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Classification of vulnerability factors in the process of psychological manipulation.



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89% - face manipulation in the workplace.

13% - able to provide any examples of psychological manipulation.

4% - could explain what the manipulation is.



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Study 1

N = 647

Basing on the data we designed classification of vulnerabilities.

Study 2

Item analysis showed four-type model of manipulators.

Study 3

N = 5959

Survey revealed the connection between perceived social influence and vulnerability factors.

As a result we managed to design a classification of vulnerability factors, correlated with four-type model of manipulators.



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Manipulation as a type of hidden psychological influence on a person (of abusive and deceptive nature) against his or her will. Manipulation always have a myth, specific goal and pre-designed scenario of a victim's behavior.

Manipulation target - emotional triggers and values that are affected by the manipulator.



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Time: April 2013 to June 2017

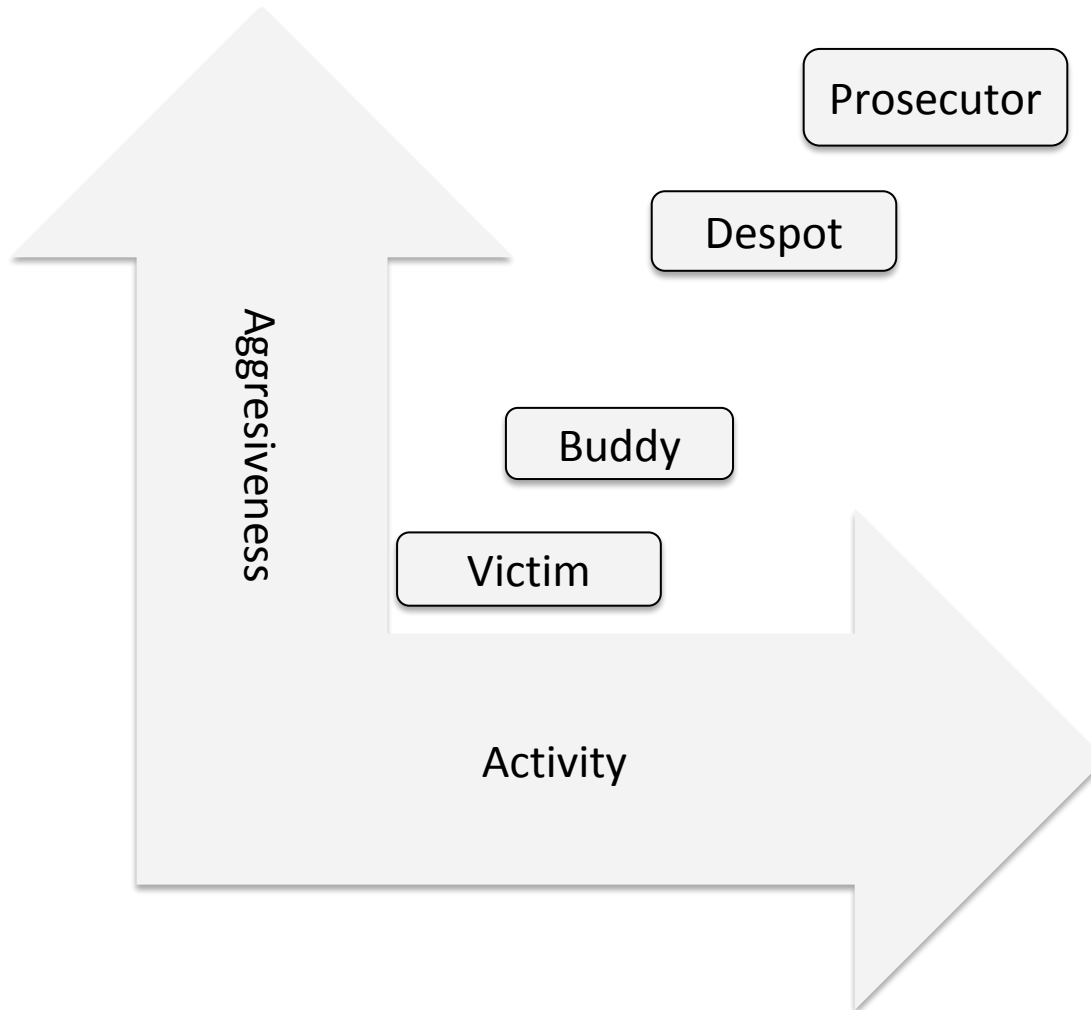
Semantic network analysis of (N=647) cases and personal stories, both in written and oral form provided by respondents from various cities in Russia.

The age of participants is from 19 to 63, of which 61% are women, 39% are men. 92% are employed, 8% are unemployed and students.

1. Guilt.
2. Pity.
3. Fear.
4. Gender and sexuality.
5. Self-esteem.
6. A sense of justice.
7. "Face" factor.

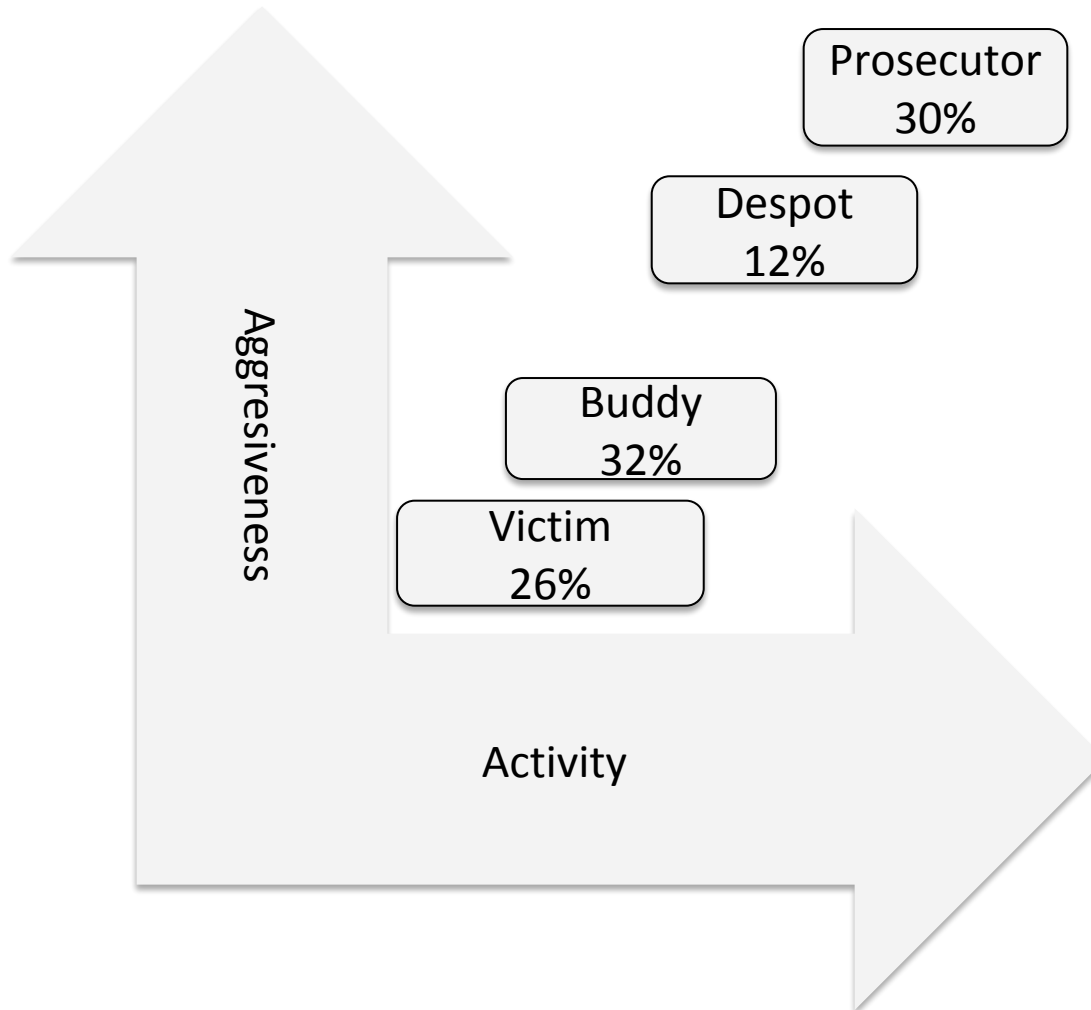


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Thank you!
If you have any questions, please feel
free to contact me.