
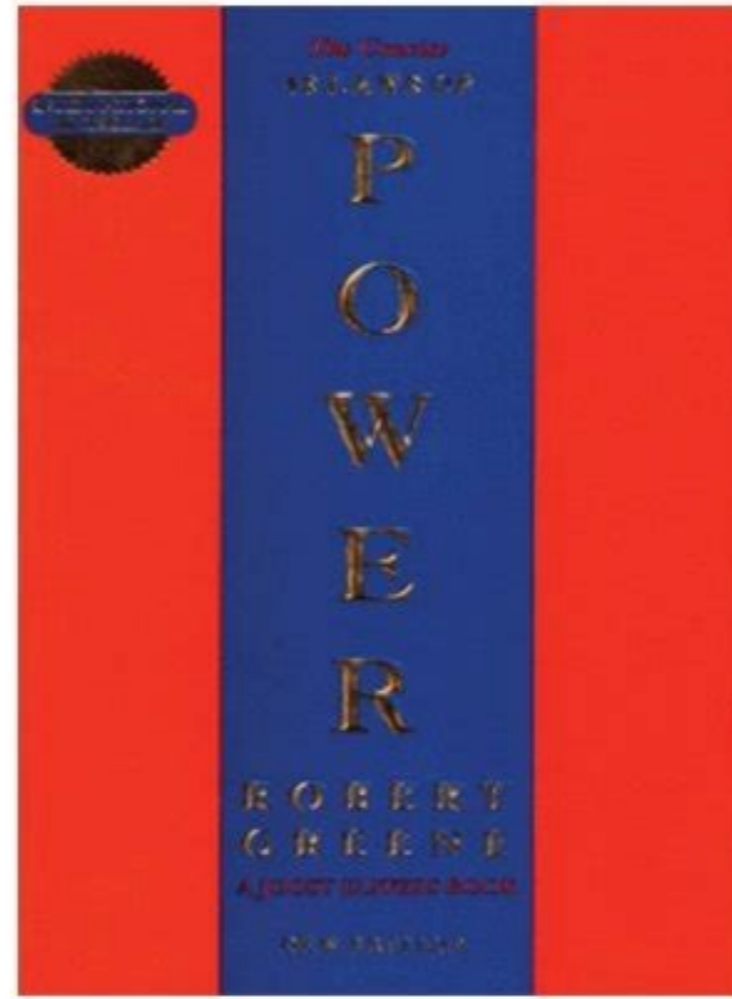


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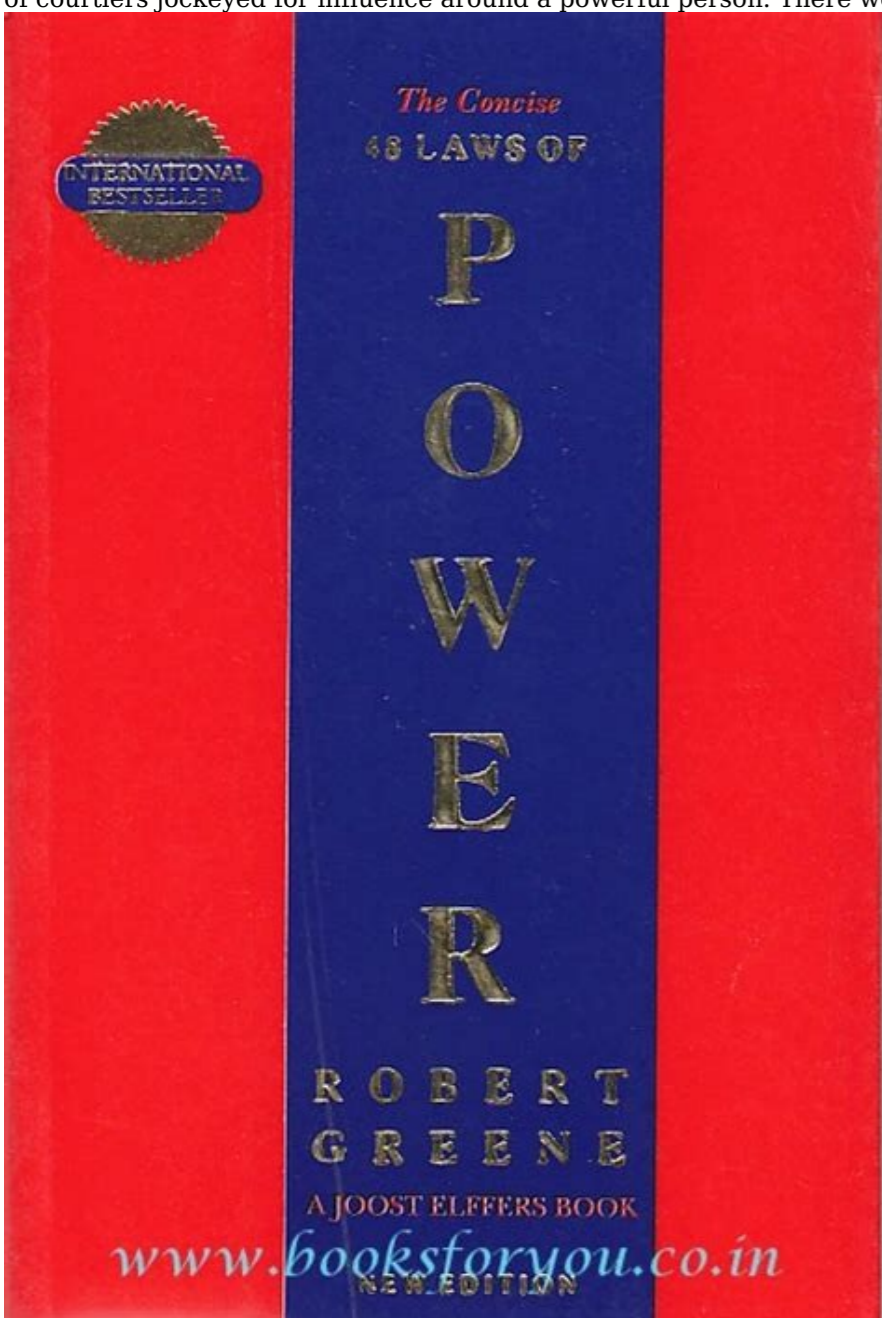
Concise 48 laws of power by robert greene

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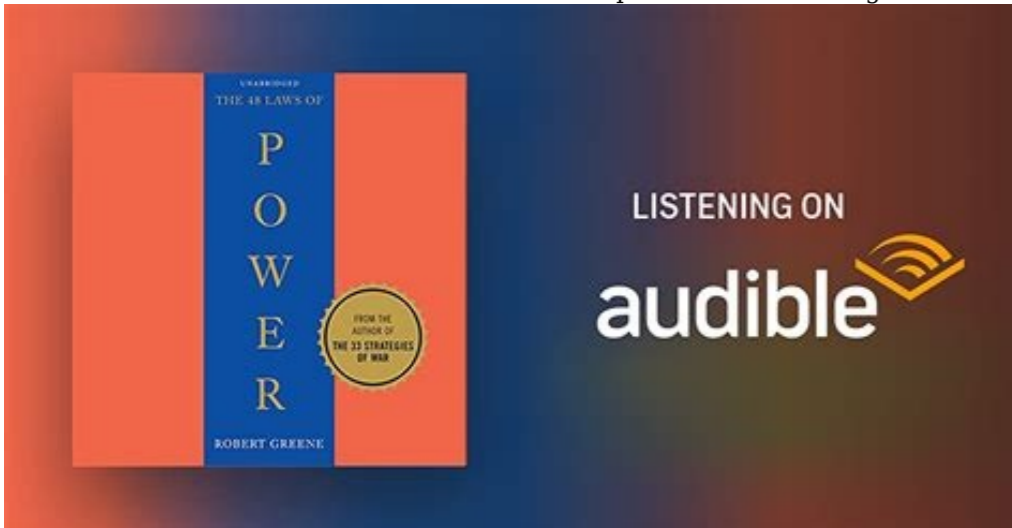


The concise 48 laws of power by robert greene.

© 1996-2014, Amazon.com, Inc. or its affiliates © 1996-2014, Amazon.com, Inc. or its affiliates People can't stand to be powerless. Everyone wants power and is always trying to get more. Striving for and wielding power is a game everyone participates in, whether they want to or not. You're either a power player or a pawn someone else is playing with. In The 48 Laws of Power Robert Greene contends that since you can't opt out of the game of power, you're better off becoming a master player by learning the rules and strategies practiced since ancient times. He's codified 48 laws of power based on examples and writings going back 3,000 years of people who've excelled or failed at wielding power, with glorious or bloody results. Greene argues that following the 48 laws will generally increase your power, while failing to follow them will decrease it, or worse. He provides details on how to practice the laws, plus examples and analysis. Many of the laws originated or were exemplified in the aristocratic courts of old Europe, where a bevy of courtiers jockeyed for influence around a powerful person. There were clear principles and rules of conduct that everyone knew, but applying them was a high art at which only a few succeeded, and not always for long.



Courtiers served the king while scheming to increase their power, defend it from others, and keep others from undermining or surpassing them. They appeared civilized and refined, but were ruthless and ambitious beneath the surface. At the same time they had to be subtle: Courtiers sought power by sucking up to the king, but if they got too obvious about it, their peers (who had the same goal) would turn on them. Staying on top and increasing your power required strategy and tactics, but at the heart of the game lay an essential skill — deception, which was employed in myriad ways. Since then, the game of power hasn't changed much, although it's gotten a bit less bloody (more heads roll figuratively than literally). To practice deception effectively requires an understanding of human behavior (your own and others'), the relentless study of the people around you, complete self-control, outward charm, adaptability, strategic thinking, and deviousness. Here, then, are the 48 laws in brief (each is independent, so you don't need to follow them in sequence), along with Greene's warning of the seductive quality of power: it can consume your mind, and you might never see human behavior the same way again. (Shortform note: We've grouped the laws into categories to clarify themes and make them easier to remember.) Adopt a Power Mindset Key takeaways: Be calculating and strategic, not emotional. Identify your goals and pursue them relentlessly. Best example: Chinese Emperor Sung converted an enemy into an ally. Sung invited the enemy, King Shu, to his palace, where Shu thought he would be punished. After wining and dining him however, Sung sent Shu home with a package. When Shu opened it, he found evidence documenting his conspiracy against Sung. He realized he was being spared and became one of Sung's most loyal followers. Law 2: Be Wary of Friends; Use Enemies: Keep a close eye on your friends — they get envious and will undermine you. If you co-opt an enemy, he'll be more loyal than a friend because he'll try harder to prove himself worthy of your trust. Law 10: Misery Is Contagious: Avoid It Like the Plague: Avoid miserable people. The perpetually miserable spread misery like an infection, and they'll drown you in it. Law: 19: Know Your Victims: When attempting to deceive someone, know who you're dealing with, so you don't waste your time or stir up a hornets' nest in reaction. Law 23: Focus Your Efforts: Focus your resources and energies where you'll have the most impact or get the most benefit. Otherwise you'll waste limited time and energy. Law 29: Plan Through the End: Make detailed plans with a clear ending. Take into account all possible developments. Then don't be tempted from your path. Otherwise you risk being surprised and forced to react without time to think. Law 35: Get the Timing Right: Anticipate the ebb and flow of power. Recognize when the time is right, and align yourself with the right side. Be patient and wait for your moment. Bad timing ends careers and ambitions. Law 36: Ignore Small Problems: Sometimes it's better to ignore things because reacting can make small problems worse, make you look bad, and give your enemy attention. Law 41: Chart Your Own Course: If you succeed a great leader or famous parent, find or create your own space to fill. Sharply separate from the past and set your own standards — or you'll be deemed a failure for not being a clone of your predecessor. Law 48: Be Elusive: Be flexible, fluid, and unpredictable — formless — so your opponents can't get a fix on you and can't figure out how to respond. Communicate Powerfully Key takeaways: Show rather than tell. Attune yourself to others' emotions. Win the hearts of followers. Best example: When Michelangelo was carving the famous statue of David, the mayor of Florence took a look and told him the nose was too big. Instead of arguing, Michelangelo gestured for the mayor to follow him up the scaffolding, where the artist pretended to be changing the nose.



When he was done, the mayor pronounced it perfect. But Michelangelo hadn't changed it — he just changed the mayor's vantage point to a new one, from which it looked fine. Law 4: Say as Little as Possible: Say little and be ambiguous, leaving the meaning to others to interpret. The less you say, the more intimidating and powerful you are. Law 6: Attract Attention: Be outrageous or create an aura of mystery. Any attention — positive or negative — is better than being ignored. Attention brings you wealth. Law 9: Don't Argue, Demonstrate: Demonstrate...