

Manipulative technologies in business





GIPNOZ...

PSIKHOLOGIYA
VLIYANIYA...

NLP...



MLP

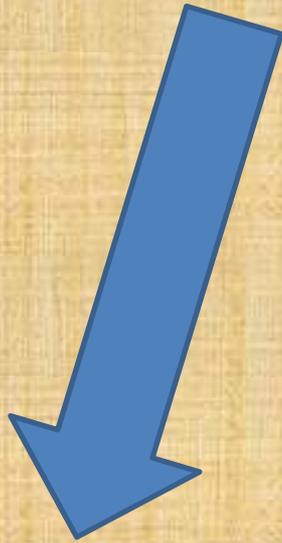


NLR IN BUSINESS

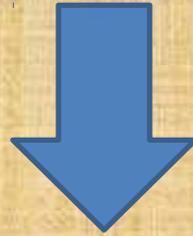
- **increases motivation**
- **persuasion skills**
- **goal setting and its achievement**
- **changes the way of thinking**
- **future planning**



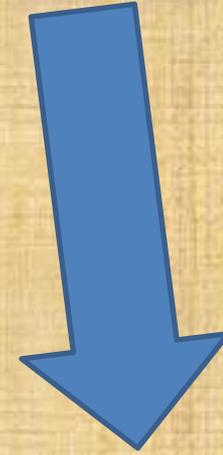
NLR IN BUSINESS



**A set of
techniques
for
manipulation**



**Direction of
cognitive
psychology**



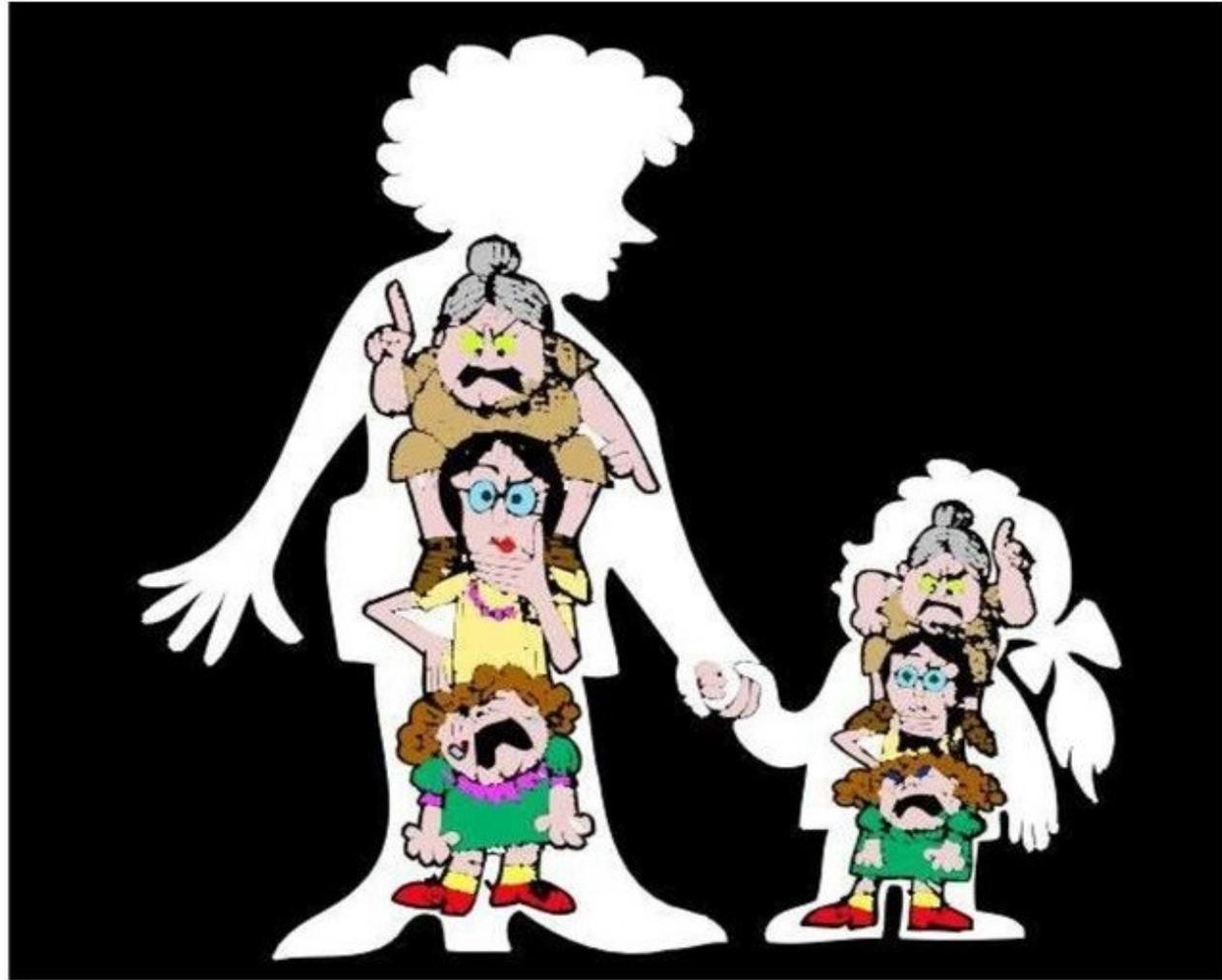
**Means of
increasing the
effectiveness of
communication**

PERSONAL: **INTERPERSONAL:**

- **Anchoring**
- **Technique "Wag"**
- **Hypnosis**

- **Three Consent Method**
- **Illusion of choice**
- **Trap words**
- **Team questions**
- **Turnover "than ... so ..."**

TRANSACTIONAL ANALYSIS





PARENT

ADULT

CHILD

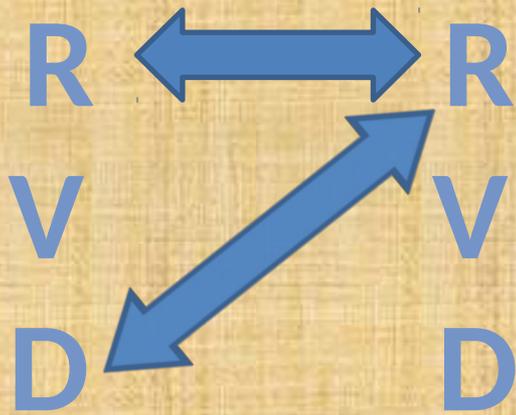
THE MAIN GOAL OF TRANSACTIONAL ANALYSIS



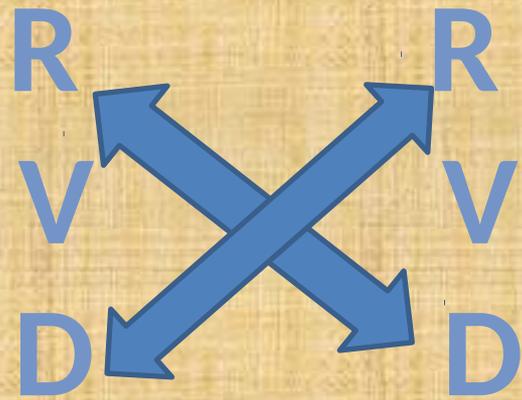
**ANALYSIS OF TRANSACTIONS
BETWEEN PEOPLE**

TYPES OF TRANSACTIONS

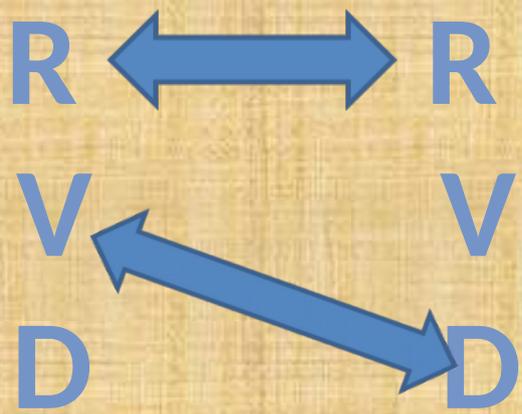
PARALLEL



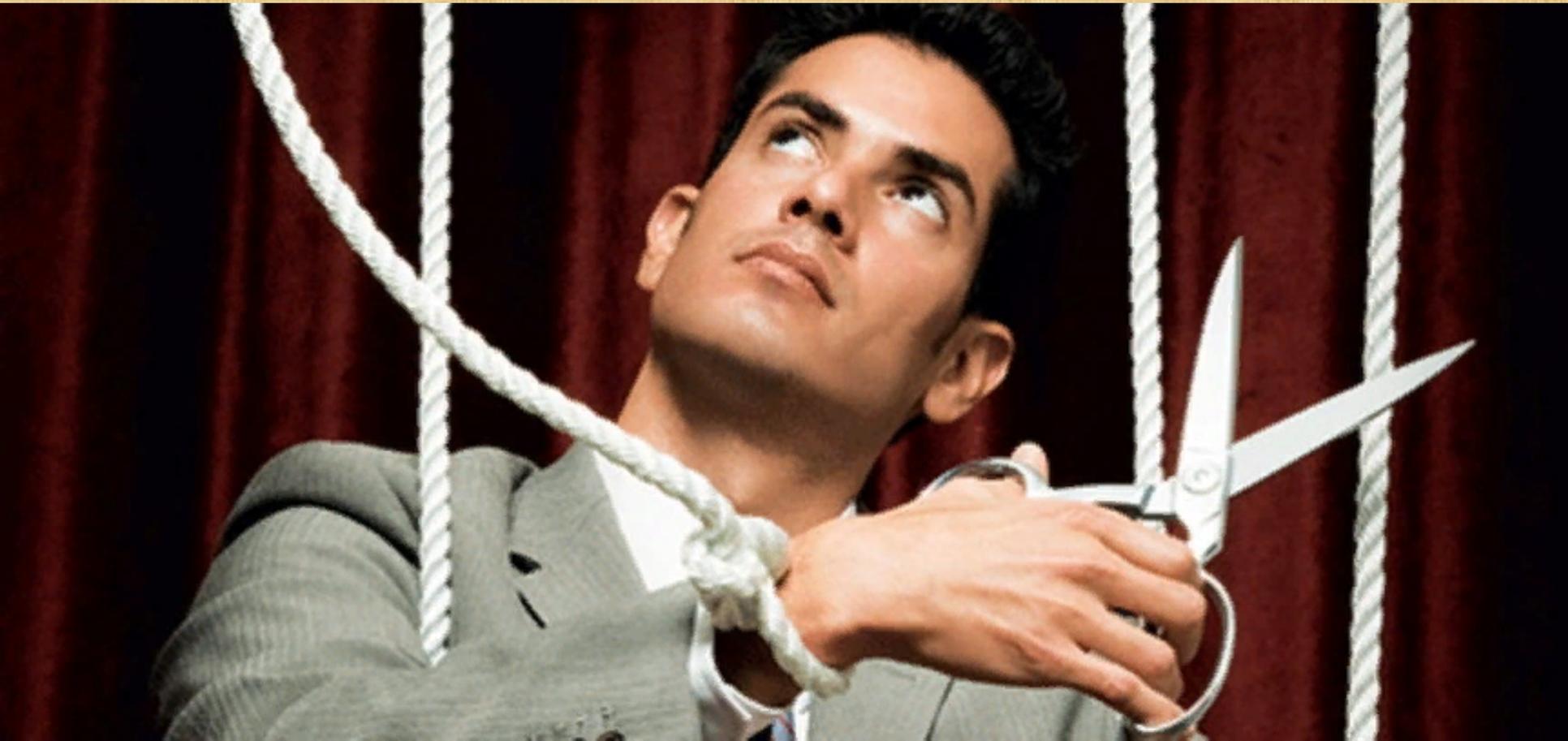
INTERSECTING



HIDDEN



COUNTER MANIPULATIVE TECHNIQUES



MISTRUST



AVOIDING SOURCES OF EXPOSURE



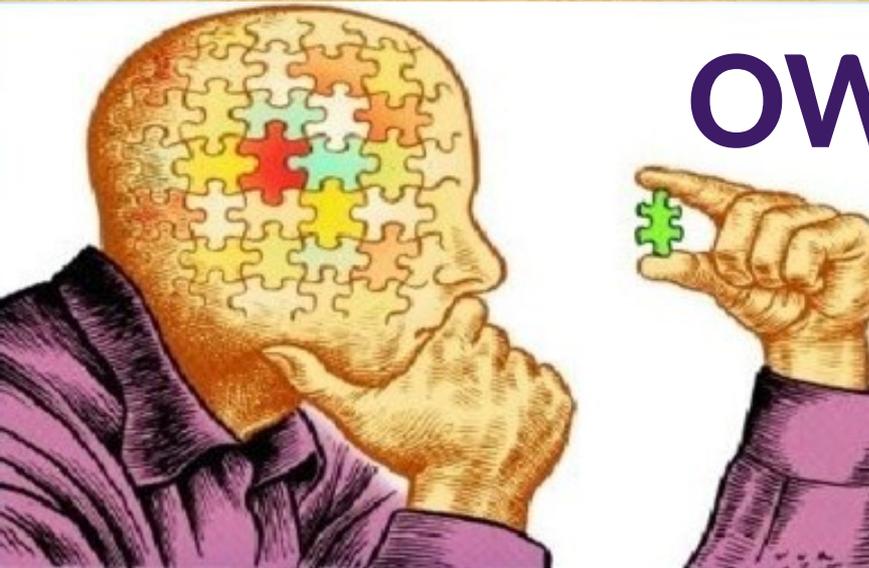
**IMAGINARY
MISUNDERSTANDING**

**LAUGHTER,
RIDICULE,
RIDICULE**



CRITICAL THINKING

BELIEF IN ONE'S OWN CHOSENNESS



CHOICE

HAVING TIME TO THINK



**FEARLESSNESS AND
SELF-CONFIDENCE**

SELF SUFFICIENCY





DO I REALLY NEED IT?



**THANKS FOR
ATTENTION!**