

This is a prologue of my upcoming book.
Social Economics: Alternative Epistemology for Eccentrics

Can I force someone into doing something?

I'm Vince Lynch, and since 2003, I've been completely obsessed with an idea. As a child I came to realise that I had a radical rationalist deductive ideology, at times in my life I've felt as if there were no 'others' out there', however I occasionally discover a vast body of logic that explains things from the structure of the universe, the trade between molecules or the behaviour of people . During the times in my life when I couldn't find others, I tried to convince those around me to come round to my beliefs... only to fail!

You cannot make people do anything! People only do what's in their self-interest, everything in existence, seeks further existence.

So to cause someone to do what you want, you need to completely remap their decision-set. Like Stockholm syndrome everyone chooses the best option available to them, change the options available then you can decide what is the best one.

There's plenty of examples where decisions become 'fucked up', Consider the stock market where investment is huge, there is a time limitation, and conflicting fundamentals (i.e. news reports, company reports etc.) The investor like a pigeon in a Skinner box will look for themes in the fundamentals that are superstitious.

When people have a huge amount of investment, little time, and repetitive information that delivers theoretically huge potential gains, they leap!

This is the core of my persuasion model, I asked myself the question “in persuasion how do you ensure a win?” I decided you can't life is random, and people are trying to interpret the best decisions as the information is (often

partially) revealed, often we choose a 'decision set' which we spend time learning and therefore gaining learning curve efficiencies, this allows us to slowly reduce costs while achieving the same dividends, creating decision paralysis for all other potential 'decision-sets' (i.e. other lifestyles, belief sets etc.)

Understanding decision making

To persuade someone, you build a storm then create a calm, what I mean is in life when agents encounter opportunities they often struggle to 'decide' which one to take, because the potential loss could be massive, or just that one could be better than the other, and by selecting one, you have the opportunity cost of losing the other. Every second something happens, a train pulls up and you decide which door to walk (i.e. because its closer etc.) your hand works out how to take a sip from a cup of water. Everything is decided upon this principle; whats cheapest and what delivers the greatest gain, like utilitarians thought this was happiness, but then when you look into animals you find nothing that defines consciousness, so what is it? Darwin answered it.. its survival, and Darwin was just copying the recent revolution in economics, which just talks about why things, including particles trade!

To create a decision that is the 'best choice' for a person to make, (i.e. to persuade them to make the decision you want) you need to create marketplaces and alter everything!

Messing up the marketplace

The way you can do this without 'working a venue' (i.e. entourage gaming), like in a one on one scenario; is to change the market signals. Therefore I believe I have some suggestions on how to lead a one on one interaction to do this, Break social 'frame' (exposure to marketplace pricing), i.e. isolate target, bounce, i.e. exchange of secrets, unusual touching, secret journeying (creating

stories/metaphors) in the mind where you both go down, in other words you need investment to be high, investment is Time + Effort, so stage fright could be an example of investment, or the exchange of secrets Or, having someone stand outside of their social circle, Go on a walk through a place they don't know or having them reveal secrets they didn't want to reveal for example, you could make up secrets about yourself and say "I've never told anyone about this" and then tell them. Once you have broken 'Social Frame' (exposure to marketplace pricing) you should test them, So looking for absolute focus, moving their moving their body as you touch them and seeing if they move with you then I think you start delivering the stories, Ultimately all persuasion is blackmail, where two people engage in a trade, But one has something that the other can't possibly achieve (a monopoly) and demands a bargain from the other player the terms of the trade are dictated through the story i.e. Sexual jokes, Flirtatiousness, or business contractual themes, the whole "if you say yes I'm being serious, if you say no, it was a joke"

beholder Surplus

In relationships between two parties, trying to engage in trade I believe each agent, devalues the efforts of the other player by 15% The reason for this is because people assume their opportunities as resources, however because these opportunities don't deliver resource to another player, they have no trade value and therefore cannot be included in the bartering agreement you only get a trade at most -15% of your perceived value, and that's only based on you delivering market signals to your full potential even if you were at the top of your game you'd still get a partner 15% less than your expectations.

Perfectly competitive

If you compete in a marketplace where all ideas are compared and there are

unlimited buyers and sellers, then of course, your profits become equal to your marginal costs your time and effort the only way to get a reward greater than time + effort Is to fuck the system up and create a monopoly through the acquisition of a unique competitive advantage. I'm saying you value your intelligence or good looks at say 100% of your capacity, but you find people interpret your abilities at 75%

Marketplace Share

I believe that in a scenario where each player has differentiating characteristics then.. if a characteristic is unobtainable by a x number of people then that characteristic is in demand by times the number of people who can't achieve it divided by the supply of people who have it.

Therefore because the market has lots of different prices I dunno, you can calculate the demand of a single attractive person It could be like 13x and another could be -13x, The way you create the a 'Times' scenario

i) increase exposure

ii) avatar creating a memorable identity

iii) have stuff that no one else can get, which comes from stretching and leveraging your unique capabilities as a human being (taking that inch)

This is all the venue stuff again, to bring it back to the one on one all comes down about how they compare you against the 'social pricing system that they are exposed to' and I'm saying for that, that there are moments where market structures collapse Because there is a new emerging potential your hugely invested and are losing a massive amount of resources (time + effort) as opportunity cost and there's not much time!

All relationships break down when the costs from the relationship significantly outweigh the rewards The more benefits I provide the greater the amount of

gigs I receive, consider our relationship between author and reader; There is a hidden exchange behind all communication, to beat it, you have to fuck the pricing structure.

Vince Lynch

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