

Persuasion and the Modular Mind

August 8, 2020 | 29 upvotes | by [Whisper](#)

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Fulp_Piction • 11 points • 9 August, 2020 01:18 PM

This is the reason why you can actively ignore/do the complete opposite of what a woman will tell you, hold frame while she's having a shit attack, laugh at her when she gets mad etc. and be much more likely to do the no pants dance in 45 minutes than if you caved and validated her bullshit. Nobody gets to choose what revs their engine.

Society knows how fucked up it would be to be honest with ourselves about our true desires (assuming we're conscious of them), and nobody wants to deal with telling ugly/fat people you won't fuck/talk to them because they're not worth your time, so we tell eachother that everyone's in with an equal shot if they play the game. This is why you don't talk about fight club. Be a good little sociopath and let the people who won't get it keep believing in fairytales.

This is a nice segue into powertalk and being the guy who 'just gets it' - understanding what people actually mean instead of what they say.

SKRedPill • 9 points • 9 August, 2020 03:42 AM

I have plans to write a series on the workings of the emotional brain as I observed it. Putting the main points together has been interesting.

[deleted] • 7 points • 9 August, 2020 05:20 AM*

I often compare negotiating attraction to changing an opinion someone has of you.

E.g if someone perceives you to be short tempered after the first occasion he met you, because he saw you go off on a friend, it's difficult to convince him otherwise by reciting moments where you were levelheaded.

Logically speaking, when it comes to emotionally fueled social interaction, you failed the moment you had to resort to saying instead of doing.

Fulp_Piction • 3 points • 9 August, 2020 12:48 PM

Read 'Thinking, Fast and Slow' by Kahneman. I have a post I'm fiddling with about this idea, but basically the first impression is the most vivid and each subsequent impression less so, meaning the first impression is 'stickier' so to speak.

OSaraiva • 3 points • 10 August, 2020 11:00 AM

I'd say as well that first impressions last a bit but not too long.

Actually the behavior of your last 3 recent interactions (on average) with a person is basically what marks the relation in the moment. Human brain has a very low capability for measuring time and saving data for past interactions, and also works with emotion, so whatever is more recent and more remarkable is what counts.

HumanSockPuppet • 7 points • 11 August, 2020 05:49 PM

This is also why mastering your emotions and developing patience with people is so critical. For many people who are unpracticed in the art of conversation and persuasion, being disagreed with can result in anger or frustration. That emotional reaction interferes with your ability to figure out which part of the brain you should be communicating with.

I like to phrase it this way: changing someone's mind must be approached not as a challenge or a fight, **but as an investment in them.**

RivenHalf • 1 point • 11 August, 2020 04:30 PM

It's not what you say, it's how you say it