

# HUMAN HACKING

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

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

## **Step # 1: Map Your Terrain**

Subject DISC Profile: \_\_\_\_\_

Likely state of mind: \_\_\_\_\_

Who needs who more: \_\_\_\_\_

What happens if your request is denied: \_\_\_\_\_

## **Step #2: Define Your Goal**

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

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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. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_

## **Step #4: Imagine Your Rapport Building**

What principles of rapport will you employ and why?

- A \_\_\_\_\_
- B \_\_\_\_\_
- C \_\_\_\_\_

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

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

- A \_\_\_\_\_
- B \_\_\_\_\_
- 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 \_\_\_\_\_

B \_\_\_\_\_

C \_\_\_\_\_

## Step #7: Pump Up the Nonverbals

What are the baseline nonverbals of your subject?

A \_\_\_\_\_

B \_\_\_\_\_

C \_\_\_\_\_

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

A \_\_\_\_\_

B \_\_\_\_\_

C \_\_\_\_\_

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## Step #8: Conduct an Authenticity Check

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

A \_\_\_\_\_

B \_\_\_\_\_

C \_\_\_\_\_

## Step #9: Prepare for Likely Contingencies

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

A \_\_\_\_\_

B \_\_\_\_\_

C \_\_\_\_\_

## Step #10: Solidify Gains

Upon success, what is your exit strategy?

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