

Classification of vulnerability factors in the process of psychological manipulation

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ABSTRACT

Psychological manipulations both conscious and unconscious are ubiquitous. This article introduces three-step empirical research of psychological manipulation targets through vulnerability factors a manipulator exploits in interpersonal communication process in Russian context. In the Study 1 we conducted a survey (N=647) on subjective valuation in persuasion and social influence by manipulation receivers. As a result, we obtained a primary classification of vulnerabilities among the emotions and values of the objects of manipulation. In the Study 2 factor analysis showed four-type model of manipulators. Study 3 survey (N=5959) revealed the connection between perceived social influence and vulnerability factors. As a result, we managed to design a classification of vulnerability factors, create a four-type model of manipulators.

Keywords: manipulation of consciousness, vulnerability, persuasion, social influence,
Themes: social psychology