

Three Comma Club @three_commaclub

Psychology hacks you should know to control any situation:

- 1. When you meet people, notice their eye color while you smile at them.**
 - a. Don't mention anything about it.
 - b. It's a good way to make sure that you look them in the eyes.
- 2. When you want to get something from someone, frame it as an offer/opportunity instead of a request.**
 - a. Anyone will be ready to accept an offer/opportunity.
- 3. A person's name is the sweetest sound in the world to that person.**
 - a. To make a person feel very special, remember and repeat their name.
- 4. To judge a person's character, notice the way they treat people, especially people who can't do anything for them.**
- 5. When someone answers your questions partially: Wait.**
 - a. Don't interrupt.
 - b. Chances are high that they will complete the answer when you say nothing.
- 6. Have zero expectations when you are first trying something new.**
 - a. It prevents disappointment.
- 7. When you are learning something, teach someone about it.**
 - a. You will remember it easily and explore more in the process of teaching.
- 8. After you state your position in a negotiation, wait for a while.**
 - a. If you continue to speak, you are not speaking in your favor.
- 9. Most people's favorite subject to talk about is themselves.**
 - a. If you don't know what to talk about, or have awkward silence, just ask them questions.
- 10. Emotional expression causes emotion.**
 - a. If you force yourself to smile, your mood will improve.
- 11. With kids or adults, frame things in a way that always gives them a choice.**
 - a. It makes them feel like they are in control.
 - b. Eg, "Do you want to wear a red shirt or blue shirt?"
 - i. Either way, they know it's time to put on a shirt.
 - c. Can I help you get started on the project, or do you prefer starting on your own?
 - i. As a manager, you can guide the self-starters and aid the followers.
- 12. When asking for favors, use the word "because."**
 - a. No matter how simple the reason.
 - b. The word "because" makes them think it must be okay because there is a reason.
- 13. Stand up straight.**
 - a. It makes you look more confident and you will feel more confident.