

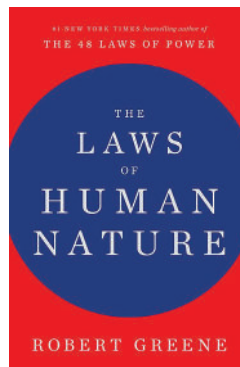


THE LAWS OF HUMAN NATURE

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THE BOOK

**The Laws of Human Nature**

By Robert Greene

**Winner of the
International Business Book
Award 2019**

INTRODUCTION

From the million-copy bestselling author of *The 48 Laws of Power* comes Robert Greene's comprehensive book, *The Laws of Human Nature*, to break down everything you need to know about the way you and other people react in different situations.

By analysing the behaviour of dozens of historical figures, Greene outlines his 18 laws of human nature and explains that once you understand them, you can use them to your benefit.

If you wish you could understand what is going on in people's heads and harness this knowledge to improve your work and private life, this is the book for you. *The Laws of Human Nature* is the ultimate guide to how humans work and the strategies and tactics you can use to improve your relationships and responses.



5 BEST QUOTES

"You like to imagine yourself in control of your fate, consciously planning the course of your life as best you can. But you are largely unaware of how deeply your emotions dominate you. They make you veer toward ideas that soothe your ego. They make you look for evidence that confirms what you already want to believe. They make you see what you want to see, depending on your mood, and this disconnect from reality is the source of the bad decisions and negative patterns that haunt your life."

"We want to learn the lesson and not repeat the experience. But in truth, we do not like to look too closely at what we did; our introspection is limited. Our natural response is to blame others, circumstances, or a momentary lapse of judgment."

"We see people not as they are, but as they appear to us. And these appearances are usually misleading."

"Our continual connection to social media makes us prone to new forms of viral emotional effects. These are not media designed for calm reflection."

"On the internet, it is easy to find studies that support both sides of an argument. In general, you should never accept the validity of people's ideas because they have supplied "evidence." Instead, examine the evidence yourself in the cold light of day, with as much skepticism as you can muster. Your first impulse should always be to find the evidence that disconfirms your most cherished beliefs and those of others. That is true science."



THE 18 LAWS

1. THE LAW OF IRRATIONALITY

Humans believe that they are rational and in control but this is far from the case. It is actually emotions that tend to run our everyday thoughts and reactions. Emotional impulses like seeking pleasure, avoiding pain and soothing the ego are all at play.

To tackle irrationality, you need to:

- Recognise biases
- Beware of inflaming factors (childhood memories and other triggers)
- Develop the rational self through observation

2. THE LAW OF NARCISSISM

Everyone has some narcissism in their makeup; an ego-based response is designed to protect us but ends up with us hurting others as we attempt to avoid feelings of shame or inadequacy.

The trick is not to be the 'deep narcissist' who lacks a strong sense of self and therefore only gains self-worth from the attention and validation of others.

Rather, become a 'healthy narcissist' and direct your sensitivities outwards. Think about how others may feel the same as you and try to develop your empathy.

3. LAW OF ROLE-PLAYING

Role-playing does not always carry the negative connotations that people believe. Rather it is an effective way to see through people's masks. You can read people more effectively if you learn to role-play and understand the ways in which others role-play.

4. LAW OF COMPULSIVE BEHAVIOUR

When you are choosing who to associate with, you need to learn to know their character.

You can do this by looking beyond people's appearances, and recognising that their behaviour is likely to follow clear patterns.

5. LAW OF COVETOUSNESS

Human beings always tend to want what they don't have. Make yourself more desirable by cultivating an air of elusiveness. This way, others will covet you just as they covet an unattainable item.



THE 18 LAWS

6. LAW OF SHORTSIGHTEDNESS

People tend to react to what is right in front of them, rather than seeing the big picture. Learn to step back and see everything before making decisions or leaping to conclusions.

7. LAW OF DEFENSIVENESS

It's a truth that people become defensive and double down when challenged directly. The best way around this is to understand someone's perspective and come at them from an aligned position before working toward your actual goal. First, validate the opinions of your opposition, then work to realign their thoughts.

8. LAW OF SELF-SABOTAGE

Your attitude can change the way you act and live. A poor attitude is an act of self-sabotage because it puts you in a negative mind frame and prevents you from moving forward.

Reframe your life in positive ways to avoid self-sabotage.

9. LAW OF REPRESSION

Everyone has a dark side. It's that greedy, selfish or aggressive part that sometimes comes along and takes over. We tend to hide it and pretend it doesn't exist... but this is a lie.

You need to confront these parts of yourself and come to terms with them to discover your higher self.

10. LAW OF ENVY

The human ego is a fragile thing. The urge to compare yourself with others is strong as is the urge to deny that you do so. Learn to pick up on when you are feeling envious and diffuse the feelings before they take hold.

11. LAW OF GRANDIOSITY

As humans, we like to think very highly of ourselves, so it is vitally important to know your limits.

Because of the tendency to think of yourself as superior (all people do this in some way), it is always worth taking note of when you start to self-aggrandise.



THE 18 LAWS

12. LAW OF GENDER RIGIDITY

Everyone has masculine and feminine sides to their nature. Learn to accept and connect to both to become a more balanced person.

13. LAW OF AIMLESSNESS

Success follows purpose. Aimlessness is a fruitless endeavour, so ensure you find direction in your life.

14. LAW OF CONFORMITY

Resist that urge to be controlled by the group. As much as we all believe we are independent and progressive, it is still easy to get sucked up in a group's 'downward pull'. When you can see how individuals are influenced by group thinking, you will be able to resist the urge to follow without being certain about your actions.

15. LAW OF FICKLENESS

Override people's natural ambivalence by making them want to follow you. People tend to be fickle, so you need to give them reasons to back you and follow you for any decent amount of time.

16. LAW OF AGGRESSION

Hostility is often lying just below the surface. If you can spot the hidden hostility behind the friendly facade, you will have a better chance of taking control of my situation.

17. LAW OF GENERATIONAL MYOPIA

Never underestimate the impact of the generation you are born into. History moves in generational cycles, so seize the historical moment that you're living in.

18. LAW OF DEATH DENIAL

Mortality is a difficult subject for most people. However, it is much healthier to contemplate and confront the idea of your own death than to ignore it. With a decent sense of your own mortality, you can find the motivation to make your life more meaningful and productive.

**3 ACTION STEPS****1. UNDERSTAND THE HUMAN PROPENSITY FOR IRRATIONALITY**

First, you must understand that as a human being, you have a tendency towards the irrational.

Once you are aware of this, you can understand how emotions tend to colour your thinking and start subtracting emotion, to see things more rationally.

2. USE YOUR UNDERSTANDING OF HUMAN NATURE TO OBSERVE THE BEHAVIOUR OF OTHERS

Take the time to observe how people behave and see how their actions fit with the 'laws' mentioned above.

You will soon notice how people are predictable and how their behaviour fits into the categories you have learned about.

3. USE YOUR UNDERSTANDING OF HUMAN NATURE ON YOURSELF

Finally, you need to turn your understanding inward and use it to guide your own behaviour.

Observe how you behave throughout the day and consider what changes you can make, firstly to improve your relationships and interactions with those around you and then to bring out your higher self.

**1 KEY TAKEAWAY**

You can't bring out your higher self without a deep understanding of human nature.

You are as human as anyone else and equally as susceptible to the same list of flaws and failings. However, if you understand your natural and instinctive reactions, you will be able to rise above and find the better part of yourself.

Become an apprentice of human behaviour, observe behaviour in yourself and others and in time, you will be able to mould yourself into a more rational, self-aware and productive individual.



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