



MAN SCHOOL BOOKS
VOLUME ONE:
PSYCHOLOGY
PRIMER

WRITTEN BY EVAN MARLOWE MD

MAN SCHOOL.CC

PREFACE

Psychology?? But I just wanna pick up chicks. Isn't all this airy fairy mumbo jumbo?

To me, your inner state is the single most important aspect in your overall ability to get girls. It influences everything from your body language to your text game. But even if your intention isn't to attract women, I believe it's worth getting your psychology tight, simply because life sucks when it isn't.

So what is it?

Any self-sabotaging belief, thought or action is a reflection of weakness in your psychology. This can manifest through making excuses not to call a girl you like, to having fear of approaching really beautiful ladies, to not leaving your house to make new friends. At the extreme, this can present with true psychopathology like depression and anxiety.

We are social and sexual creatures. We were put on this planet to procreate, and over time we came to realize that living in groups was efficient and beneficial to our individual survival. In short, all of us are evolutionarily programmed to get along with one another and to seek out mates. You would think that any inner dialog which undermines these abilities would be weeded out of existence, and yet many if not most of us have unproductive beliefs which interfere with our ability to relate to men and procreate with women. Weird, huh.

My goal in writing this primer is to identify some of the main inner issues I've come across, and to guide you in the direction of resolving these. It is in no way intended to be comprehensive. I will allude to many great books, and you are urged to go read them. While several problems can get taken care of on your own, sometimes it's not a bad idea to seek the advice of a trained professional such as a psychologist or psychiatrist.

In addition to having come from a place of really bad inner state myself (scarcity thinking, a ton of limiting beliefs, fear of talking to people, et cetera, et cetera), I climbed out of my hole and now have an excellent sense of well-being. I got here by educating myself and then putting this knowledge into practice. Add to this I've worked with many many *many* dudes, with all shapes and sizes of psych problems. Plus, my

medical training has included ample education in psychology.

Alright, enough of this jibber jabber. Let's get it on. Dear reader, I offer now my *Psychology Primer*.

MARLOWE

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CHAPTER ONE

WTF??? WHY PSYCHOLOGY MATTERS

You may be a guy with water-tight inner functioning. You never hesitate when you see a girl you want, and you plow successfully each time until you get what you desire. Bravo! This book's not for you, champ.

For the rest of the dudes, for those of you with self-doubt and insecurities, there is work to be done. This book is for you guys with less than stellar psychology.

What's the Problem Here?

The problem is that you are wired to perform certain functions on this earth, the most important of which is to have sex with girls. The reason behind this critical function is to ensure the survival of your race...

And in spite of this programming, you are getting in your own way.

Let me emphasize this point. YOU ARE WIRED. It is your fate. It's not as if *some* of us men are supposed to be having sex, while some of us watch.

The fact is, we are ALL here on this planet to get laid.

This is an irrefutable fact, whether you accept it or not. Society, your parents, the movies, whoever, may have stepped in and convinced you otherwise. But that is simply not the case, so we need to work on exterminating these wrong beliefs and patterns that stop you from fulfilling the mission you are designed for.

Why Did this Problem Arise?

The hell should I know? We all came from different places, so our stories will all be very different.

However, as you spend more time talking to other men, you will likely begin to see trends. Many of us have anxiety about approaching girls, and this anxiety intensifies with her hotness. Many of us feel fortunate to have a single chick in our lives, even though she's dumpy and drinks too much and probably cheats on us...because we doubt we could go out and get anything better. Many of us live our lives according to how our parents thought it should be; their filter of the world has become our filter.

We all have stories behind these common problems. These stories are compilations of vignettes we witnessed during our childhood and young adult life. We sewed them together and created our world view. Our culture, our religion and the media may have helped us embellish these tales. We take bits and pieces from painful break-ups, from girls who mistreated us in high school, from magazine covers that dictate what kinds of girls we should be attracted to.

In short, all of us have been bombarded with bull. How could this problem *not* arise?

Why Do I Need to Identify my Issues?

There are actually names for the things you're struggling with. Many other guys have gone through exactly what you're experiencing, and have worked out solutions.

I never knew there was such a thing as trigger anxiety. I would be talking to a girl, she'd be into me and vice versa, and yet I couldn't escalate the interaction physically. When I asked a friend, he explained that this was a known phenomenon (trigger anxiety), and told me why it happened (fear of losing the ego validation by risking rejection). Once I had something with a name that I could identify, I could see when it was popping up in future interactions, and then take steps to get it handled.

The same was true for approach anxiety. I was told my inability to talk to girls was simply shyness. But the feelings I experienced were far more profound than what I'd call shyness. I was dealing with a valid form of anxiety, a mental disorder. You can get these anxieties handled through desensitization. I went from believing I had shyness (incurable), to realizing I had an anxiety disorder (curable).

My hope is to help you put labels on these kinds of things. That way, we can communicate and wrap our brains around these otherwise amorphous inner states.

The Inner Triad: Psyche, Viscera, Penor

1. Psyche

The Psyche is all the stuff going on in your head. I'm talking about Freud's definition here, subdivided into:

- a. Id. These are your unconscious, instinctual drives.
- b. Superego. This is your conscience, taking into account social norms and morality.
- c. Ego. In addition to the ego I will discuss in chapter 2, this Ego governs the above two conflicting forces.

2. Viscera

This is your gut, including your heart and your cojones. Most of your emotions are found here, minus your desire to fuck. That would be your...

3. Penor

Your sex drive. Your desire to dominate women.

Got it? Let's look at some examples of how these three forces interact.

Approach Anxiety

For the most part, this is a visceral response. You see a perfect 10 standing in the supermarket freezer section, and you unsavorily crap your pants. Your mouth gets dry, your palms wet. You freeze up. This is a gut reaction.

With will power you can train yourself to repress this feeling; you can force your Psyche to momentarily dominate over your Viscera. True, a part of approach anxiety is the Ego trying to protect itself from humiliation, rejection and shame, but the prime factor of AA is a hard-wired visceral response.

Here, the Penor may make the suggestion to approach, but it has little say when the Viscera is running the show. Therein lies a big problem. Many guys new to pick-up will dampen their visceral reaction and allow their Psyche to push them into sets. But in the process, the Penor also gets ignored. Let your Penor approach! Own your sex drive and manifest it from the moment you lock eyes with her.

Dominance

Have you ever seen a guy in field do something incredibly ballsy? Like walk up to a girl and totally take charge physically. This behavior is driven by Penor, Viscera and id. There is no superego or ego at play.

At times, the ego must step in to avoid incarceration or fist fights. But for many successful men, escalation commonly involves actions and comments bordering on social deviance. To become this person, you must dial your ego down - *way down* – and set aside what you’ve been taught by social conditioning.

To summarize, next time you find yourself indecisive in field, break things down into this triad. Figure out how much each of these three forces is contributing to your actions. Is your Penor being heard or is it being stifled? Are you ignoring your Viscera? Is your ego dictating what to do?

Analyze the conflict, seek the right balance, then act.

Who are You?

I have come to believe that most people don't know themselves.

Think about this for a second. If I were to put you in a situation you’ve never been in – let’s say asking you to risk your life by running into a burning house to save a baby – would you do it? If not, how would you feel the next day?

Let’s look at a less dramatic example. What if a friend invited you to a party at Hefner’s mansion, full of A list celebs and supermodels. How comfortable would you feel working the room, and would you have the confidence to try seducing the hottest women there?

Sure, it’s one thing to speculate on these adventures, but until you’re actually dropped into them, it’s impossible to know how you’ll respond and if you have the inner strength to carry out your desires. So in truth, you can not really fully know yourself until and unless you live these experiences. When the time comes, will you sacrifice your own life for the life of another? Will you feel worthy seducing the Playboy bunny or the movie star?

Most people live well within their comfort zones, and as a result they never find out the answers to these questions. Their head is a dimly lit attic full of cobwebs and unopened boxes.

That's how I felt. But I decided I wanted to know myself in intense detail. I wanted to open all the attic windows to cast light into the dark corners, clear away the cobwebs, and open all the boxes to see what was inside. If a situation scared me, I threw myself head-long into it to see if I had the fortitude. If I found I lacked confidence performing a task, I kept at it until confidence came, or until I realized it wasn't worth the energy.

In short, I did everything I could to understand myself: my motivations, my blind spots, my strengths and weaknesses. Yes, it is possible to learn how to be good with women without going through this often painful process. But if you stick with it, the reward is much greater than access to sex...

The reward is truly knowing yourself.

You may *think* you know yourself. You are a musician, that's your identity. But remove your hands so you can no longer play the instrument, and has your identity changed? Absolutely not. Your identity is what's deep down, not reliant on fleeting things like musical ability or video game score.

It's time for some soul-searching.

CHAPTER TWO

STATIC IN THE ATTIC: EGO AND THE WALL

Getting to know yourself is not without hurdles, the biggest of which is probably your ego.

What's Ego?

You can define ego many different ways. I clump together several concepts into one. It may be hard to define, but when you see it it's not hard to recognize.

Let's say you get a girl home. She won't have sex with you, but the next day you lie to your friends and tell them she did. That's ego.

You're talking to a hotty and she's loving your game, but after 10 minutes you're overwhelmed with thoughts that you're not good-looking enough for her, and you eject. That's ego.

You try to approach ten sets in a bar, but every time they seem put off by you, and none will talk to you. You blame it on girls being bitches. That's ego.

Banging the hottest girl in the least amount of time. Who cares? Why does sex in a bar bathroom make you a superstar? If it's something exciting and fun, then pursue it. But if you find yourself trying to pull off a glamorous stunt just for bragging rights, then you are at the mercy of your ego.

Your ego is a powerful voice inside your head. In spite of the strength it wields, ego is very sensitive to criticism and will do anything it can to protect itself. It will fabricate lies, both to yourself and others. It'll concoct scenarios in which a benign action will result in tremendously bad repercussions, thus stopping you from taking that action. It'll misguide your attempts to learn who you really are.

You are not this voice. You are the observer of this voice. If you haven't read Tolle's

The Power of Now, this is the time to go buy it. It's a very complex read, and you may have to go through it twice. Every page has tons of insight that will change your perspective on life.

Tolle discusses the "egoic voice." It is obsessed with the past and future, which are in fact illusory. All you have is the Now, this very second. Nothing else should concern you at this moment, except this moment. The ego will try to return your thoughts back to things other than the present moment, and you may act accordingly.

Your goal then is to recognize this voice when you hear it, and to stop identifying with it. To become the observer of it, and to then mute it so it no longer interferes with your life.

The ego is there simply to protect itself. It doesn't care about you and your growth. With will power and what Tolle calls consciousness, you can begin a shift in the way you think.

Example of ego: "That girl's too hot for me, so I'm not gonna talk to her."

Solution: Realize that you are making up a false hierarchy in your head, that your value as a human being is equal to hers. Then realize your ego doesn't like the pain of rejection, and will try to convince you to avoid any actions that would risk potential rejection. Finally, set aside this voice, and take the right action. Talk to the hot girl. If she turns you down, it's only the ego that will get bruised. When you beat up the ego enough, it'll get knocked down for good.

Example of ego: "I banged a hot girl last night. I'm gonna let everyone know about it online."

Solution: Bragging about your sexual conquests is a case of ego gone rampant. You will feel good about yourself as others praise you. All they're doing is pumping up your ego. Don't get me wrong. If you learned something from your experience and want to help others, that's not ego. If you hit a milestone in your progress and want to share this without gloating about it, that's not ego. If you reveal all the things you did *wrong*, in addition to all the things you did right in an attempt to get advice, that's not ego. But bragging for the sake of bragging is ego.

So what's wrong with that?

What's wrong is now you have handed greater control over to your ego, which gets more inflated. The next night when you go out and don't get laid, you feel that much more disappointed. The ego falsely amps up your sense of worth and your expectations. If you make mistakes, the ego won't let you see them. And if you succeed, the ego won't let you enjoy this either; the ego is a big black hole, and is never satisfied with any gains. It always wants more.

Your goal is to extinguish the ego.

How Do I Get Rid of that Little Pest?

The first step is to follow the above. Recognize when the ego is speaking. Set that voice aside before you allow it to control your thoughts, behaviors or speech. Take action in spite of the voice.

Your comfort zone is there as a service to your ego. When you leave that zone, the ego risks harm. Therefore the best way to crush the ego is to consistently push yourself beyond your comfort zone. As you accumulate positive experiences (e.g. girls *accept* you), you will feel a sense of reward for your ballsiness. And as you take hits to your ego (e.g. girls *reject* you), you will with time stop caring. It's win-win.

Ego versus Confidence

The alternative to living under the dictatorship of your ego is to allow your sense of confidence to govern. If you're thoroughly confident, you have no desire to seek validation from outside by bragging; validation comes from within. You don't need to make excuses for your missteps because you appreciate your mistakes as an inevitable ingredient of learning. You judge your interactions objectively, and don't exaggerate what should otherwise be a minor error or achievement.

There are two types of confidence: *core* and *situational*. Ideally you should have core confidence in all environments. Examples of situational confidence:

You only feel socially secure when you're financially successful.

You don't have the balls to talk to girls unless your buddies are around.

You can't spit game with strangers listening in or watching.

You can't run game unless you're in certain venues like loud clubs.

You feel bold gaming unattractive women, but not hot ones.

Core confidence doesn't give a damn about any of that nonsense.

Your Core

Remember back when I said most people don't know themselves? I'm speaking largely here about their core. Who they are. Their identity. What they're capable of and why.

Many people confuse their ego and their core. It's not until you set aside your ego and examine your core that you really start to figure out who you are inside.

As I've said before, your identity isn't "I'm a musician." Your core may be the passion you feel for music, or your drive to create something beautiful, or a need to communicate emotionally. A while back I realized I couldn't distinguish my identity as a person from my identity as a musician. I stopped composing and performing music for two years. My plan worked. I found my true identity and cultivated it.

When it comes to women, your core includes your sexuality. You are a sexual being. Some guys don't fully embrace this identity. They resist the nature of their core as a man who desires sex. Instead, these guys harbor shame and reluctance, rather than taking ownership.

When you go looking for it, you may find your core is hard to find. It may be surrounded by clutter. Call this mental noise or static. These are all the counter-productive thoughts and beliefs that form a cloud around your core. Before you can find your core, you must declutter. You have to rid your mind of all this pointless chatter.

This noise – some of which is the sound of the ego – is creating a wall between you and women. Let's have a look at this noise, this wall, in more detail.

The Wall

You can recognize the wall when you see it. A dude walks up to a girl and makes meaningless fluff talk that goes nowhere. He uses humor defensively. She might even

be giving him all the signs of interest needed move things forward, and yet he makes no effort to escalate or show real intent.

Once the wall comes down, the fun begins. So why do some guys have walls erected?

1. Social conditioning. We've been hit over the head for so many years by TV, movies and magazines that men need to conform to a certain code. It's the chode code. Be respectful and polite, keep a safe distance, take her out on asexual dates. Years of this programming, but without real-world experience to support its effectiveness, have convinced us this is the one and only reality.

2. Culture. Some guys have deep cultural and spiritual influences they must combat. Certain religions try to convince you that sexuality is wrong. It can be not unlike brain-washing, damaging to personal growth and relationships.

3. Deservedness. She's too hot for you, and if she seems interested, there must be a catch. Maybe that catch is she's loose, or maybe she has cooties, or whatever. You play mind games trying to talk yourself out of taking what you deserve. You create an unfounded rationale as to why a girl probably wouldn't sleep with you: you're too short, the wrong ethnicity, inadequate lifestyle, so on and so on.

4. Germophobia. I have always had a problem with this. Fortunately, it kept me from getting sick. The downside is it prevented me from going for the makeouts. Like a cold pool, I've had to force myself to jump in and do it.

5. Too many beat-downs. Many guys have a history of getting their asses kicked psychologically in relationships. Girls cheating, lying, being flaky or insensitive. All this has set the stage for ongoing rejection; it's a self-fulfilling prophecy. You drag past relationships and interactions into future ones, and in so doing you erect a wall to reduce the risk of future rejections.

6. Ego. You got a hot girl's number, and now you can brag to your buddies about it. As we all know, numbers by themselves are meaningless. But the number is solid gold to the ego, at least at the moment you get it. Guys with walls are okay with the number. Guys without walls continue to push the interaction, unafraid. They have no concern about hurting their own ego. They are guided solely by their desire and by what would probably be the best thing strategically to close the deal.

Here is how to go about breaking down the wall:

1. Recognize there is a wall. If you aren't making those sexual connections, why is this? Let's say a guy is chatting up a hot girl and she's into him, but then he ejects. It wasn't because he didn't like her, or she didn't like him. Something in his head pulled

him out. So if this is a frequent behavior, something is wrong. A wall exists.

2. Diagnose the cause of the wall. It may be one of the above reasons, or it can be something subtle. You have to do soul-searching to figure out the causes. Whenever a student ejects prematurely, I grill him on why. And usually he doesn't have a good reason, so what he needs to do is have an honest talk with himself to find out why.

3. Address the specific issues. If you're overweight and it's causing you to feel unworthy, your choices are to lose weight or to accept that you're gonna be heavy and girls need to deal. But resisting what *is* while not correcting your limitation isn't an option.

Limiting Beliefs

Any belief that stops you from achieving success is a limiting belief. These beliefs collectively form one layer in the cloud of mental noise. Here are some examples:

I'm not rich enough

I'm too short

I'm too fat

I have bad acne

I am too old

My dick's too small

I'm not good in bed

Girls aren't attracted to me

I smell

I live with my dad

This list could go on and on. In fact, it is a good idea for you right now to jot down someplace your own list of limiting beliefs, all the reasons running around your head why girls may not sleep with you.

Look, some of these beliefs may be based in fact. If you were missing all your arms and legs, you may find a large percentage of girls won't date you. Believing this in and of itself is fine. Where it becomes a problem is the part about *limiting*. If you believe something about you is unattractive to most women, *and you do your best to attract these same women in spite of that perceived flaw*, then the belief is not limiting you.

The turning point comes when you accept that you are who you are, and to hell with anyone who won't accept those things about you that cannot change.

Negative Stereotypes

Each culture and race may have its own set of unique limiting beliefs. Others may perceive a certain race through stereotypes, and that member may adopt those criticisms into his own world view. The man then must fight his way out of these cultural beliefs, in addition to all the other crap that's inhibiting him.

For example, Indians may have to deal with these stereotypes:

- Hairy
- Smelly
- Eating curry all the time
- Subordinate rather than dominate
- Labeled as terrorist, taxi driver or IT guy

Black guys often blame their color if things don't go well. As in, "Damn, she hates me cuz I'm black."

Asian dudes who are short may not be perceived as tough, or capable of defending women if needed. Other concerns:

- Small Penis
- Stereotyped as the nerd, gangsta or kung fu master
- Not very confident, fun or social
- Always losing their women to white guys
- Constantly playing video games

I urge you to read the book *Blink*. Malcolm Gladwell talks a lot about race, especially blacks vs whites, and brings up a number of studies that show how very deeply our society associates being black with being inferior. When black students were asked to indicate their race before an exam, their results were lower than when they weren't (called the priming effect). In another test, the IAT, people frequently associate black faces with words like evil, bad and hurt. 80% of test-takers made this correlation, *even blacks*.

So clearly, our society does in fact have a racial bias towards whites, and it's fairly pervasive.

That said, we all have potential handicaps. It could be age, race, height or weight. The issue isn't do girls mostly like tall dudes, or do people generally gravitate towards whites, because there's evidence that biases exist. The real issue is what are you gonna make of these facts? They don't *have* to become handicaps unless you make them handicaps. Talk with other dudes of your nationality and race, and figure out how they deal with these limiting beliefs.

Crutches

There is another layer of this mental static, dependence on crutches. In a literal sense, when you have a strong, pain-free ankle, you can walk confidently on it, right? When you injure it, you can't walk as well. To help offload the weight and reduce the pain, you use crutches to help you get around.

In the beginning, right after an ankle injury, crutches can let you function without further damaging the foot. But if you rely on them too long, the ankle gets weak and stiff, and you have long-term problems walking. So you depend on the crutches indefinitely.

Mental crutches are no different. If you need to have a memorized set of stories to help get you through the first few minutes of a conversation, without which you wouldn't even approach, then stories are an acceptable crutch. As you become competent at opening and vibing, you no longer need those stories, and so you discard the crutch.

Likewise, you may not be able to talk to girls unless you have wings around. If you were to roll solo, you'd sit in a corner and not talk to anyone. Here again, having a wing is a crutch, but for the time being, it's giving you the strength to approach. In time, you should go out by yourself anywhere and still feel confident just being your sociable self. Again, this is the distinction between core and situational confidence.

One crutch that should be avoided is using alcohol to make you less timid and more talkative. When learning any skill, being sober is the only way to get it handled fully. But aside from drinking and doing drugs, there's nothing wrong with temporarily relying on crutches.

Excuses

Using excuses to justify inaction is another big layer of your inner static. Rather than

push yourself into a potentially uncomfortable situation, your ego employs the tool of logically talking you out of action. When the ego wins, it becomes further empowered.

As you acknowledge excuses for what they are, you can disregard them. Don't justify or argue with them, don't try to validate or invalidate them. They are neither good nor bad. Simply set aside the excuses and then move forward.

Here are some common excuses that might pop up when you consider talking to girls or escalating:

She's busy talking to someone

That guy's her boyfriend

She's too hot for me

She's sitting

She's dancing

I'm not dressed up

She's too far away

She's walking the other direction

She's getting in her car

She's reading

I have to get up early in the morning

My wing is bored

She isn't giving me signs of interest

I'm not in the mood

I'll approach later

Blind Spots

You may think you're the biggest playa in the world, but others see that you are deficient in certain areas. For example, you work the room and hook up with girls. But your wings ask you later why you always ignore the hottest girls in the room, and pull the least attractive chicks. Your blind spot here is you not realizing you're not pushing yourself to approach the very hottest girls, taking the path of least resistance with the unattractive girls while boosting your ego working the room.

To find your blind spots, you need an honest and observant other party to notice them. Again, if your ego is in the way it'll stop you from accepting criticism. You'll become overly defensive instead.

Take advice from others, and then try to figure out if the advice is valid or not. If it flies in the face of everything you've experienced, it may not be useful. Sometimes, you can't reasonably accept every bit of criticism people give you.

But if the advice does seem to make sense, then incorporate it. Get rid of your blind spots as they become apparent.

Generalizations, Exaggerations and Self-Pity

"Nobody loves me."

"Girls all think I'm ugly."

"I can't get a date to save my life."

We're all guilty at some point of making these sweeping, inaccurate statements that couldn't possibly be true. Nobody loves you? You mean, you polled every person on this planet and the results were unanimous: you are unloved. You can't get a date to save your life? So you asked every single available attractive woman and not a one would go on a date with you.

These thoughts come from a place of playing the victim. You don't necessarily need to be seeking pity from others, but you are seeking it within yourself. At times, these thoughts also indicate low self-esteem.

On the surface such belief patterns make no sense. Wouldn't you rather identify with the hero, not the victim? The hero is worshiped and respected, after all. So why do we not identify with the hero, but instead want to play the part of the downtrodden victim?

For one thing, being a victim can get others to take care of you, or will at least garner empathy. It also permits you to avoid taking on responsibility. If you are a poor hapless victim, how can you be expected to rise to meet the challenges of life?

Another great benefit of being a victim is you can blame the world for your suffering. The alternative is tough: taking responsibility for your condition and then doing what

needs to be done to improve it. Accepting blame is not something the ego is fond of, because it inevitably leads to pain. And so the easy way out is to shift this blame to the outside. Now, conveniently, if you're messed up it's not your fault. It's the fault of parents, teachers, schoolmates, et cetera.

If you've had people tell you you're crap all your life, their voice becomes the one that you identify with. When those people are no longer around, you take over that role and keep putting yourself down.

You may then find yourself suffering from the Broken Toy Syndrome.

The rest of Psychology Primer is available to Man School students.