

When to «" tt" .t+«' to act, «.. th. one control. It is aLwQ)s betty to mak )ouv ol4one t come to alan(hninghis plans ttw process. Lure him with jbbulou.s gains attack. You hold ttw cards r:low many times has this scenario played itself out in history: A.n aggressive leader ini- tiates a series of bold moves that begin by bringing him much power. Slowly, however, his power reaches a peak, and soon every- thing turns against him. His numerous ene- mies band together; trying to maintain his power, he exhausts himself going in this direction and that, and inevitably he col- lapses. The reason for this patten is that the aggressive person is rarely in full control. He cannot see more than a couple of moves ahead, cannot see the consequences of this bold move or that one. Because he is con- stantly being forced to react to the moves of his ever growing host of enemies, and to the unforeseen consequences of his own rash actions, his aggressive energy is turned against him. In the realm of power, you must ask yourself, 'What is the point of chasing here and there, trying to solve problems and defeat my enemies, if I never feel in control? Why am I always having to react to events instead of directing them? The answer is sim- ple: Your idea of power is vnong. Ybu have mistaken aggressive action for effective action. And most often the most effective action is to stay back, keep calm, and let oth- ers be frustrated by the traps you lay for them, playing for longterm power bathed ' than quick victory. Remember: The essence ofpower is the ability to keep the initiative, to get others to react to moves, to keep your opponent and those around you on the defensive. When you make other people come to you, you suddenly become the one controlling [he situation. And the one who has contro] has power. Two things must happen to place you in this position: You yourself must learn to master your emotions, and never to be influenced by anger; meanwhile, however, you must play on people's natural tendency to react angrily when pwhed and baited. In the long run, the ability to make others come to you is a weapon far more powerful than any tool of ession. One added benefit of making the oppo- nent come to you is that it forces him to oper- ate in your territory. Being on hostile ground will make him nervous and often he will rush his actions and make mistakes. For negotia- tions or meetings it is always wise to lure others into your territory, or the tenitory of your choice. You have your bearings, while they see nothing familiar and are subtly placed on the defensive. Manipulation is a dangerous game. Once someone suspects he is being manipu- lated, it becomes harder and harder to con- Uol him. But when you make your opponent come to you, you create the illusion that he is controlling the situation. The great nineteenth-century robber baron Daniel Drew was a master at playing the stock market. When he wanted a particu- lar stock to be bought or sold, driving prices up or down, he rarely resorted to the direct approach. One of his tricks was to hurry through an exclusive club near Wall Street, obviously on his way to the stock exchange, and to pull out his customary red bandanna to wipe his perspiring brow. A slip of paper would fall from this bandanna that he would pretend not to notice. The club's membbbers were always g to foresee Drew's moves, and they would pounce on the paper, \ invariably seemed to contain an inside tip on a stock Word would spread, and me:mbeki would buy or sell the stock in droves, playing perfectly into Drew's hands. Eve g dependson Me sweetness of your bait. If your tmp is attractive enough, the turbulence of your enemies' emotions and desires will blind them to reality. The greedier they become, the more they can be led around. Image: The Honeyed Bear Trap- The bear hunter does not chase his p rey; a bear th at knows it is hunted is nearly impossible to catch, and is ferocious if cor- nered. Instead, the hunter lays caps

baited with honey. He does not exhaust himself and risk his life in pursuit. He baits, then waits—

Authority: (Good warriors make others come to them, and do not go to others. This is the principle of emptiness and fullness of others and self. When you induce opponents to come to you, then their force is always empty; as long as you do not go to them, your force is always full. Attacking emptiness with fullness is like throwing stones