

MANIPULATIVE

Synonyms: exploit, expedient, maneuver, capitalize on

This piece of handwriting shows one who seems to be diplomatic, able to consider the viewpoint and requirements of others and thus mitigate her own desires and interests in making an equitable accommodation. However, there is ultimately an insistence on having it her own way. As Tip O'Neill once said of President Reagan, his idea of compromise is to get part of what he wants now and the rest of what he wants later. As the writer is thwarted or blocked in pursuit of what he wants, he tends simply to push all the more over or past others.

He appears to be flexible, but underneath, he is always calculating the odds and the costs.

He can be very charming when he feels there is a good reason.

While you are good at capitalizing on the strengths of other people and know how to turn a situation to your advantage, you don't manipulate in negative, hurtful ways. And if you feel you have been manipulated, you are outraged.

With a combination of flattery and persuasiveness you manage to access those hard-to-reach decision makers. You have a proven track record of being discreet, which makes those in power feel they can trust you.

The writing is all projected image. Such persons have the ability to take on any behavior or role which serves their purposes in the particular situation. I suspect he could play any situation for all it is worth.

The writer might seem to be accommodating and see your viewpoint and concede things to you and be understanding; and then, when it comes to signing on the bottom line, all of a sudden you are told: but I gotta have it this way and I can't compromise. Maybe not in words, but in behavior.

She deals sweetly with you and later on you realize you had the ground cut out from under you.

She seems to show generosity and graciousness, but such indications have a distinctive self-orientation to them. There is a desire to impress others with one's importance and to demand that others

accommodate one's purposes. It is the "Greeks bearing gifts" syndrome.

An example of how her manipulations might work: Suppose she proposed remodeling a room. The responsible decision maker says no. The writer then simply makes small alterations, each one being not much to argue about, but cumulatively the end effect is that she gets the remodeling she wanted. In other words, she merely bides her time and manipulates her way to her goal.

All in all, she will appear amenable when she wants something, but will work to dominate the relationship and always have things her way.

Influencing others with charm and intimidation, he is capable of identifying the motives of others and directing them towards a desired result.

You use your success-driven charm to influence people and the flow of events.

While you graciously entertain, your sharp business mind is always alert to the possibilities in every situation.