
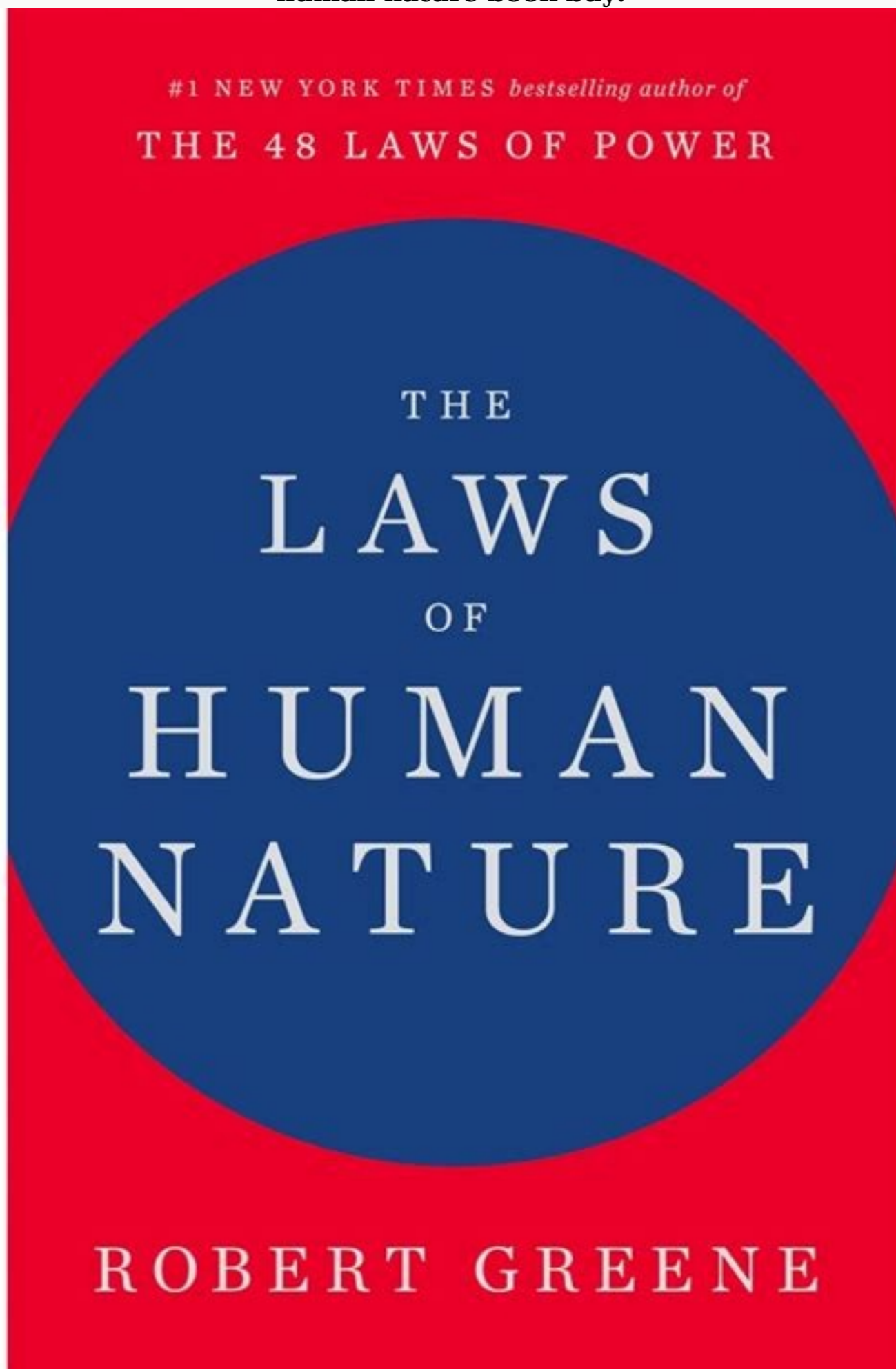


I'm not robot  reCAPTCHA

I'm not robot!

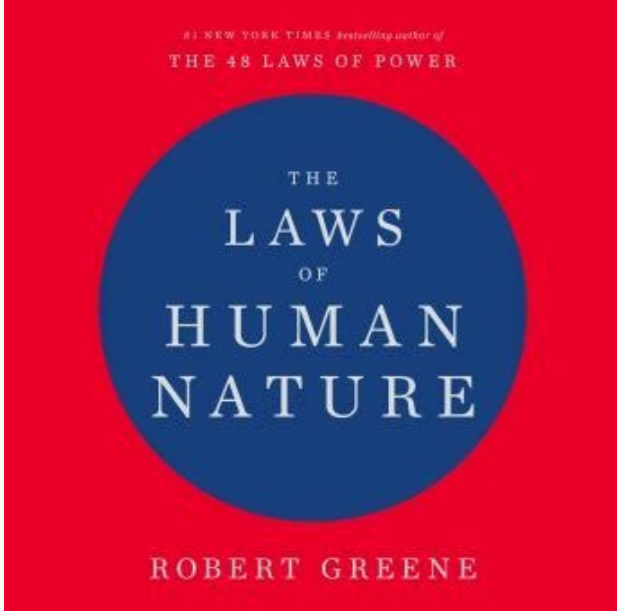
Laws of human nature book

The laws of human nature book near me. The laws of human nature book depository. The laws of human nature book price. The laws of human nature book cover. Laws of human nature book pages. The laws of human nature book buy.

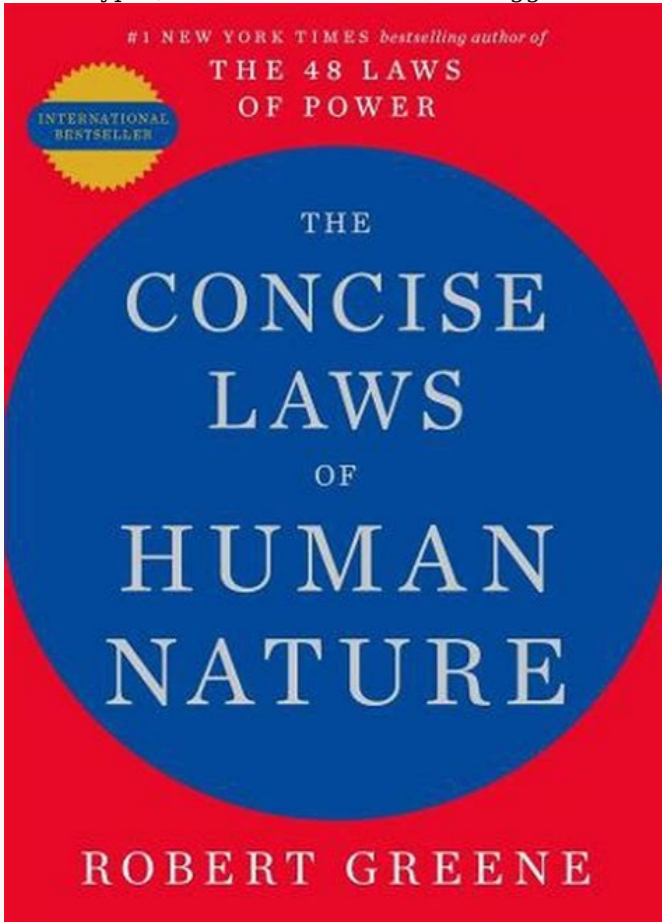


The concise laws of human nature book. Laws of human nature book summary. Laws of human nature book quotes. Laws of human nature book in hindi. Laws of human nature book review.

We see the results—our thoughts, moods, and actions—but have little conscious access to what actually moves our emotions and compels us to behave in certain ways. What if we could understand why some people turn envious and try to sabotage our work, or why their misplaced confidence causes them to imagine themselves as godlike and infallible? Because of the precise way in which we evolved, there are a limited number of these forces of human nature, and they lead to the behavior mentioned above—envy, grandiosity, irrationality, shortsightedness, conformity, aggression, and passive aggression, to name a few. We may slip into moments of self-absorption, but have a strong-enough sense of self to pull out of it. The truth is that we humans live on the surface, reacting emotionally to what people say and do. Law of Death Denial: Contemplate common mortality. We can add to these primitive qualities our need to wear masks to disguise any behavior that is frowned upon by the tribe, leading to the formation of a shadow personality from all the dark desires we have repressed. Wilson), of the relationship between the body and the mind (V. We'll now introduce all 18 laws of human nature, and take a more detailed look at 2 of them. We can call them laws in that under the influence of these elemental forces, we humans tend to react in relatively predictable ways. Thank you for buying an authorized edition of this book and for complying with copyright laws by not reproducing, scanning, or distributing any part of it in any form without permission. • Use direct/indirect feedback to develop your empathetic skills: ask about their thoughts/feelings to verify your guesses, and observe their responses and rapport. They often appear charming and refreshingly confident, brimming with ideas and enthusiasm, and we fall under their spell. But the truth is in fact the opposite—we have never been more in the thrall of human nature and its destructive potential than now. We would finally rob them of their power through our ability to look into the depths of their character. The problem arises when we rely on others' attention and validation to feel worthy and alive. When choosing who to work/associate with, learn to look beyond appearances. In short, we're emotional creatures, yet we're often blind to our own impulses. To this day, we humans remain highly susceptible to the moods and emotions of those around us, compelling all kinds of behavior on our part—unconsciously imitating others, wanting what they have, getting swept up in viral feelings of anger or outrage. What if we could find out what causes us to lie about who we are, or to inadvertently push people away? Law of Repression: Confront your dark side. It's easier to think that you're angry with someone because he's a jerk, than to admit that you're insecure and jealous of him. We can now cull the many advances in the sciences that can aid us in our self-understanding—studies of the brain (Antonio Damasio, Joseph E. Ready to learn more about all 18 rules and start becoming better with people? We have labored under so many illusions about the human animal—imagining we descended magically from a divine source, from angels instead of primates. Having such clarity about ourselves and others could change the course of our lives in so many ways, but first we must clear up a common misconception: we tend to think of our behavior as largely conscious and willed. What we can say about these two things—people's ugly actions and our own occasionally surprising behavior—is that we usually have no clue as to what causes them. And finally, we can include the rapidly expanding library of biographies now available, revealing human nature in depth and in action. Learn to establish your authority with 8 strategies and cultivate your inner authority. They tend to take everything personally, demand control and attention in their relationships and are expert manipulators as leaders. Copyright fuels creativity, encourages diverse voices, promotes free speech, and creates a vibrant culture. It could be something in our childhood or some particular set of circumstances that triggers the emotion. Our ancestors understood this shadow and its dangerousness, imagining it originated from spirits and demons that needed to be exorcised. Law of Fickleness: Make them want to follow you. Learn to decode and diffuse envy before it turns dangerous. How can you understand human behavior, make sense of others and your own emotions/actions? In your daily conversations, (i) set aside your judgments/biases, (ii) stop your inner dialogue and listen fully, (iii) don't assume you have similar/shared views, and (iv) be open to new discoveries. These may come from (i) childhood memories that trigger strong positive/negative feelings, (ii) sudden gains/losses that bring extreme optimism or pessimism, (iii) extreme stress which causes us to get defensive, (iv) individuals who evoke strong feelings in us/others, and (v) infectious emotions from large groups. We can also include in this the works of certain philosophers (Arthur Schopenhauer, Friedrich Nietzsche, José Ortega y Gasset) who have illuminated so many aspects of human nature, as well as the insights of many novelists (George Eliot, Henry James, Ralph Ellison), who are often the most sensitive to the unseen parts of our behavior. • Visceral empathy: Pay attention to people's reactions, e.g. facial expressions, body language and tone of voice. Law of Grandiosity: Know your limits. Learn to step back and consider the bigger picture instead of reacting to what's in front of you.



9. Look at our anger, for instance. 12. We have covered up our darker impulses with all kinds of excuses and rationalizations, making it easier for some people to get away with the most unpleasant behavior. • Develop your rational self: (i) observe yourself in times of stress, (ii) examine the roots of your feelings and record your observations, (iii) wait before you respond, (iv) accept irrational people as facts of life (vs taking things personally), and (v) consciously channel your emotional energy instead of being driven by them. S. LAW OF IRRATIONALITY: Master Your Emotional Self Humans think that we're rational and in control of our lives, when in reality we're driven by irrational emotions. Use 5 strategies to overcome in-the-moment impulses to develop a sense of purpose and follow your inner compass. 11. Each chapter deals with a particular aspect or law of human nature. Recognize the 7 common emphatic traits that hide a darker side, and use 4 steps to tap on your full range of creative energies and become an integrated human. 2. Become a master at reading people and presenting yourself optimally with 3 skills. We form opinions of others and ourselves that are rather simplified. It is as if we harbor a stranger within us, a little demon who operates independently of our willpower and pushes us into doing the wrong things. Similarly, with ourselves, what if we could look within and see the source of our more troubling emotions and why they drive our behavior, often against our own wishes? These include the (i) confirmation bias (thinking you're being logical when you're focusing on evidence to confirm your own beliefs), (ii) conviction bias (defending your views with conviction to drown out your doubts), (iii) appearance bias (thinking you can read people when you're misled by them), (iv) group bias (thinking your ideas are original when you're following the herd), (v) superiority bias (thinking you're better and more rational than others) and (vi) blame bias (avoiding your own failures and blaming others). Law of Envy: Beware the fragile ego. And finally, look at our In life, we'll inevitably come across difficult people who make us feel frustrated, upset, confused or helpless. You might be tempted to imagine that this knowledge is a bit old-fashioned. The insights will help you to become a better judge of character, manage your thought patterns, empathize with others and motivate/influence them more effectively. Consider The Laws of Human Nature a kind of codebook for deciphering people's behavior—ordinary, strange, destructive, the full gamut. LeDoux), of our unique biological makeup (Edward O. To take one example, look at the evolution of human emotion. We would not allow ourselves to get dragged into their dramas, knowing in advance that our interest is what they depend on for their control. The survival of our earliest ancestors depended on their ability to communicate with one another well before the invention of language. Our attitude affects how we interpret and respond to events/people, thus creating a self-fulfilling effect. Each chapter has the story of some iconic individual or individuals who illustrate the law (negatively or positively), along with ideas and strategies on how to deal with yourself and others under the influence of this law. Develop group intelligence by knowing how you're individually influenced by groups and recognize the dynamics/patterns found in any group, then use 5 strategies to develop healthy groups with an upward pull. Learn to identify the signs of elevated grandiosity in yourself and in others, including the 6 common illusions of grandiose leaders and how you can adopt practical grandiosity. 16. They direct their sensitivity outward—in the form of empathy toward people or focused creativity in their work—instead of inward. It is a brutally realistic appraisal of our species, dissecting who we are so we can operate with more awareness. What if we could truly fathom why people suddenly behave irrationally and reveal a much darker side to their character, or why they are always ready to provide a rationalization for their behavior, or why we continually turn to leaders who appeal to the worst in us? Law of Shortsightedness: Elevate your perspective. Law of Role Playing: See through people's masks. We want to believe that our emotions are pure and simple, when we're actually ambivalent toward most things, including our leaders. Through an extensive study of literature on psychology and philosophy, Robert Greene explains the 18 laws of human nature to help us understand why humans behave the way we do. Watch out for these factors, detach yourself and contemplate the underlying sources. But finally we're at a point where we can overcome our resistance to the truth about who we are through the sheer weight of knowledge we have now accumulated about human nature. 4. Law of Aggression: See the hostility behind the façade. Do check out our full book summary bundle that which an infographic, 23-page text summary, and a 31-minute audio summary. 18. And by ignoring this fact, we are playing with fire. Learn to recognize and manage chronic aggressors, counter passive-aggression, be aware of your own aggressive tendencies, and harness 4 positive aspects of your assertive energy. On the surface, people seem friendly and civilized. What if we could look deep inside and judge people's character, avoiding the bad hires and personal relationships that cause us so much emotional damage? Often these types will hit us with elaborate cover stories to justify their actions, or blame handy scapegoats. In these situations, we catch ourselves falling into self-destructive patterns of behavior that we cannot seem to control. We can exploit the vast literature in psychology amassed over the last one hundred years, including detailed studies of childhood and the impact of our early development (Melanie Klein, John Bowlby, Donald Winnicott), as well as works on the roots of narcissism (Heinz Kohut), the shadow sides of our personality (Carl Jung), the roots of our empathy (Simon Baron-Cohen), and the configuration of our emotions (Paul Ekman). Become aware of your own irrationality, then train yourself to learn and manage them through introspection and reflection. Your attitude towards it will be that of the mineralogist who stumbles upon a very characteristic specimen of a mineral. We rely on a different myth—"something came over me." Once this primal current or force within us reaches the level of consciousness, we have to react to it, and we do so depending on our individual spirit and circumstances, usually explaining it away superficially without really understanding it. Or perhaps we fall in love with a person who is precisely the wrong type for us and we know it, but we cannot help ourselves. Healthy narcissists have a strong, resilient sense of self. We imagine we're acting of our own free will, unaware of how deeply our susceptibility to the emotions of others in the group is affecting what we do and how we respond. • Analytic empathy: gather info about the other person to know them (e.g. family relationships, values, emotional triggers). They can be aggressive or passive-aggressive, but they are generally masters at playing on our emotions. 7. Humans want to think highly of ourselves, to the point we tend to imagine our superiority. 17. What has come over us, we wonder? We're strongly defined by the generation that we're born into. You can purchase the book here to dive into the ideas and examples in more detail. SHIFT TOWARD HEALTHY NARCISSISM Aim to (i) recognize deep narcissism to avoid being sucked into toxic relationships, (ii) be honest about your true nature, and (iii) shift toward healthy narcissism by developing 4 empathic skills: • Empathetic attitude: Assume you're ignorant about people and be truly curious about their point of view. Feel free to get more details, examples and insights from our complete book summary bundle. BECOMING MORE RATIONAL To become more rational, incorporate these 3 steps into your life: • Recognize biases (or "low-grade irrationality") that distort your perception and responses. Look at the aggression that is now openly displayed in the virtual world, where it is so much easier to play out our shadow sides without repercussions. Learn the signs of envy, the 5 envier types, the situations that often trigger active envy, and how to build your self-worth. Law of Generational Myopia: Seize the historical moment. Deep narcissists lack a cohesive sense of self, so their self-worth comes entirely from others' attention and validation.



And this stranger within us is rather weird, or at least weirder than how we imagine ourselves.

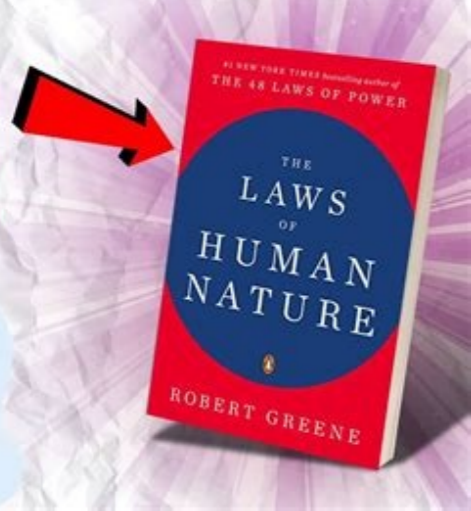
#1 NEW YORK TIMES bestselling author of
THE 48 LAWS OF POWER

THE LAWS OF HUMAN NATURE

ROBERT GREENE

15. After all, you might argue, we are now so sophisticated and technologically advanced, so progressive and enlightened; we have moved well beyond our primitive roots; we are in the process of rewriting our nature. Page 1 Also by Robert Greene Mastery The 50th Law (with 50 Cent) The 33 Strategies of War (a Jost Elffers Production) The Art of Seduction (a Jost Elffers Production) The 48 Laws of Power (a Jost Elffers Production) VIKING An imprint of Penguin Random House LLC 375 Hudson Street New York, New York 10014 penguinrandomhouse.com Copyright © 2018 by Robert Greene Penguin supports copyright. Unfortunately, we get blinded by self-absorption. Or they could be colleagues or hires who reveal, to our dismay, that they are completely out for themselves, using us as stepping-stones.

KEYS TO HUMAN NATURE



Overcome 5 constricted attitudes and embrace expansive ones, to improve your circumstances. We could say something similar about a whole slew of emotions that we feel—specific types of events trigger sudden confidence, or insecurity, or anxiety, or attraction to a particular person, or hunger for attention. 8. But if we were honest and dug down deeper, we would see that what often triggers our anger or frustration has deeper roots. We might protest or become angry, but in the end we feel rather helpless—the damage is done. They also lead to empathy and other positive forms of human behavior.

If we really understood the roots of human behavior, it would be much harder for the more destructive types to continually get away with their actions, you must be careful not to let it annoy or distress you, but to look upon it merely as an addition to your knowledge—a new fact to be considered in studying the character of humanity. . Realize how history moves in cycles across 4 generations, understand how your generation's spirit affects you, and how/where you fit in the wider generational patterns. They evolved new and complex emotions—joy, shame, gratitude, jealousy, resentment, et cetera. Learn to recognize 6 types of gender projections and unlock your repressed qualities/energy to become more flexible, balanced and effective. Humans constantly compare ourselves with one another, and deny our own envy/jealousy. Instead, use 5 strategies to soften their defenses (by validating their self-opinion and aligning your idea with it). To imagine that we are not always in control of what we do is a frightening thought, but in fact it is the reality.

Look at how the permeability of our emotions has only been heightened through social media, where viral effects are continually sweeping through us and where the most manipulative leaders are able to exploit and control us. Human nature stems from the particular wiring of our brains, the configuration of our nervous system, and the way we humans process emotions, all of which developed and emerged over the course of the five million years or so of our evolution as a species. Recognize and overcome the 4 signs of shortsightedness.

Our sense of self-worth is tied to the attention we receive and the quality of our interactions. Use mirroring to develop a stronger connection, e.g. mimic their tone or expression, nod and smile as you listen. Or check out more books by Robert Greene: The 48 Laws of Power and Mastery. Then, use several strategies to exploit the spirit of the times. We're often guided by our emotional impulses—we seek pleasure, avoid pain and do things to soothe our ego. We might latch onto some simple explanations: "That person is evil, a sociopath" or "Something came over me; I wasn't myself." But such pat descriptions do not lead to any understanding or prevent the same patterns from recurring. LAW OF NARCISSISM: Transform Self-Love into Empathy Humans possess the natural ability to empathize and connect with others. 5. Each chapter ends with a section on how to transform this basic human force into something more positive and productive, so that we are no longer passive slaves to human nature but actively transforming it.

6. Human nature (the way we act instinctively) comes from the way our brains are wired after millions of years of evolution. 10. We all have a dark side (e.g. the selfish, greedy, or aggressive parts of ourselves) that we hide in order to fit in and be liked/respected. Emotions and conscious thought are located in different parts of the brain—we first feel an emotion before we interpret it consciously (and often wrongly). Law of Aimlessness: Advance with a sense of purpose. We would not be so easily charmed and misled. Law of Covetousness: Become an elusive object of desire. Being able to understand more clearly that stranger within us would help us to realize that it is not a stranger at all but very much a part of ourselves, and that we are far more mysterious, complex, and interesting than we had imagined. In this book summary of The Laws of Human Nature, we'll briefly outline these 18 laws. The signs of these emotions could be read immediately on their faces, communicating their moods quickly and effectively. What if, however, we could dive below the surface and see deep within, getting closer to the actual roots of what causes human behavior? We settle for the easiest and most convenient story to tell ourselves. Notice how our propensities to compare ourselves with others, to feel envy, and to seek status through attention have only become intensified with our ability to communicate so quickly with so many people.

We would be able to anticipate their nasty and manipulative maneuvers and see through their cover stories. Become a master at reading and managing people! Click here to download The Laws of Human Nature summary & infographic Among colleagues, they can be those who sabotage our work or careers out of secret envy, excited to bring us down.

For the full mejo on the remaining laws, do get a copy of our full 23-page summary here. To influence someone, don't try to show how good you are nor challenge them directly. This book is an attempt to gather together this immense storehouse of knowledge and ideas from different branches (see the bibliography for the key sources), to piece together an accurate and instructive guide to human nature, basing itself on the evidence, not on particular viewpoints or moral judgments. 13. Some of these individuals are leaders or bosses, some are colleagues, and some are friends. We like to believe that we're independent and progressive, but we can't help conforming with our groups. Law of Defensiveness: Confirm people's self-opinion. Here's a quick overview: 3. Ramachandran), of primates (Frans de Waal) and hunter-gatherers (Jared Diamond), of our economic behavior (Daniel Kahneman), and of how we operate in groups (Wilfred Bion, Elliot Aronson). Law of Self-sabotage: Your attitude shapes your situation. Instead of avoiding thoughts of death, leverage the paradoxical death effect—use the awareness of your mortality to make your life more productive and meaningful. What inevitably happens in these situations is that we are caught off guard, not expecting such behavior. We can point to other such forces that emerged from this deep past and that similarly mold our everyday behavior—for instance, our need to continually rank ourselves and measure our self-worth through our status is a trait that is noticeable among all hunter-gatherer cultures, and even among chimpanzees, as are our tribal instincts, which cause us to divide people into insiders or outsiders. Let us call the collection of these forces that push and pull at us from deep within human nature. We are all narcissists to varying degrees. It's human tendency to covet what we don't have.

* Beware of inflaming factors (or "high-grade irrationality") which call up certain feelings and intensify them. We can ascribe many of the details of our nature to the distinct way we evolved as a social animal to ensure our survival—learning to cooperate with others, coordinating our actions with the group on a high level, creating novel forms of communication and ways of maintaining group discipline. For instance, we suddenly say something that offends our boss or colleague or friend—we are not quite sure where it came from, but we are frustrated to find that some anger and tension from within has leaked out in a way that we regret. Most of us are functional narcissists in the middle of the spectrum. We have found any signs of our primitive nature and our animal roots deeply distressing, something to deny and repress. Then another such type enters our life, and the same story repeats itself. We are subject to forces from deep within us that drive our behavior and that operate below the level of our awareness. This is a voluminous book that's organized into 5 sections with 18 laws of human nature. We can discern distinct patterns if we look—when this or that happens, we get angry.—Arthur Schopenhauer throughout the course of our lives, we inevitably have to deal with a variety of individuals who stir up trouble and make our lives difficult and unpleasant. For thousands of years, it has been our fate to largely grope in the shadows when it comes to understanding ourselves and our own nature. But in the moment that we feel anger, we are not reflective or rational—we merely ride the emotion and point fingers. What if we could understand why we are so compelled to desire what other people have, or to identify so strongly with a group that we feel contempt for those who are on the outside? Every human has both masculine and feminine qualities genes, and hormones. We usually identify an individual or a group as the cause of this emotion. This early development lives on within us and continues to determine our behavior, even in the modern, sophisticated world we live in. Law of Conformity: Resist the groups' downward pull. Law of Compulsive Behavior: Know people's character. Learn to assess your own character (so you can address the negative patterns in your life) and becoming skilled at reading others' character. But beneath the mask, everyone has an aggressive side. Only when it is too late do we discover that their confidence is irrational and their ideas ill-conceived. Each law is detailed with at least 1 long story (about historical figures like Milton Erickson, Anton Chekhov, Richard Nixon, Mary Shelley, Martin Luther King Jr., and Queen Elizabeth I), with Greene's interpretation, additional insights on human nature, and strategies and tips to manage them.

They became extremely permeable to the emotions of others as a way to bind the group more tightly together—to feel joy or grief as one—or to remain united in the face of danger. ISBN 9780525428145 (hardcover) ISBN 9780698184541 (ebook) ISBN 9780525561804 (international edition) Version 1 To my mother Contents Also by Robert Greene Title Page Copyright Dedication Introduction 1 Master Your Emotional Self The Law of Irrationality The Inner Athena Step One: Recognize the Biases Step Two: Beware the Inflaming Factors Step Three: Strategies Toward Bringing Out the Rational Self 2 Transform Self-love into Empathy The Law of Narcissism The Narcissistic Spectrum Examples of Narcissistic Types 3 See Through People's Masks The Law of Role-playing The Second Language Observational Skills Decoding Keys The Art of Impression Management 4 Determine the Strength of People's Character The Law of Compulsive Behavior The Pattern Character Signs Toxic Types The Superior Character 5 Become an Elusive Object of Desire The Law of Covetousness The Object of Desire Strategies for Stimulating Desire The Supreme Desire 6 Elevate Your Perspective The Law of Shortsightedness Moments of Madness Four Signs of Shortsightedness and Strategies to Overcome Them The Farsighted Human 7 Soften People's Resistance by Confirming Their Self-opinion The Law of Defensiveness The Influence Game Five Strategies for Becoming a Master Persuader The Flexible Mind—Self-strategies 8 Change Your Circumstances by Changing Your Attitude The Law of Self-sabotage The Ultimate Freedom The Constricted (Negative) Attitude The Expansive (Positive) Attitude 9 Confront Your Dark Side The Law of Repression The Dark Side Deciphering the Shadow: Contradictory Behavior The Integrated Human 10 Beware the Fragile Ego The Law of Envy Fatal Friends Signs of Envy Envy Triggers Beyond Envy 11 Know Your Limits The Law of Grandiosity The Success Delusion The Grandiose Leader Practical Grandiosity 12 Reconnect to the Masculine or Feminine Within You The Law of Gender Rigidity The Authentic Gender Gender Projection—Types The Original Man/Woman 13 Advance with a Sense of Purpose The Law of Aimlessness The Voice Strategies for Developing a High Sense of Purpose The Lure of False Purposes 14 Resist the Downward Pull of the Group The Law of Conformity An Experiment in Human Nature The Court and Its Courtiers The Reality Group 15 Make Them Want to Follow You The Law of Fickleness The Entitlement Curse Strategies for Establishing Authority The Inner Authority 16 See the Hostility Behind the Friendly Façade The Law of Aggression The Sophisticated Aggressor The Source of Human Aggression Passive Aggression—Its Strategies and How to Counter Them Controlled Aggression 17 Seize the Historical Moment The Law of Generational Myopia The Rising Tide The Generational Phenomenon Generational Patterns Strategies for Exploiting the Spirit of the Times The Human Beyond Time and Death 18 Meditate on Our Common Mortality The Law of Death Denial The Bullet in the Side A Philosophy of Life Through Death Acknowledgments Selected Bibliography Index About the Author T Introduction If you come across any special trait of meanness or stupidity . Law of Gender Rigidity: Reconnect to your masculinity/femininity.

They know how to confuse us and draw us into a drama they control. 14. You are supporting writers and allowing Penguin to continue to publish books for every reader. Learn and apply the 3 strategies for stimulating desire. We often notice a similar sensation of confusion and helplessness when it comes to ourselves and our own behavior. Or perhaps we enthusiastically throw our weight into some project or scheme, only to realize it was quite foolish and a terrible waste of time. THE LAWS OF HUMAN NATURE: Other Laws In our complete version of The Laws of Human Nature summary, we elaborate on the remaining 16 laws of human nature (click here for complete book summary). And with that awareness we would be able to break the negative patterns in our lives, stop making excuses for ourselves, and gain better control of what we do and what happens to us. [Note: some of the laws have been paraphrased slightly] 1.