

HUMAN HACKING

WIN FRIENDS, INFLUENCE PEOPLE, AND LEAVE THEM BETTER OFF FOR HAVING MET
YOU

Conversational Outline -

To help you put it all together as mentioned in Chapter 9, you can use this printable sheet as a resource.

Daughter broke house rules

Step # 1: Map Your Terrain

Subject DISC Profile: I

Likely state of mind: Stressed and emotional

Who needs who more: mutual

What happens if your request is denied: communication breakdown,
family discord

Step #2: Define Your Goal

Clearly and precisely write out your desired goal: (for details see page 229)

learn why she chose to disobey the rule

Try to understand what factors lead to the rule

breaking

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Step #3: Decide on Your Pretext

List the pretexts you want to use and then order them with #1 being the one you will use.

1. Concerned Parents ~~Angry Parents~~
2. Angry Parents
3. _____
4. _____

Step #4: Imagine Your Rapport Building

What principles of rapport will you employ and why?

- A assistance and
- B sympathy request
- C _____

Step #5: Identify Potential Influence- Building or Elicitation Techniques

What principles of influence and/or elicitation will you employ and why?

- A Liking
- B mild authority
- C _____

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Step #6: Run a Quick Manipulation Check

At what points during this engagement might you be tempted to employ manipulation? Identify them early to avoid the trap:

- A Threaten punishment if she won't answer
- B paint a bleak picture of harm for disobedience
- C _____

Step #7: Pump Up the Nonverbals

What are the baseline nonverbals of your subject?

- A lots of leg movement
- B emotional and angry when emotional
- C eye rolls

Do you have any standard nonverbals that your subject could find off putting?

- A Furrowed brow
- B raising of voice
- C agressive gestures

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Step #8: Conduct an Authenticity Check

Identify areas that might really seem out of place for you:

A none as long as i

B keep nonverbals in check

C _____

Step #9: Prepare for Likely Contingencies

Can you identify any contingencies that might drastically affect your outline?

A She was peer pressured

B She was threatened

C _____

Step #10: Solidify Gains

Upon success, what is your exit strategy?

Success will be finding out why she disobeyed then
helping her admit to talk to us next time she wants to do
something we asked her not to. If we get there, we will give
her space and time to work through emotions.