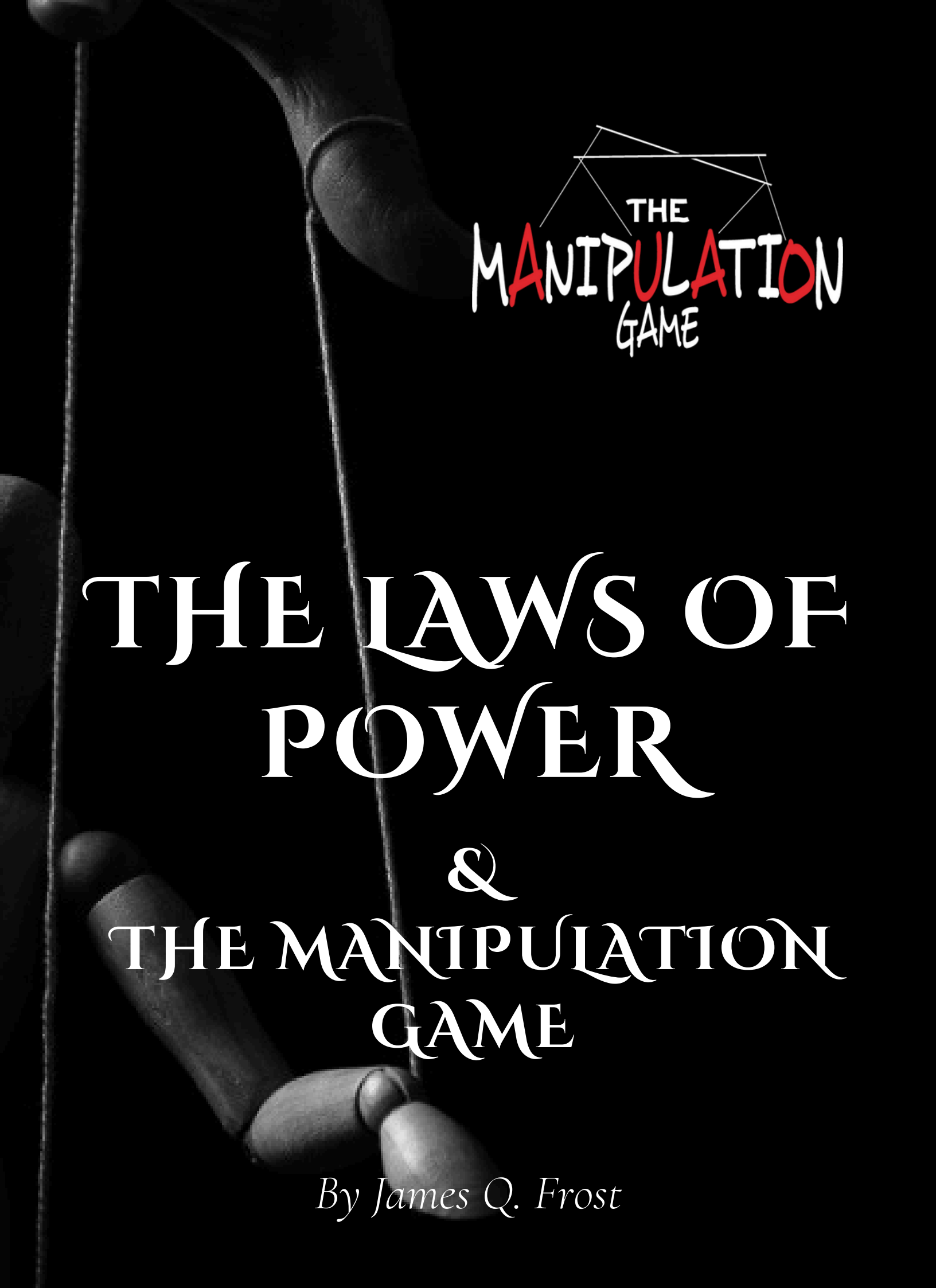




THE
MANIPULATION
GAME

THE LAWS OF POWER & THE MANIPULATION GAME

By James Q. Frost

The Laws of Power and The Manipulation Game

A Manipulation Game Members Exclusive

The Laws of Power by Robert Greene outline 48 means by which you can acquire, maintain, and protect “power” in your personal life.

Like all things, the ideas outlined in *The Laws of Power* are given even more force and effect if you utilize the learning included in *The Manipulation Game* modules.

What follows is an analysis of each rule, and for each rule, which Personality Orientation should be most cautious about breaking the rule as well as the Personality Orientation for whom it would be most unwise to break the relevant rule.

Law 1: Never Outshine the Master

- **Most Cautious: Enneagram Type 3 (Achiever):** Achievers should be especially careful not to outshine their superiors, as their desire to be seen as successful could lead them to inadvertently overshadow others.
- **Unwise to Break With: Enneagram Type 8 (Challenger):** It's most unwise to outshine a Challenger, as they highly value power and authority and may perceive it as a direct challenge.

Law 2: Never Put Too Much Trust in Friends, Learn How to Use Enemies

- **Most Cautious: Enneagram Type 6 (Loyalist):** Loyalists should be particularly cautious about trusting friends too much, given their strong emphasis on loyalty and security.
- **Unwise to Break With: Enneagram Type 6 (Loyalist):** Breaking this law with a Loyalist is most dangerous, as they value trust deeply and may react strongly to betrayal.

Law 3: Conceal Your Intentions

- **Most Cautious: Enneagram Type 5 (Investigator):** Investigators should be cautious not to reveal their plans too early, as they value privacy and knowledge.

- **Unwise to Break With: Enneagram Type 8 (Challenger):** Being too transparent with a Challenger might lead them to exploit your intentions, making it unwise to break this law with them.

Law 4: Always Say Less Than Necessary

- **Most Cautious: Enneagram Type 2 (Helper):** Helpers should be cautious about talking too much, as their desire to connect and assist might lead them to overshare.
- **Unwise to Break With: Enneagram Type 5 (Investigator):** Breaking this law with an Investigator is particularly risky, as they value precision and may see excessive talking as a sign of weakness or lack of control.

Law 5: So Much Depends on Reputation – Guard It with Your Life

- **Most Cautious: Enneagram Type 3 (Achiever):** Achievers should be especially vigilant about protecting their reputation, as it is closely tied to their self-worth.
- **Unwise to Break With: Enneagram Type 3 (Achiever):** It's most unwise to damage a Type 3's reputation, as they place immense value on their public image and success.

Law 6: Court Attention at All Costs

- **Most Cautious: Enneagram Type 4 (Individualist):** Individualists should be cautious about seeking attention for the wrong reasons, as their desire for authenticity might conflict with this law.
- **Unwise to Break With: Enneagram Type 3 (Achiever):** Breaking this law with an Achiever can be dangerous, as they thrive on recognition and may see a lack of attention as a sign of failure.

Law 7: Get Others to Do the Work for You, but Always Take the Credit

- **Most Cautious: Enneagram Type 8 (Challenger):** Challengers should be careful with this law, as their desire for control and autonomy might make them resistant to relying on others.
- **Unwise to Break With: Enneagram Type 2 (Helper):** It's most unwise to take credit for the work of a Helper, as they value recognition for their contributions and may feel deeply betrayed.

Law 8: Make Other People Come to You – Use Bait If Necessary

- **Most Cautious: Enneagram Type 9 (Peacemaker):** Peacemakers should be careful not to become too passive or manipulative in making others come to them.
- **Unwise to Break With: Enneagram Type 8 (Challenger):** It's most unwise to try and manipulate a Challenger into coming to you, as they value directness and control, and might see through the ploy.

Law 9: Win Through Your Actions, Never Through Argument

- **Most Cautious: Enneagram Type 1 (Reformer):** Reformers should be particularly mindful of this law, as their desire to argue for what is right can lead to unnecessary conflicts.
- **Unwise to Break With: Enneagram Type 8 (Challenger):** Breaking this law with a Challenger is risky, as they respect strength and decisive action over words and arguments.

Law 10: Infection: Avoid the Unhappy and Unlucky

- **Most Cautious: Enneagram Type 2 (Helper):** Helpers should be cautious about this law, as their empathetic nature might draw them to support unhappy people at the cost of their own well-being.
- **Unwise to Break With: Enneagram Type 7 (Enthusiast):** Breaking this law with an Enthusiast could be unwise, as they seek positivity and may distance themselves from negativity.

Law 11: Learn to Keep People Dependent on You

- **Most Cautious: Enneagram Type 8 (Challenger):** Challengers should be particularly mindful not to push others into dependency, as it might conflict with their desire for mutual respect and autonomy.
- **Unwise to Break With: Enneagram Type 2 (Helper):** It's unwise to break this law with a Helper, as they value relationships and might feel alienated or resentful if they sense manipulation.

Law 12: Use Selective Honesty and Generosity to Disarm Your Victim

- **Most Cautious: Enneagram Type 3 (Achiever):** Achievers should be cautious not to overuse this tactic, as it could undermine their authenticity and credibility.
- **Unwise to Break With: Enneagram Type 6 (Loyalist):** Breaking this law with a Loyalist is risky, as they highly value trust and might react strongly if they feel deceived.

Law 13: When Asking for Help, Appeal to People's Self-Interest, Never to Their Mercy or Gratitude

- **Most Cautious: Enneagram Type 2 (Helper):** Helpers should be cautious with this law, as their tendency to appeal to gratitude might not be effective.
- **Unwise to Break With: Enneagram Type 8 (Challenger):** Breaking this law with a Challenger is unwise, as they respect strength and self-interest over appeals to mercy or gratitude.

Law 14: Pose as a Friend, Work as a Spy

- **Most Cautious: Enneagram Type 6 (Loyalist):** Loyalists should be particularly careful with this law, as their value for trust and loyalty could lead to internal conflict.
- **Unwise to Break With: Enneagram Type 6 (Loyalist):** It's most unwise to spy on a Loyalist, as they value loyalty deeply and might react with severe distrust or hostility.

Law 15: Crush Your Enemy Totally

- **Most Cautious: Enneagram Type 9 (Peacemaker):** Peacemakers should be cautious with this law, as their desire for harmony might make them hesitant to crush enemies completely.
- **Unwise to Break With: Enneagram Type 8 (Challenger):** Breaking this law with a Challenger is unwise, as they respect strength and may see any hesitation as a weakness to exploit.

Law 16: Use Absence to Increase Respect and Honor

- **Most Cautious: Enneagram Type 2 (Helper):** Helpers should be careful with this law, as their desire to be present for others might make them uncomfortable with creating distance.
- **Unwise to Break With: Enneagram Type 3 (Achiever):** Breaking this law with an Achiever can be risky, as they might see constant availability as a sign of neediness or lack of value.

Law 17: Keep Others in Suspended Terror: Cultivate an Air of Unpredictability

- **Most Cautious: Enneagram Type 6 (Loyalist):** Loyalists should be cautious with this law, as their need for security and predictability might make them uncomfortable with being unpredictable.

- **Unwise to Break With: Enneagram Type 8 (Challenger):** Breaking this law with a Challenger can be unwise, as they may respect or even expect a certain level of unpredictability, but could react aggressively if it threatens their control.

Law 18: Do Not Build Fortresses to Protect Yourself – Isolation is Dangerous

- **Most Cautious: Enneagram Type 5 (Investigator):** Investigators should be particularly mindful of this law, as their tendency towards isolation can be counterproductive.
- **Unwise to Break With: Enneagram Type 2 (Helper):** Breaking this law with a Helper might be unwise, as they value connection and may feel alienated if you isolate yourself.

Law 19: Know Who You're Dealing with – Do Not Offend the Wrong Person

- **Most Cautious: Enneagram Type 8 (Challenger):** Challengers should be particularly cautious with this law, as their assertiveness might lead them to offend others unintentionally.
- **Unwise to Break With: Enneagram Type 8 (Challenger):** It's most unwise to offend a Challenger, as they are likely to retaliate fiercely.

Law 20: Do Not Commit to Anyone

- **Most Cautious: Enneagram Type 6 (Loyalist):** Loyalists should be cautious with this law, as their desire for commitment and security might conflict with staying noncommittal.
- **Unwise to Break With: Enneagram Type 6 (Loyalist):** Breaking this law with a Loyalist is risky, as they highly value commitment and loyalty. Once this Law is broken with a Loyalist, it is unlikely that they will ever trust you again.

Law 21: Play a Sucker to Catch a Sucker – Seem Dumber Than Your Mark

- **Most Cautious: Enneagram Type 3 (Achiever):** Achievers should be cautious with this law, as their desire to appear competent might make it difficult for them to downplay their abilities. It is important, as an Achiever, to always hide your best skills and attributes for when they are needed the most.
- **Unwise to Break With: Enneagram Type 5 (Investigator):** Breaking this law with an Investigator might be unwise, as they are observant and might see through the act, leading them to distrust you. As always, extreme caution is advised when manipulating an Observer- and this law is no exception.

Law 22: Use the Surrender Tactic: Transform Weakness into Power

- **Most Cautious: Enneagram Type 8 (Challenger):** Challengers should be particularly cautious with this law, as their desire for strength and control might make it difficult for them to surrender.
- **Unwise to Break With: Enneagram Type 8 (Challenger):** Breaking this law with a Challenger is unwise, as they may see surrender as a sign of weakness and take advantage of it.

Law 23: Concentrate Your Forces

- **Most Cautious: Enneagram Type 7 (Enthusiast):** Enthusiasts should be cautious with this law, as their desire for variety might make it challenging to focus on one thing.
- **Unwise to Break With: Enneagram Type 8 (Challenger):** Breaking this law with a Challenger is risky, as they value focus and strength, and might see scattered efforts as a lack of commitment.

Law 24: Play the Perfect Courtier

- **Most Cautious: Enneagram Type 4 (Individualist):** Individualists should be cautious with this law, as their desire for authenticity might conflict with the need to play a role.
- **Unwise to Break With: Enneagram Type 3 (Achiever):** It's unwise to break this law with an Achiever, as they value social grace and success, and might see failure to play the courtier as incompetence.

Law 25: Re-Create Yourself

- **Most Cautious: Enneagram Type 6 (Loyalist):** Loyalists should be cautious with this law, as their desire for stability might make it difficult for them to embrace change.
- **Unwise to Break With: Enneagram Type 4 (Individualist):** Breaking this law with an Individualist is unwise, as they value personal growth and may resent a lack of effort in self-recreation.

Law 26: Keep Your Hands Clean

- **Most Cautious: Enneagram Type 1 (Reformer):** Reformers should be particularly mindful of this law, as their strong sense of morality might lead them to take responsibility for others' mistakes.

- **Unwise to Break With: Enneagram Type 1 (Reformer):** It's unwise to break this law with a Reformer, as they value integrity and might judge you harshly if you are perceived as dishonest.

Law 27: Play on People's Need to Believe to Create a Cult-like Following

- **Most Cautious: Enneagram Type 3 (Achiever):** Achievers should be cautious with this law, as their desire for success might lead them to manipulate others' beliefs for personal gain.
- **Unwise to Break With: Enneagram Type 6 (Loyalist):** Breaking this law with a Loyalist is risky, as they value trust and might see through attempts to create a cult-like following, leading to distrust.

Law 28: Enter Action with Boldness

- **Most Cautious: Enneagram Type 9 (Peacemaker):** Peacemakers should be cautious with this law, as their desire for harmony might make boldness challenging.
- **Unwise to Break With: Enneagram Type 8 (Challenger):** Breaking this law with a Challenger is unwise, as they respect boldness and might see hesitation as a sign of weakness.

Law 29: Plan All the Way to the End

- **Most Cautious: Enneagram Type 7 (Enthusiast):** Enthusiasts should be cautious with this law, as their love for spontaneity might make it difficult for them to plan thoroughly. They may dive into the problem far too quickly.
- **Unwise to Break With: Enneagram Type 1 (Reformer):** It's unwise to break this law with a Reformer, as they value thoroughness and might see a lack of planning as irresponsible.

Law 30: Make Your Accomplishments Seem Effortless

- **Most Cautious: Enneagram Type 3 (Achiever):** Achievers should be particularly mindful of this law, as their drive for success might lead them to showcase their hard work, undermining the appearance of effortless. Sometimes, an Achiever also has a tendency to call far too much attention to their successes.
- **Unwise to Break With: Enneagram Type 3 (Achiever):** Breaking this law with an Achiever is unwise, as they value competence and may judge you for not making success look easy.

Law 31: Control the Options: Get Others to Play with the Cards You Deal

- **Most Cautious: Enneagram Type 8 (Challenger):** Challengers should be cautious with this law, as their desire for control might make them resistant to manipulation.
- **Unwise to Break With: Enneagram Type 5 (Investigator):** Breaking this law with an Investigator is risky, as they are analytical and might see through attempts to control their options.
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Law 32: Play to People's Fantasies

- **Most Cautious: Enneagram Type 4 (Individualist):** Individualists should be cautious with this law, as their desire for authenticity might make it difficult for them to engage with fantasies.
- **Unwise to Break With: Enneagram Type 7 (Enthusiast):** Breaking this law with an Enthusiast might be unwise, as they are drawn to excitement and fantasy, and might lose interest if you don't play along.

Law 33: Discover Each Man's Thumbscrew

- **Most Cautious: Enneagram Type 2 (Helper):** Helpers should be cautious with this law, as their empathetic nature might make them uncomfortable exploiting others' weaknesses.
- **Unwise to Break With: Enneagram Type 8 (Challenger):** It's unwise to break this law with a Challenger, as they are likely to retaliate if they sense you are trying to exploit their vulnerabilities.
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Law 34: Be Royal in Your Own Fashion: Act Like a King to Be Treated Like One

- **Most Cautious: Enneagram Type 4 (Individualist):** Individualists should be cautious with this law, as their focus on authenticity might make it difficult for them to project a royal demeanor.
- **Unwise to Break With: Enneagram Type 8 (Challenger):** Breaking this law with a Challenger is unwise, as they respect authority and might not take you seriously if you don't act the part.

Law 35: Master the Art of Timing

- **Most Cautious: Enneagram Type 7 (Enthusiast):** Enthusiasts should be particularly mindful of this law, as their spontaneous nature might make it difficult for them to master timing.

- **Unwise to Break With: Enneagram Type 5 (Investigator):** Breaking this law with an Investigator is risky, as they value precision and might see poor timing as a sign of incompetence.

Law 36: Disdain Things You Cannot Have: Ignoring Them is the Best Revenge

- **Most Cautious: Enneagram Type 4 (Individualist):** Individualists should be cautious with this law, as their intense emotions might make it difficult for them to ignore what they cannot have.
- **Unwise to Break With: Enneagram Type 8 (Challenger):** It's unwise to break this law with a Challenger, as they might see dwelling on unattainable things as a weakness.

Law 37: Create Compelling Spectacles

- **Most Cautious: Enneagram Type 1 (Reformer):** Reformers should be cautious with this law, as their focus on substance over style might make them uncomfortable creating spectacles.
- **Unwise to Break With: Enneagram Type 7 (Enthusiast):** Breaking this law with an Enthusiast might be unwise, as they are drawn to excitement and might lose interest if you don't create compelling experiences.

Law 38: Think as You Like but Behave Like Others

- **Most Cautious: Enneagram Type 4 (Individualist):** Individualists should be cautious with this law, as their desire for uniqueness might conflict with the need to conform outwardly.
- **Unwise to Break With: Enneagram Type 6 (Loyalist):** Breaking this law with a Loyalist is unwise, as they value conformity and might see nonconformity as a threat to stability.

Law 39: Stir Up Waters to Catch Fish

- **Most Cautious: Enneagram Type 9 (Peacemaker):** Peacemakers should be particularly mindful of this law, as their desire for harmony might make it difficult for them to stir up conflict.
- **Unwise to Break With: Enneagram Type 8 (Challenger):** It's unwise to break this law with a Challenger, as they might see your inability or unwillingness to create chaos as a sign of weakness.

Law 40: Despise the Free Lunch

- **Most Cautious: Enneagram Type 7 (Enthusiast):** Enthusiasts should be cautious with this law, as their desire for enjoyment might lead them to indulge in free offerings without considering the consequences.
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- **Unwise to Break With: Enneagram Type 8 (Challenger):** Breaking this law with a Challenger is risky, as they value self-reliance and might judge you for taking something for nothing.

Law 41: Avoid Stepping into a Great Man's Shoes

- **Most Cautious: Enneagram Type 3 (Achiever):** Achievers should be particularly mindful of this law, as their desire for success might lead them to follow in the footsteps of a predecessor too closely.
- **Unwise to Break With: Enneagram Type 4 (Individualist):** Breaking this law with an Individualist is unwise, as they value originality and might see imitation as a lack of creativity.

Law 42: Strike the Shepherd and the Sheep Will Scatter

- **Most Cautious: Enneagram Type 8 (Challenger):** Challengers should be cautious with this law, as their desire for control might make it difficult for them to strike a leader without considering the consequences.
- **Unwise to Break With: Enneagram Type 9 (Peacemaker):** Breaking this law with a Peacemaker might be unwise, as they value harmony and might resist or resent any attempt to create chaos.

Law 43: Work on the Hearts and Minds of Others

- **Most Cautious: Enneagram Type 5 (Investigator):** Investigators should be particularly mindful of this law, as their focus on logic and facts might make it difficult for them to connect emotionally with others.
- **Unwise to Break With: Enneagram Type 2 (Helper):** Breaking this law with a Helper is risky, as they value emotional connections and might see a lack of effort in this area as a sign of indifference.

Law 44: Disarm and Infuriate with the Mirror Effect

- **Most Cautious: Enneagram Type 4 (Individualist):** Individualists should be cautious with this law, as their desire for authenticity might make it difficult for them to mimic others.

- **Unwise to Break With: Enneagram Type 8 (Challenger):** Breaking this law with a Challenger is unwise, as they might see mirroring as a challenge to their authority and respond aggressively.

Law 45: Preach the Need for Change, but Never Reform Too Much at Once

- **Most Cautious: Enneagram Type 6 (Loyalist):** Loyalists should be particularly mindful of this law, as their desire for stability might make it difficult for them to advocate for change.
- **Unwise to Break With: Enneagram Type 1 (Reformer):** Breaking this law with a Reformer is risky, as they value improvement and might see resistance to change as a lack of commitment to progress.

Law 46: Never Appear Too Perfect

- **Most Cautious: Enneagram Type 3 (Achiever):** Achievers should be cautious with this law, as their drive for success might lead them to strive for perfection, making them targets for envy.
- **Unwise to Break With: Enneagram Type 4 (Individualist):** Breaking this law with an Individualist is unwise, as they might resent any appearance of perfection that undermines their sense of uniqueness.

Law 47: Do Not Go Past the Mark You Aimed for; In Victory, Learn When to Stop

- **Most Cautious: Enneagram Type 8 (Challenger):** Challengers should be particularly mindful of this law, as their desire for control and power might lead them to push beyond their initial goals.
- **Unwise to Break With: Enneagram Type 1 (Reformer):** It's unwise to break this law with a Reformer, as they value moderation and might see overreaching as irresponsible.

Law 48: Assume Formlessness

- **Most Cautious: Enneagram Type 1 (Reformer):** Reformers should be cautious with this law, as their desire for structure and order might make it difficult for them to adapt.
- **Unwise to Break With: Enneagram Type 8 (Challenger):** Breaking this law with a Challenger is unwise, as they value strength and will see rigidity as a weakness.

-James Q. Frost-