

THE JORDAN HARBINGER SHOW

Worksheet for Robert Greene | What You Need to Know about the Laws of Human Nature (Episode 117)

The motivations that drive us are often a mystery -- even to ourselves. But if we draw back the shroud of emotions that obscure our view of these motivations, we take the first step toward true self-mastery and understanding what makes us -- and others -- tick.

[*The Laws of Human Nature*](#) author Robert Greene joins me for [episode 117](#) to help us gain deep insight into our own nature as humans, delve into what makes us so easy to manipulate, and observe how our dark side, built as the result of our upbringing, creeps into everything we do as adults. Robert will then help us make better decisions based on these revelations.

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Everything Is Not Personal

“You don’t have to react if you don’t take things personally.” -Robert Greene

It was a real pleasure to sit down with one of my favorite minds, Robert Greene, and pick his brain (and *what* a brain)! I found his new book, and our interview, to offer a lot of hope. First, he offered up some liberation. “You think everything is personal,” he told me.

“People are acting out their own dramas, their own personal problems from way back.” That’s not to say that you might not have played a part in someone’s foul mood, but reacting to the world as though 100% of it is personal is just incorrect. It’s time for us to start moving away from this.

Go over your last few days. What did you take personally? Make a list. Is there a chance that these things weren’t personal?

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Using Envy

“Envy is natural,” Robert told me. “We don’t like to admit it. It’s the chimpanzee in us, constantly comparing ourselves to other people.” We all pretty much deal with envy in some form. In our chat, Robert proposed a way to flip envy to our benefit (*there’s much much more about envy in his new book*). Instead of allowing envy’s comparing mechanism to lead us to the depths of our lower nature, its comparing mechanism can actually tap into our higher nature.

Think from the micro to the macro. What do you envy? Who do you envy? Think about an ability in the other person that you envy. Could you flip this to motivate you? (Example: *Instead of envying another writer, why not try to become a better writer?*)

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Your Golden Key

"If you go through life challenging people's opinions of themselves, you won't get very far." -Robert Greene

Influence isn't just some dark art for black hat marketers or political campaigns -- it's also a way to help our children develop good habits. According to Robert, you're not going to have any luck unless you start where the other person begins: "People have an opinion about themselves. You must be critically aware of this." How important is acknowledging this? Robert said: "This is the golden key to unlocking people's nature resistance to you."

Have you tried telling someone something they didn't want to hear, perhaps to the point where they were resistant to hearing it? Were you challenging their opinion of who they are? Was there part of their self-identity that you weren't validating? If you've ever felt like you were trying to swim another person uphill, this might be why.

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How to Read the New Book

If you're wondering how to tackle this hefty but brilliantly revealing tome, here's Robert's advice:

Normally you go through life reacting to what someone just gives you. You see that boss who is a control freak... you get emotional and sucked into the drama... you constantly respond to the appearances that people present and not realizing that something else is going on in their head behind the mask. When you suddenly start to peel away the layers and understand what motivates people and see that at the root could be some childhood trauma, or some other issues they're dealing with, suddenly it changes.

You now realize, "I suddenly don't have to get emotional. Maybe this isn't someone I want to work for." You have options in life. That's the key to this game. You can go one of three or four ways.

You have options in life, instead of always reacting emotionally.

This is how I'm hoping the book will change you.

Full show notes and resources for this episode [can be found here](#).

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About



Join Jordan Harbinger (critically acclaimed host, formerly of The Art of Charm) as we get deep into the untapped wisdom of the world's top performers -- from legendary musicians to intelligence operatives, iconoclastic writers to visionary change-makers.

We deconstruct the playbooks of the most successful people on earth -- and learn new strategies, perspectives, and insights you can't find anywhere else. Then, take these insights into your own life and live what you listen.

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