

**50 PSYCHOLOGY IDEAS YOU REALLY NEED TO KNOW
(50 IDEAS YOU REALLY NEED TO KNOW SERIES)**

Christopher Parmley

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I've read a fair amount around psychology, so I skim-read most of the book, stopping now and then at subjects that really interested me. In my view both books did a good job at introducing a particular field of study, and I look forward to reading. A large majority who are unaware of or uninterested in their own manipulation, a class of manipulators for profit, power or increasingly 'security' and a minority who see what is happening and either fight it or seek to insulate themselves from the process 'fight or flight'.

The quintessential psychological tool is the Bell Curve. Does altruism really exist? Sociopaths used to make up marginalised criminality and the highest ranks of the elite, with social order containing them in the levels between the two. Ego Is the Enemy.

Salesmen know that very well. "Would you buy if the price was right? Yet we forget and remember selectively even if different people have different tendencies in this area, whether towards repressing trauma or sensitising themselves through a talking repetition of trauma. These fillers show laziness.