attracting disciples. Napoleon said the great leader must be “a dealer *in hope*.”
3. **Denial of Responsibility:** Never takes responsibility for being the cause of, or contributor to, a problem or difficulties, but accuses others of being the cause of difficulties or inadequate for the tasks. However, will probably talk extensively about others taking responsibility for their lives. Never accepts responsibility for being the cause of difficulties -- it’s always someone else. Typically espouses moralistic views, but says one thing and actually, surreptitiously, does another.
4. **Conflict:** Constantly in conflict with others that have strength and competing visions. Often this conflict is subtly hostile behind the scenes, but “soft” in public. The Master Manipulator is often in numerous legal battles and misunderstandings -- an always the victim because someone else was at fault.
5. **Convincing Communicator & Manipulator of Language*:** The passionate and charismatic power and rapture of the spoken word is a vital underpinning of the Master Manipulator. Messianic or Missionary dialogue substitutes for true spirituality, inquiry, and two-way interaction. The MM preys upon confused seekers or disgruntled losers who need the MM’s emotional imagery of certainty and confidence. Great promises of a better future are integral to their modus operandi.
6. **Passionate, Energetic, and Intelligent*:** Are very passionate about their beliefs Master Manipulators share these traits with Great Empowering Leaders. They are highly committed people with seemingly boundless energy -- Napoleon, Hitler, (and Edison) only needed 4 hours of sleep per night. Their intelligence quickness of thought, and articulateness enable them to have all the “reasons” and “rationales” for why they are right and others are wrong. Hitler said in Mein Kampf that “*passion and fanaticism are great magnetic forces which alone attract the great masses.*”

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7. Pseudo-Philosophy: Because of their intelligence, Master Manipulators are often avid readers with a tendency to quote philosophers, (or the Bible) splicing bits and pieces of ideas together to justify their point of view.

8. Failure to Empower: Will not truly empower others, unless they revere him; those who do not revere him will be destroyed or undermined, usually by subtle innuendo. Seldom give credit to others that contribute to them or precede them or that are outside the cult group. Often members of their organization are held back and not given an opportunity to play a powerful role -- however these underpowered people hang on because they feel indebted/beholden/obligated to their cult leader.

9. Fear & Insecurity: Very high degrees of Insecurity -- enables them to attract, tune into, and manipulate others who are insecure, enabling them to prey upon other's weaknesses. May also demonstrate signs of a "persecution complex." Will do "favors" for you, and remind you, so that you feel "obligated." They need to be admired. Their fears are always covered over -- they will refuse to discuss their inner fears, and will project or shift their fears into blame of others. Napoleon said he "*combined absolute power, constant supervision, and fear.*" By creating self doubt, those in the MM's grasp become reliant of the presence of the manipulator, ultimately submitting to the manipulator's will, all with the promise of a new level of performance and/or freedom. FUDD — Fear, Uncertainty, Doubt, & Distrust are their modus-operandi.

10. Bend Truth: Their insecurity often causes them to stretch a truth, or manipulate it to their advantage (great propagandists), living in half-truths. There is enough half-truth in what they say to be believable, if you don't search too deeply or far. However, they manipulate their own perspective on reality, so that they actually begin to believe what they say and perceive. Hitler said in Mein Kampf (My Struggle) that lies were important in gaining power, and used Goebbels to create one of the world's most masterfully manipulative propaganda machines based on half truths. Half truths, combined with elegant language, are used to shift perceptions of reality.

11. Confrontation: Cannot handle real, frank confrontation, especially that which challenges their intellectual or emotional underpinnings. To deal with their inability to be confronted, they may be slippery smooth, facile with turning the issue, or will become very aggressive, taking the offense to overpower another. When intoxicated, will become highly angry, resentful, boastful, or vile. These people may have a propensity to drink, and their true personality will be revealed under these circumstances. May have a violent streak.

12. Non-Collaborative and Dominating: Must dominate conversations and relationships. Not capable of co-creation, true spirituality, and intimately collaborative relationships. However, their language and advocacy is probably about collaboration, as long as it is on their terms and conditions. MMs will often have an arrogant superiority that puts others down, often subtly.

13. Create Co-Dependency: Will put people down in the guise of: "You're not hearing, you are incapable of listening" (but I can hear and I am capable, therefore you must rely/depend upon me -- an now I control you). Will subtly plant seeds of doubt about people to undermine their capability. Those seeds are also planted within your team, so that your team members no longer have full faith in their leader. Will constantly push their value in your face, regularly demonstrating how they have contributed or helped, making you feel obligated/ indebted/ indentured. You constantly feel inadequate because you owe them more because of all they have done for you. They keep a constant monitoring of the amount/level of your indebtedness to them. The Great Master Manipulators will require great commitment from those that become attached to them, often requiring that all communications and all initiatives go through them. The MM surrounds themselves with needy individuals, preying upon people's weaknesses, and not supporting their strengths.

14. Authority & Will Power: Powerful and focused will that is incessant in its drive to achieve. Mastery of their own will is essential to controlling others. Combining their will power with the co-dependency strategy, the MM enables the surrender, step by step, inch by inch, of the victims will to their will. Often

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the MM will create new rules of behavior, authority, and control; while casting out the old, thereby exercising power and supervision in the new order of things. The MM will not allow others to jointly participate in co-creating the new rules and order.

15. Non-Verifiable: Will limit your access to verification. You may never see their resume or gain detailed information to back up their claims-- there is always a "reason" not getting verifiable data. Often, they will tell you how important it is to make a leap of faith to understand their process -- "it must be experienced to be understood." Has a long history of presumed accomplishments, but if you get the opportunity to do the verification and ask the people who actually did the work, they do not attribute the cause to this person (he is not truly revered). Research Studies are selectively produced to validate their opinions, but often this research is incomplete or poorly done by the manipulator's accomplices. Cause the victims of the manipulator have a powerful need to have hope, they often choose not to delve into verifying claims.

16. Speed*: More often than not, MMs are rapid thinkers and doers. With speed, they sweep others away, have rapid fire reasons and excuses, and create a compulsion to join their momentum. Their rapidity keeps others off balance; speed is especially disconcerting when they are on the attack because you can't defend fast enough. Typically, will fire away with questions in return to avoid providing a direct response.

17. Vision and Destiny*: The Great Master Manipulators, (e.g., Hitler, Lenin, Napoleon) had a fanatical belief in their own personal mission and vision of the future. Their personal charisma lies in their ability to attract people without such a powerful vision who wanted to attach themselves to the Manipulator's vision. Hitler had a vision of the German Reich ruling the world. Putin's was to recreate the Russian Empire.

18. Self-Righteous: High moral purpose combined with a "holier than thou" attitude and an exclusion of (and negative moral judgements upon) those who are "non-believers."

19. Focus of Intensity*: Highly intense people who concentrate with boundless power and energy. "It is the same with strategy as with the siege of fortresses: concentrate fire on a single point; when the breach is made the equilibrium is broken and all the rest becomes useless and the fortress is *broken*," according to Napoleon.

20. Sensitive to Weakness & Insecurity: They seem to have a very acute sense of other people's weaknesses and blind sides, quickly exploiting those weaknesses by creating more weakness and dependency.

Note: * denotes: Characteristics also shared with great achievers, great geniuses, and great empowering leaders. Only when used in the "negative" sense do these characteristics become manipulative.

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How to Spot the Master Manipulator

The Master Manipulator can be identified in advance, if you know what to look for. These people have a number of things either present or missing in their character which can be diagnosed:

A. True Caring and Giving is Missing: These people are not free givers of themselves; when they give, they consider it a loan, for which others are indebted. Deep caring love for others is not evident, but you might hear mention of symbols or images of love, but not the real thing. Real sacrifice is not present. They focus their pseudo-care on those who are their prime supporters or on those who can influence a large number of others in the group. This is because they are so self-centered.

B. Listen with Your Eyes and Heart: Most of us listen with our ears and minds. Practice listening with your eyes — see the reality of their actions not their words. Their words are always smooth, correct, and convincing. But their actions are not in congruence with what they say. In your heart, you will not feel co-creative, loving, or personally empowered. You may be told you may have to go through this transition of insecurity before you can breakthrough to the other side, rather than hold both the present and future realities as a “duality.”

C. Spirituality is Missing: Often the Master Manipulator will substitute philosophy and specialized methods and rationales in favor of a deep commitment to God, spirituality, or relationship to a higher order. Spiritual growth is absent. They want you to believe in them, not something greater than them.

D. Pseudo-Scientific: They will manipulate scientific knowledge to their advantage, often citing studies or prominent scientists and knowledgeable authorities to validate their distorted beliefs. There is a manipulation of truth, using half-truths to create the semblance of a new reality. Intellectually devious.

E. Power of the Manipulator: These are very entrancing people who can mesmerize with their words and ability to get inside your mind. Their power should not be underestimated. They try to maintain positions of high respectability; they search for status. They are hard workers. They always seem almost “too perfect,” because the perfection is merely a facade to disguise the true reality.

F. Mis-Trust: The Master Manipulator will attempt to undermine your trust in yourself and in others, and substitute a trust for the manipulator into the vacuum. “FUDD” — Fear, Uncertainty, Doubt, & Distrust -- will be present in large magnitudes in the arenas the Manipulator operates.

G. Shaky Ground: Their words and deeds constantly put you on shaky ground, subtly undermining your own power and value. The Manipulator does not have a powerful commitment to your power without a long-term co-dependent relationship to the Manipulator.

H. Require Commitment to Their Method: They will claim to have a cure for your problems and incapacities, but will require an extensive, long-term commitment/attachment to them.

I. Above Reproach: They lash out at others that confront them. They deny their own malicious intent and deviousness, thereby projecting evil intent on others. They sacrifice others to preserve their image of perfection. Scapegoating is often a chronic condition. They attempt to destroy others who challenge them. They hate the light of truth that attempts to penetrate their self-deception.

J. Cracks under Confrontation: To penetrate their disguise, confront them with powerful, penetrating, deep, questions. Manipulators generally attack under confrontation. Take them drinking and observe their behavior at different levels of inebriation. Generally, they will either contradict themselves when drunk, or manifest their real lack of conscience by becoming very angry or violent. They are not sad or happy

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drunks. Their true fears and hatreds are often revealed when inebriated. Avoids wholesome open debate in an open forum where their ideas can be challenged, evidence can be discussed, and doubt expressed.

K. Avoids Validation: The Master Manipulator will resist or sidestep your attempts to validate the truth. They will avoid giving you a resume, give reasons why you can't talk to clients, refrain from references.

L. Humbleness and Self Deprecating Humor is Missing: The Master Manipulator is never humble about themselves, never talks about their fallibilities and frailties, and seldom makes fun of themselves.

M. Freedom of Choice: Your freedom to choose among options and points of view will be severely limited in the presence of the Master Manipulator. They will try to force you into a narrow range of options -- options in which they will be able to continue their control.

N. Highly Self-Centered: They are totally void of integrity, always seeing themselves in the center of everything. They will become overbearing, self-righteous, and overwhelming in the power of their narrow opinions.

O: Compulsive Controllers: Because of their tremendous insecurities, the Master Manipulator is driven to compensate by trying to control everything. This also results in having a very limited range of interpersonal skills.

P. Victimized: They constantly claim they are the victims of their circumstances or of other's vindictiveness, when in reality, because they cannot take responsibility for their actions, they were the real cause of the problems.

Q. Deep Seated Anger: While everyone has some anger somewhere, manipulators always project their anger outward at others. For normal people, anger is the outward projection of inner hurt, resentment, guilt and pain. When asked, the normal person can see the outward projection as a reflection of an inner issue. The manipulator cannot and will not go inward, unless to use the inward journey as an attempt to place outward blame.

R. Torpedo Launching: This means the Master Manipulator will try to undermine you surreptitiously by talking about you behind your back, exaggerating things you when telling others, trying to drive a wedge between you and your friends by saying things to your friends that erode their confidence in your loyalty, making an effort to replace you as their friend, etc.

S. Seek Weaknesses: The Master Manipulator will look for people who are insecure, weak, afraid, or yearning for attention. Often these are people who will have a tendency to lie. Then the manipulator will put them into difficult situations where they have to choose between the truth and losing his attention/pseudo affection.