

---

# Contents

|          |                                                                       |           |
|----------|-----------------------------------------------------------------------|-----------|
| <b>1</b> | <b>Introduction</b>                                                   | <b>1</b>  |
| 1.1      | Initial Situation                                                     | 1         |
| 1.2      | New Accents on Manipulation                                           | 2         |
| 1.3      | Summary                                                               | 4         |
| <b>2</b> | <b>Forms of Manipulative Behavior</b>                                 | <b>5</b>  |
| 2.1      | Impulses for Intensifying Self-Perceptions                            | 5         |
| 2.1.1    | Body's Own Neurophysiological Processes                               | 6         |
| 2.1.2    | Psychological Processes                                               | 6         |
| 2.2      | External Observations Triggering Involuntary Reactions or Evaluations | 7         |
| 2.2.1    | Suggestibility or Influenceability                                    | 8         |
| 2.2.2    | Behavioral Influences through Prejudices or Stereotypes               | 8         |
| 2.2.3    | Camouflage, Deception, and Hiding                                     | 9         |
| 2.3      | Systematic Influences                                                 | 9         |
| 2.3.1    | Self- or Autosuggestion                                               | 9         |
| 2.3.2    | Manipulations of Other Target Persons                                 | 10        |
| 2.4      | Lies and Other (Supposed) False Statements                            | 11        |
| 2.4.1    | Witness Statements Do Not Necessarily Correspond to the Truth         | 11        |
| 2.4.2    | Lies                                                                  | 12        |
| 2.5      | Summary                                                               | 12        |
| <b>3</b> | <b>Behavioral Manifestations of Manipulation</b>                      | <b>15</b> |
| 3.1      | Behavior Descriptions of Suggestivity                                 | 15        |
| 3.2      | Behavior Descriptions of Suggestibility                               | 17        |
| 3.3      | Behavior Descriptions for Autosuggestions                             | 18        |
| 3.4      | Behavior Descriptions for Camouflage, Deception, and Hiding           | 19        |
| 3.5      | Behavior Descriptions for Lying                                       | 20        |
| 3.6      | Behavior Descriptions for Prejudices or Stereotypes                   | 21        |
| 3.7      | Behavior Descriptions for Voyeurism                                   | 22        |
| 3.8      | Summary                                                               | 23        |

|          |                                                                                          |           |
|----------|------------------------------------------------------------------------------------------|-----------|
| <b>4</b> | <b>Differential Diagnostic Aspects of Manipulative Behavior . . . . .</b>                | <b>25</b> |
| 4.1      | Construct Validity of the Trait Manipulation . . . . .                                   | 25        |
| 4.1.1    | Connections within the Trait Manipulation<br>between the Defined Feature Facets. . . . . | 26        |
| 4.1.2    | Connections to Other Personality Traits or Test<br>Scales . . . . .                      | 27        |
| 4.1.2.1  | Connections to general “classical”<br>personality traits . . . . .                       | 27        |
| 4.1.2.2  | Connections to the “Big Five” Constructs . . .                                           | 29        |
| 4.1.2.3  | Connections to Emotion-Focused<br>Models and Self-Influencing Factors . . . . .          | 29        |
| 4.1.2.4  | Connections to the so-called “Dark<br>Triad” . . . . .                                   | 31        |
| 4.1.2.5  | Personality Tests with a Lie Scale. . . . .                                              | 31        |
| 4.1.2.6  | Connections to Prejudices or Stereotypes . . .                                           | 33        |
| 4.1.3    | Bizarre Types According to the Observations of<br>Theophrastus . . . . .                 | 34        |
| 4.1.3.1  | The Insincere. . . . .                                                                   | 34        |
| 4.1.3.2  | The Rumormonger . . . . .                                                                | 34        |
| 4.1.3.3  | The Braggart and Fame-Seeker. . . . .                                                    | 34        |
| 4.1.4    | Noticeable Strange Characters in Our Time . . . . .                                      | 35        |
| 4.1.4.1  | The Embellisher . . . . .                                                                | 35        |
| 4.1.4.2  | The Hasty . . . . .                                                                      | 35        |
| 4.1.5    | And are there more “odd birds”? . . . . .                                                | 35        |
| 4.1.5.1  | The Hypocrite . . . . .                                                                  | 35        |
| 4.1.5.2  | The Know-it-all. . . . .                                                                 | 36        |
| 4.1.5.3  | The Worriwart . . . . .                                                                  | 36        |
| 4.2      | Connections to “objective” measures as a sign of criterion<br>validity . . . . .         | 36        |
| 4.3      | Summary . . . . .                                                                        | 37        |
| <b>5</b> | <b>Individual Diagnostics: Distinguishing Between Fiction and<br/>Truth. . . . .</b>     | <b>39</b> |
| 5.1      | Statements of an Affected Person . . . . .                                               | 40        |
| 5.2      | Statements of Other Persons as Participants . . . . .                                    | 41        |
| 5.2.1    | Statements of the Accused (as “Opponent”) . . . . .                                      | 42        |
| 5.2.2    | Statements of Uninvolved Persons or Witnesses . . . . .                                  | 42        |
| 5.3      | Reactions of Onlookers and Voyeurs . . . . .                                             | 43        |
| 5.4      | Summary . . . . .                                                                        | 44        |
| <b>6</b> | <b>Manipulation by System. . . . .</b>                                                   | <b>45</b> |
| 6.1      | Orders and Regulations . . . . .                                                         | 45        |
| 6.2      | Games and Their Strategic Calculations . . . . .                                         | 45        |
| 6.2.1    | Elements of Games . . . . .                                                              | 46        |
| 6.2.1.1  | Nash Equilibrium . . . . .                                                               | 47        |
| 6.2.1.2  | Strategy Forms and Moves . . . . .                                                       | 47        |

|         |                                                                                                   |     |
|---------|---------------------------------------------------------------------------------------------------|-----|
| 6.2.2   | Selected Popular Game Types . . . . .                                                             | 50  |
| 6.2.2.1 | Non-cooperative Games . . . . .                                                                   | 50  |
| 6.2.2.2 | Cooperative Games . . . . .                                                                       | 52  |
| 6.2.3   | Other Game Theory Concepts . . . . .                                                              | 55  |
| 6.2.3.1 | Balance of Interests through Mutual Agreement or Negotiation. . . . .                             | 56  |
| 6.2.3.2 | Auctions . . . . .                                                                                | 58  |
| 6.2.3.3 | Social Contracts as a Game Concept . . . . .                                                      | 59  |
| 6.2.3.4 | Looking into the Abyss: Dealing with Dangerous “Cliffs” and Imbalances (“Brinkmanship”) . . . . . | 60  |
| 6.3     | Summary . . . . .                                                                                 | 62  |
| 7       | <b>“System Diagnostics” of Dependency Relationships and Mutual Influence Attempts.</b> . . . .    | 65  |
| 7.1     | System Analysis and System Diagnostics of the Anatomy of Games . . . . .                          | 66  |
| 7.2     | Selected Games and Their Analysis. . . . .                                                        | 71  |
| 7.2.1   | Damage Regulation . . . . .                                                                       | 71  |
| 7.2.2   | Failure to Render Assistance . . . . .                                                            | 74  |
| 7.2.3   | Free Riders. . . . .                                                                              | 75  |
| 7.3     | Other Possibilities of System Diagnostics. . . . .                                                | 77  |
| 7.3.1   | Sensitivity Analysis Using “Signal Detection Theory” . . . . .                                    | 77  |
| 7.3.1.1 | Basic or Measurement Model . . . . .                                                              | 79  |
| 7.3.1.2 | Operationalization and Application . . . . .                                                      | 81  |
| 7.3.2   | Sampling or: “Setting an Example”. . . . .                                                        | 82  |
| 7.3.3   | Portfolio Techniques for Self-Control and Self-Suggestion . . . . .                               | 83  |
| 7.4     | Summary . . . . .                                                                                 | 84  |
| 8       | <b>Economic Concepts of “Rational Decision-Making”</b> . . . . .                                  | 87  |
| 8.1     | Theoretical Concept and Methodological Implications. . . . .                                      | 87  |
| 8.2     | Application Example . . . . .                                                                     | 89  |
| 8.3     | Other Remarks . . . . .                                                                           | 91  |
| 8.4     | Summary . . . . .                                                                                 | 94  |
| 9       | <b>Insights into the Influence on Prosocial Behavior</b> . . . . .                                | 95  |
| 9.1     | Social Preferences in the Assessment of Interactions . . . . .                                    | 96  |
| 9.2     | Compassion (Empathy) with Other People . . . . .                                                  | 97  |
| 9.3     | Summary . . . . .                                                                                 | 98  |
| 10      | <b>Implications and Consequences for Practice</b> . . . . .                                       | 99  |
| 10.1    | Overview of the Structure of Social Interactions. . . . .                                         | 99  |
| 10.2    | Relationship Level . . . . .                                                                      | 100 |
| 10.3    | Communication Level . . . . .                                                                     | 102 |

|           |                                                                                                         |            |
|-----------|---------------------------------------------------------------------------------------------------------|------------|
| 10.3.1    | Consultation . . . . .                                                                                  | 102        |
| 10.3.1.1  | Financial Consulting . . . . .                                                                          | 103        |
| 10.3.1.2  | Personnel Consulting . . . . .                                                                          | 106        |
| 10.3.1.3  | Other Consultations . . . . .                                                                           | 109        |
| 10.3.2    | Negotiations . . . . .                                                                                  | 110        |
| 10.3.2.1  | Sales Conclusion . . . . .                                                                              | 111        |
| 10.3.2.2  | Balance of Interests . . . . .                                                                          | 113        |
| 10.3.3    | Interrogations . . . . .                                                                                | 114        |
| 10.3.3.1  | Suspects . . . . .                                                                                      | 114        |
| 10.3.3.2  | Witnesses . . . . .                                                                                     | 116        |
| 10.3.3.3  | Requirements for Evidence in<br>Interrogations . . . . .                                                | 118        |
| 10.4      | Summary . . . . .                                                                                       | 119        |
| <b>11</b> | <b>Therapeutic Applications at the Interface Between Counseling<br/>and Treatment . . . . .</b>         | <b>121</b> |
| 11.1      | General Information on Financial Therapy . . . . .                                                      | 122        |
| 11.2      | Personality Disorders and Maladaptive Behaviors . . . . .                                               | 123        |
| 11.3      | Therapy Forms . . . . .                                                                                 | 125        |
| 11.4      | Case Example as “Case Study” . . . . .                                                                  | 126        |
| 11.4.1    | Biographical Details . . . . .                                                                          | 126        |
| 11.4.2    | Reason for Treatment and Problem Behavior . . . . .                                                     | 129        |
| 11.4.3    | Therapy . . . . .                                                                                       | 130        |
| 11.5      | Summary . . . . .                                                                                       | 133        |
| <b>12</b> | <b>Educational Concepts for Promoting Learning, Education,<br/>and Personality Development. . . . .</b> | <b>135</b> |
| 12.1      | Goals and Topics of School Pedagogy and Promotion . . . . .                                             | 136        |
| 12.2      | Methods of Educational Diagnostics . . . . .                                                            | 139        |
| 12.3      | Transfer to Other “Learning Groups” . . . . .                                                           | 140        |
| 12.4      | Summary . . . . .                                                                                       | 142        |
| <b>13</b> | <b>Lessons Learned . . . . .</b>                                                                        | <b>145</b> |
|           | <b>References . . . . .</b>                                                                             | <b>155</b> |