Twitter Thread by Visual Guide

Visual Guide
@Visual_Guide_

If you want to understand people's behavior read this:

- Psychology thread -



• Anonymous authority theory

It is easy to manipulate people with the help of magic words.

Phrases like "according to scientists” or “experts claim” are easily perceived as truth.

• Creeping normality theory.

You tend to accept terrible changes if they happen gradually.

In relationships, at times your reality gets changed and slowly abnormal things are seen normal.

• Hedgehogs dilemma

Hedgehogs suffer from the cold if they're too far apart, but they'll stab each other if they get too close.

The same goes with toxic friends, stop getting close to people who harm you.

• Foot in the door.

Someone does you a little favor and then you get trapped and their requests become bolder and bolder.

You struggle to say no. It's used by marketers to sell you their goods. You buy the trial version and it becomes easier to sell an extended subscription.