

Manipulation tactics: Scenarios

Identify which of the following manipulation tactics each of the scenarios below illustrate. (cf. video: <https://youtu.be/E9ZBgrp1ozQ?si=qA-toivOCXlrKTtN>).

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|-------------------------|------------------------------------|
| 1. Moving the goalposts | 7. Enmeshment |
| 2. Gaslighting | 8. Set Up to Fail |
| 3. Projection | 9. Micromanagement |
| 4. Triangulation | 10. Rationalization |
| 5. Infantilization | 11. Changing Topics and Word Salad |
| 6. Amplification | 12. Threats |

Scenario 1: _____

Sarah follows clear instructions from her manager to complete a project. But during the presentation, the manager denies giving those instructions, causing confusion. At the same time, a coworker, Chris, tells others that the manager had different expectations for the project.

Scenario 2: _____

Jordan struggles with time management and blames Taylor for project delays. Meanwhile, the manager focuses on Taylor's small mistakes and ignores their significant achievements. At some point, the manager installs monitoring software on Taylor's computer, saying it is for quality control.

Scenario 3: _____

Cameron's manager insists on connecting on personal social media, which feels unprofessional so she refuses. A little after that, Cameron starts being left out of important meetings, leading to problems with the project. The manager also hints that Cameron's job could be at risk if they complain or refuse extra tasks.

Scenario 4: _____

Pat, an experienced professional, raises concerns about the team's workflow during a meeting. But the manager changes the subject and says Pat's input isn't needed. The manager also treats Pat as if they lack experience, saying, "Let's leave the strategy to the more seasoned members." When Pat questions why the manager supervises them so closely, the manager says it is necessary for the team's success.

Scenario 5: _____

Alex is assured a promotion upon reaching a sales target. However, when Alex achieves the target, the manager downplays the achievement, attributing it to luck. Then, the manager adds new conditions for the promotion. When Alex thinks about complaining, the manager warns them about causing trouble, hinting that it could affect their job.