



THE SPAR SYSTEM

**HOW TO MASTER
THE 48 LAWS
IN FOUR SIMPLE STEPS**

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The SPAR System

Introduction

I've been a student of Robert Greene's work for about 16 years now. In the course of my studies - including in forums, in discussions, in one-on-one sessions - the question I hear the most from people about the book is: **"How do I internalize the 48 laws?"** How do I master the 48 laws so that I know which laws to use and when?

Most of these people acknowledge the book's depth and insight into power and human relationships. They know that the book holds a lot of wisdom and truth.

At the same time, however, readers also know that it's not easy or clear at all to see how to practice the 48 laws in everyday life. How do we know, for example, when and how to practice Law 15, "Crush Your Enemy Totally"? How do we go about working "on the minds and hearts of others" (Law 43)?

How do we know when and how to use "red herrings" to cover up our plans (Law 3, "Conceal Your Intentions"), or when and how to employ a "cat's-paw" to do our dirty work (Law 26, "Keep Your Hands Clean")?

Although *The 48 Laws of Power* is filled with deep insight into human nature, backed by colorful, entertaining historical examples, **it's not clear how to put these insights into practice** so that we can learn to maximize our power - our influence, our reputation, our mindset - in whatever situation we're in.

In this ebook, I'm going to teach you the exact method for *actually* learning the 48 laws of power. It's a simple system I built out of frustration and trial-and-error in order to better know which laws to use, when to use them, and how.

Like you, I always had trouble applying the laws. I loved reading the stories, writing notes about the strategies, but the question that I always had in the back of mind was: *How do I actually apply this stuff?*

I knew there was something valuable here, but I didn't know how to access it.

So, being the analytical person that I am, I decided to sit down and really figure out a way to learn the 48 laws. I read a lot of case studies, tried to practice the laws on my own, researched different fields, such as psychology, history, philosophy, and communications.

The system I came up with, after about 1,000 hours of research and work, is what I'm going to share with you here.

In this eBook, I will teach you how to use the 48 laws of power in your own life so that you always come out on top.

More specifically, you will learn a four-step system that will teach you how to

- Identify the power situation you're in
- Find the right law or laws that apply to your situation
- Use those laws to gain the upper hand in that situation, whether you're dealing with an enemy, persuading your boss, building a brand, leading a team, facing a crisis, or starting your own business venture.

Now, before I teach you this system, I must give you a word of caution. Although the system I'm about to show you - what I call the SPAR system - may be easy-to-use, in order to truly master the 48 laws, you must use this system consistently for the various situations you face in life. You must practice the system over and over again in order to really internalize the laws of power.

By doing this, you will be able to streamline your learning, achieving little victories that turn to bigger and bigger victories. Even more, you'll be able to transform yourself into a master power player.

So what is the **SPAR** system? The **SPAR** system is a four-step learning process that stands for **Situation, Principle, Action, and Reflection**. This system follows the natural process by which people learn and by which you will be able to apply the 48 laws of power to your own life.

The rest of the chapters in this eBook will go into more depth for each step of the process in this system, but I'll give you a quick overview of what the process entails:

Step 1: Situation

In order to apply the 48 laws effectively, you must have something to apply them to. This "something" is your situation. What power problems are you facing? Do you have a passive aggressive co-worker, or a lying friend? Do you want a raise or promotion at work, or build a name for your business? In this step, we look at how to analyze your situation so that you have a clear idea of what's going on.

Step 2: Principle

After you have clarity on your situation, now it's time to select which law or laws of power may apply to your situation. Using the six types of situations, we'll look at which laws of power apply to that situation and extract the appropriate tactics and advice you will be using to overcome your situation and optimize your power.

Step 3: Action

After reading the relevant law(s) of power to your situation, now it's time to develop a plan of action for handling your situation and maximizing your power. Here, you're going to learn how to develop a power goal for your plan as well as what power action steps you can take towards achieving your goal.

Step 4: Reflection

This is probably the most important step in the process. Once you've implemented your plan of action, you have to evaluate the result. In this step,

you're going to implement a three-step process for analyzing the results of your actions and where to move forward.

By using this four-step process consistently in every power situation you face, you'll be able to internalize the 48 laws and develop the knowledge and confidence to apply the laws in your own life. **You'll learn how to take control of your life and never feel powerless again.**

Let's get started.

Step 1: Situation

The first step in the **SPAR** system is **Situation**. In this step, you take the time to describe your problem or situation in the clearest terms possible.

This step is one of the most crucial steps because it lays the foundation for the rest of the process.

It's also one of the hardest steps because it involves looking at your situation *objectively*, which is difficult, especially if we are in a situation that is emotionally charged. However, once the situation you're in is clear to you, then you can start applying the 48 laws.

Describing your situation clearly and objectively is itself a process, so I'm going to outline some short steps to follow:

First, grab a pen and paper (or word processor). To get a clear sense of your situation, we're going to need to process our thoughts and literally gain some distance.

Next, think about yourself situation and write down everything you can about it in as much detail as possible. If you're having trouble writing, try answering these questions:

1. Who's involved?
2. What happened or is currently happening?
3. Where are things now?

After you've written down your situation, **the third step is to answer the crucial question: am I trying to gain power, or conserve power?**

What does this mean, you ask? There are two kinds of power situations: one where you are trying to gain control, and one where you are trying to keep or maintain control.

The first kind of situation is about getting a reward - a new client, a better reputation, more money, a promotion, and so on. The second kind of situation is about preventing risk or loss - i.e. losing a client, getting a demotion, getting laid off or fired, losing money, etc.

To show the distinction between these two kinds of situations, let's take a look at two examples.

Situation Example 1:

John has been working at X, Y, Z company for three years. And although he's always received positive performance reviews, for 3 years in a row, he hasn't gotten a pay increase. John wants to speak with his boss to see if he can get a pay raise, but he isn't quite sure how to have the conversation.

In this case, what do you think John's goal here is? Is he trying to gain power or conserve power? If we read the situation carefully, we can see that John isn't at risk for losing anything. His job isn't at risk; he's even gotten positive performance reviews.

In this situation, John is trying to *gain* power - in this case, the ability to persuade his boss to give him a raise.

Now let's take a look at another situation:

Situation Example 2:

Sarah has a co-worker who is spreading rumors about her. However, because she has no proof that it's this co-worker who is stirring trouble, she can't confront her co-worker directly, or else she'll look paranoid. This is very stressful for Sarah because some of her other co-workers, whom she considered friends, are starting to avoid her.

What's Sarah's goal here? To gain power, or to conserve it? In looking at this situation, we see that Sarah isn't trying to gain anything. She isn't looking for a reward - new friends, a promotion, more money.

Rather, she's trying to *conserve* power. She wants to stop this situation from getting worse - stop the co-worker from spreading rumors and maintain her relationships with her other co-workers.

In answering this question of "Am I trying to gain power or conserve power?" you not only get a better grasp of what you want with the situation, but you also take a step towards figuring out which law or laws of power are going to help you maximize your power.

We will explore how to choose the right law or laws of power based on your situation in the next step.

Action:

1. *What's your situation? Make sure to include who is involved, what has happened or is happening, and where things are now.*
2. *What's your power goal in this situation? To gain power, or to conserve it?*

Step 2: Principle

The second step in the SPAR system is **Principle**. In this step, your job is to find which law or laws of power apply to your current power situation. It can be very difficult to know which law or laws relate to your situation, but we're going to go through some steps to streamline that process for you.

If you read through the last chapter, then you know that an important part of understanding your situation is to understand what your goal is: to gain power, or to conserve it. The reason why this is important is because certain laws pertain to gaining power and other laws pertain to securing or conserving power.

For example, Law 1, "Never Outshine the Master," is a law used to conserve power: avoid disfavor from your master, keep yourself in his or her good graces. On the other hand, a law like Law 13, "When Asking For Help, Appeal to People's Self-Interest, Never to Their Mercy or Gratitude," is used to *gain* power: to persuade someone to give you help or assistance.

Of course, there are exceptions. Some laws actually deal with both kinds of situations. For example, with Law 9, "Win Through Actions, Never Through Argument," this law could be used both to help you convince someone of something and to avoid stirring bitterness or resentment in others.

The chart below tells you which laws apply to situations where you're trying to gain power, which laws apply to situation where you're trying to conserve power, and which laws apply to both situations.

Power Goal	Law of Power
Gain	Court attention at all cost
Gain	Get others to do the work for you, but always take the credit
Gain	Make other people come to you - use bait if necessary
Gain	Use selective honesty and generosity to disarm your victim
Gain	When asking for help, appeal to people's self-interest, never to their mercy or gratitude
Gain	Pose as a friend, work as a spy
Gain	Play a sucker to catch a sucker - seem dumber than your mark
Gain	Concentrate your forces
Gain	Play on people's need to believe to create a cultlike following
Gain	Enter action with boldness
Gain	Play to people's fantasies
Gain	Discover each employee's thumbscrew
Gain	Be royal in your own fashion - act like a king or queen to be treated like one
Gain	Create compelling spectacles
Gain	Work on the hearts and minds of others
Gain	Control the options - get others to play with the cards you deal
Gain	Stir up waters to catch fish
Gain	Disarm and infuriate with the "mirror effect"
Conserve	Never outshine the master
Conserve	Never put too much trust in friends, learn how to use enemies
Conserve	Conceal your intentions
Conserve	Always say less than necessary
Conserve	Infection - avoid the unhappy and unlucky
Conserve	Crush your enemy totally
Conserve	Keep others in suspended terror - cultivate an air of unpredictability
Conserve	Do not build fortresses to protect yourself - isolation is dangerous

Conserve	Know who you are dealing with - do not offend the wrong person
Conserve	Do not commit to anyone
Conserve	Use the surrender tactic - transform weakness into power
Conserve	Play the perfect courtier
Conserve	Keep your hands clean
Conserve	Disdain things you cannot have - ignoring them is the best revenge
Conserve	Think as you like but behave like others
Conserve	Despise the free lunch
Conserve	Avoid stepping into a great man's shoes
Conserve	Strike the shepherd and the sheep will scatter
Conserve	Never appear too perfect
Conserve	Do not go past the mark you aimed for - in victory, learn when to stop
Conserve	Assume formlessness
Both	Use absence to increase respect and honor
Both	So much depends on reputation - guard it with your life
Both	Win through your actions, never through argument
Both	Learn to keep people dependent on you
Both	Re-create your life
Both	Plan all the way to the end
Both	Make your accomplishments seem effortless
Both	Master the art of timing
Both	Preach the need for change, but never reform too much at once

Now this chart certainly helps narrow the laws in question, but how do you which laws in the gain, conserve, or both category apply to your laws? After all, not all of them in each category will apply.

To further narrow down the laws, you'll have to review each law and check if it applies to your situation. To make this process move quickly, I've provided a checklist you can use.

Law 1

- Are you dealing with a master?

Law 2

- Are you dealing with a friend?
- Could you benefit from using an enemy?

Law 3

- Are you planning on increasing your power?

Law 4

- Are you in a position of power or notice?

Law 5

- Are you trying to build your reputation?
- Are you trying to repair your reputation?
- Are you trying to break down someone else's reputation?

Law 6

- Are you trying to gain attention?

Law 7

- Are you trying to accomplish something with as little time and effort as possible?

Law 8

- Are you dealing with an aggressive opponent?

Law 9

- Are you trying to convince someone of something?

Law 10

- Are you dealing with an infectious person?

Law 11

- Is your job at stake?
- Do you want to make your job more secure?

Law 12

- Are you dealing with someone who is cold or resistant to you?

Law 13

- Are you trying to persuade someone to do something?

Law 14

- Are you trying to get information from someone?

Law 15

- Are you dealing with an enemy who is vengeful and persistent?

Law 16

- Are you in danger of losing respect for being too common or present?

Law 17

- Do you have an opponent that knows your habits/patterns?

Law 18

- Do you have many allies, friends, connections?

Law 19

- Are you planning on conning someone or pissing someone off?

Law 20

- Do you have needy friends?
- Do you have a friend who's trying to pull you into their schemes/problems?

Law 21

- Are you trying to persuade/work with someone who is arrogant or insecure about his or her intelligence?

Law 22

- Are you contending with a person or organization more powerful than you are?

Law 23

- Are you divided between many projects?
- Do you have a major, time consuming, but potentially high reward goal that you want to achieve?

Law 24

- Have you found yourself in a court - where one person is the center of power and others flock around this person, trying to get his or her attention and advance their own positions?

Law 25

- Do you feel like you are playing a role that's been given to you - that you are conforming?

Law 26

Are you in danger of rebellion or criticism because of some mistake you've made or some unexpected event that's happened to you?

Law 27

Do you have a strong desire to create a following?

Law 28

Do you have a goal or plan, but you are afraid of failing in that plan?

Law 29

Do you have a vague goal you're trying to achieve?

Law 30

Are you trying to impress people?

Law 31

Are you dealing with someone who wants to feel in control of their decisions?

Law 32

Are you trying to sell to the masses?

Law 33

Are you trying to get someone under your control?

Law 34

Are you trying to sell yourself to others to accomplish something?

Law 35

Are you facing pressure to act in some way?

Law 36

Is there a petty enemy who is trying to get a reaction out of you?

Are you dealing with something that you want, but know you can't have?

Law 37

Are you trying to enthrall others?

Law 38

Are you in a conservative environment?

Law 39

Are you facing an aggressive opponent?

Law 40

Is someone offering you something for free or at a low discount?

- Are you stingy with your money or generosity?

Law 41

- Are you succeeding a previously successful or beloved predecessor?

Law 42

- Are you dealing with a covert enemy who is growing influence with others?

Law 43

- Are you trying to get someone to listen to you as an advisor?

Law 44

- Are you dealing with an emotional enemy who is quick to anger?
- Are you trying to persuade or seduce a stubborn person?

Law 45

- Are you new to a position of power?
- Are you an outsider trying to build a power base?

Law 46

- Are you in a position of spotlight or success?

Law 47

- Do you have a special goal you're trying to achieve?

Law 48

- Are you dealing with a new situation - a new enemy, a new client, a new market?

Using the chart and the checklist, you can narrow down the laws that apply to your situation. Instead of looking through all 48 laws, for example, you can just look at those laws that relate to the goal you're trying to achieve (gain power or conserve power), and then go through the checklist to see if the law applies. The laws that are the checklist are the ones that apply to your situation.

Lastly, **you'll want to read those pertinent laws for insights and tactics** that may be useful for resolving your situation. Make sure to take notes on the tactics, as we'll be using them for the next step in the **SPAR** system - **Action**.

Action:

Review the situation you wrote about for the last assignment. Check whether your goal was to gain power or conserve power (or both). Look at the chart above and see which laws apply to that situation. Then look at the judgments for each of those laws. Read the laws and take notes on the insights and tactics.

Step 3: Action

The fourth step in the **SPAR** system is **Action**. This step involves creating an action plan for achieving your power goal in the situation you're facing. This action plan will incorporate the insights and tactics you should have gleaned from reading the pertinent laws to your situation.

Creating an action plan is not as hard as it sounds. Essentially, there are four important components:

1. **Your objective**, or what it is you want to achieve. If you remember your situation in Step 1, your power goal will fall in one of two categories: gain or conserve. Here, you'll flesh out your objective in more detail. Specifically, you'll have to answer the question: What am I trying to gain? What am I trying to conserve?
2. **The principle**, or which law(s) of power apply to the situation. If you followed Step 2, you should be able to choose the pertinent laws for your situation.
3. **Your action steps**, or how you're going to achieve your objective. Using the tactics, strategies, and insights from the pertinent laws, you'll want to create action steps you can take towards achieving your goal. Make sure to make these steps as small as possible.
4. **A contingency plan**, or what you will do if anything goes wrong with your action steps. Always have a plan B in place in case your plan doesn't work. If something is out of your control, always have an action step in place if the outcome doesn't go according to what you hope.

To see these components in action, let's take a look at a simple power situation and create an action plan for resolving it.

Situation Example:

John has been working at X, Y, Z company for three years. And although he's always received positive performance reviews, for 3 years in a row, he hasn't gotten a pay increase. John wants to speak with his boss to see if he can get a pay raise, but he isn't quite sure how to have the conversation.

Alright, now let's put the components together:

Objective:

John's objective is to gain something - in this case, a pay raise with his boss.

Principle:

There are a number of laws that apply to John's situation. If we apply the chart and the checklist we looked at in Step 2, we'll see three laws in particular that apply:

- **Law 1, Never Outshine the Master.** John has to remember that he is dealing with a superior here. He has to be careful to show how his boss will look better if he gives John a pay raise.
- **Law 9, Win Through Your Actions, Never Through Argument.** Because John is trying to convince his boss to give him a raise, it's important that he *demonstrate* why he deserves a pay raise and not simply argue for it.
- **Law 13, When Asking for Help, Appeal to People's Self-Interest, Never To Their Mercy or Gratitude.** It's very easy to fall into the trap of appealing to people's gratitude or mercy here: "After all I've done for this company, I deserve a raise!" or "Please, I need the extra income to help pay bills!" Rather, John's strategy should be to show his boss how he can not only improve the company's success, but also his boss' success (see Law 1).
- **Law 34, Be Royal In Your Own Fashion.** John has to make sure to demonstrate strong confidence in himself in order to be taken seriously by his boss.

Action Steps:

Using these two laws, let's create action steps for John to follow:

1. John looks at his company and takes an assessment of areas where he could contribute to the company's success, either in reducing cost or increasing profit. He looks at his own performance and skills and demonstrates through numbers that he has a proven track record for helping the company.
2. John studies his boss and assesses how he can make his boss look better.
3. John decides on a pay raise amount that he can justify with his points.
4. John compiles his notes and creates a short presentation that demonstrate his points.
5. John requests a meeting with his boss.
6. At the meeting, John discusses 1) his desire for a pay raise, 2) exactly how he can improve the company's success (including, indirectly, some points on how he can make the boss look better), and 3) his proven track record for being able to improve.

7. After his presentation, he and his boss discuss the pay raise. John doesn't give a number, but lets the boss give an offer (application of Law 4, "Always Say Less Than Necessary"). If the number is lower than what John wants, he'll vaguely set an expectation for higher ("I was expecting more in the \$4,000 - \$6,000 range"), giving reasons for why that expectation is justified. If the number is at or higher than the price John was hoping for, then John will accept the offer, not trying to negotiate for more (application of Law 47, "Do Not Go Past the Mark You Aimed For").

Contingency Plan:

What if the boss doesn't decide to offer a pay raise? What if he still remains skeptical about the presentation?

We need a contingency plan in case the action steps above don't work. Here we can apply Law 31, "Control the Options: Get Others to Play with the Cards You Deal." If John's boss is still skeptical about why John should get a pay raise, then John must create an option that the boss *can* accept and that also moves John towards his goal.

John decides, then, to make a deal with the boss: "Give me three months to improve deliver 'x' promise, and if I deliver, give me a pay raise at 'x' amount."

##

As you're creating a strategic plan of action, you may have to go back to the 48 laws and see if other laws fit. As we'll see in the next email, no plan of action is going to be perfect. The important thing, however, is creating one and then, after reflecting, adapt your plan to fit your circumstances.

Action:

Create an action plan using the law(s) of power that you researched in your last assignment. Follow the steps outlined here for creating an action plan: objective, principle, action steps, and contingency plan.

Step 4: Reflection

The last step in the **SPAR** system is **Reflection**. This step is probably the most important because it involves learning from our experience and using what we've learned in future situations.

Truth is, things rarely goes perfectly according to plan. We often overlook certain details or forget to consider certain possibilities.

The key thing, however, is not to create a perfect plan, but to learn to control our emotions, analyze our situation, and adapt to what happens. This cannot happen if we do not learn how to reflect on our situation.

The last step, reflection, involves using the 48 laws of power to judge your actions and derive important insights into your situation. Specifically, it involves three components:

1. **Result.** This involves writing down exactly what happened as a result of the action we took in Step 3.
2. **Judgment.** This involves comparing our action and results to the 48 laws. What laws did we observe? What laws did we transgress?
3. **Lesson.** This involves deriving a simple maxim for what we will or will not do in the future.

These three components are essential to mastering the 48 laws of power. Let's look at each of them in depth.

Results

The first step to reflecting on our actions is to **take note of the results of your actions**. Did everything go according to plan? Did 'x' person respond the way we thought? Did I say something to make the situation worse?

Taking note of the results is similar to Step 1 - Situation. You want to maintain a clear, detached view of your situation. In that sense, you want to note down the answers to three important questions:

1. What happened as a result of my actions?
2. How did other people respond?
3. How did I respond to other people's responses?

Here your goal in this step is not to evaluate the results (that'll be for the next step, Judgment). Your only goal is to note what happened - what was the other person's response, what was your response, how did the other person react, and so on. Think of it this as if you were describing the scene to a police officer - just the facts.

With a clear view of the results, you'll be able to analyze them in terms of the 48 laws of power, seeing where you succeeded and where you may have failed.

Judgment

The next step in the reflection phase is to **compare your actions to the 48 laws of power**. The 48 laws, as Greene tells us, are definitive and timeless - they apply universally throughout history.

What this means for us is that no real actions we take towards acquiring or maintaining power fall outside of the 48 laws. We can look to the 48 laws to evaluate our actions and see where we might have done well or went astray.

This is done by looking at two things: whether you observed, or followed, the laws of power particular to your situation, or whether you transgressed, or broken them. To get a complete picture of the results, we have to look at both aspects.

To make this process easier, I've created a questionnaire for both aspects - observance and transgression. As you go through the questions, remember the laws of power that apply to your situation. Review the observance and transgression questions for those laws.

Observance Questions:

Law	Observance Question	Yes	No	N/A
1	Did you make the master shine?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2	Did you try using someone who was skilled or competent, even if he or she is a rival, to help you?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3	Did you conceal your intentions from others? Did you use a red herring or smoke screen to conceal your intentions?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5	Did you demonstrate a sterling quality?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
6	Did you successfully associate your name with the sensational/scandalous? Did you successfully associate it with something mysterious?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
7	Did you find a way to get others to do the work you need to do? Did you find a resource that could help you speed up the process?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
8	Did you bait your enemy or target into taking action?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
9	Did you demonstrate your points visually - through pictures or by showing?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
10	Did you associate yourself with a positively infectious person?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
11	Did you develop a skill or talent that others depend on?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
12	Did you open your target up with an honest or generous gesture?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
13	Did you think about the person's psychology in appealing to them?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
14	Did you get close to your target in order to glean important information from them?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
15	Did you crush your enemy totally, getting him or her out of the picture?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
16	Did you use absence in some way to increase respect/honor?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
17	Were you able to throw your enemy off by being unpredictable?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
18	Have you protected yourself by networking with different people?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

21	Did you find ways to appear dumber than your mark - asking for his advice, making silly mistakes, etc.?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
22	Did you surrender or yield to a larger, more powerful opponent?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
23	Did you concentrate your attention and resources towards the project or task at hand?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
24	Did you play the perfect courtier - charming, courteous, indirect?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
25	Did you distinguish yourself with your own persona?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
26	Did you use someone else on whom to place blame or do your dirty work?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
27	Did you use charlatanism to create a following of fans?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
28	Did you enter action boldly and confidently?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
29	Did you plan all the way to the end goal?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
30	Did you make your accomplishments seem effortless - i.e. quick, graceful, and maybe even miraculous?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
31	Did you present multiple options for your target to choose from?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
32	Did you appeal to people's fantasies when trying to attract or persuade them?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
33	Did you discover your target's weakness?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
34	Did you present yourself with self-confidence?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
35	Were you able to control the timing in your situation - either by maintaining patience, forcing the other person to lose their patience, or acting with speed and boldness at the right moment?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
36	Did you successfully ignore petty, unsolvable problems that you're facing?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
37	Did you create a compelling, visually interesting spectacle for others?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
38	Did you blend into a group, successfully hiding any unconventional ideas you may have?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
39	Did you react with poise and self-control when facing an angry or emotional enemy?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
40	Did you avoid the free lunch - either taking or giving it?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

41	Did you avoid stepping into a great man's shoes, instead carving your own leadership?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
42	Did you find the enemy causing your problems and isolate him/her?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
43	Did you work slowly on your target's psychology in order to win him/her over to your side?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
44	Did you mirror your enemy or target's world or strategy, neutralizing or seducing them?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
45	Did you show respect for traditions or rituals?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
46	Did you show minor flaws or conceal perfections to avoid envy?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
47	Did you stop when you achieved your goal, not trying to gain more for yourself?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
48	Did you adapt to changing circumstances or problems?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Transgression Questions

Law	Transgression Question	Yes	No	N/A
1	Did you outshine the master? Did you make the master shine?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2	Did you rely on a trusted friend, only to find that the friend was either incompetent or untrustworthy?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3	Did you reveal your intentions to others?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4	Did you keep a hold of your tongue? Did you blurt out anything that could harm you in the future?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
8	Did you initiate an aggressive response?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
9	Did you try to argue your point?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
10	Did you entangle yourself with a negatively infectious person?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
11	Are you dispensable to others?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
13	Did you appeal to people's mercy or gratitude?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
16	Were you or did you become too available?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
17	Did you fail to be unpredictable?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
18	Are you isolated?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
19	Did you offend the wrong person?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
20	Did you commit to someone? Are you fighting someone else's battles?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
21	Did you - knowingly or unknowingly - make yourself seem more intelligent than your target?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
22	Did you refuse to give up when facing a larger, more powerful opponent?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
23	Are you dividing your focus and attention on a project or task you're working on?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
25	Did you conform to whatever other people expected you to do?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
26	Were you blamed for an error or admonishable act?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
28	Did you enter action with timidity and hesitance?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
29	Did you fail to plan in detail?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
30	Did you fail to make your accomplishments look effortless?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

31	Did you present only one option to your target?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
32	Did you appeal to reason or reality to attract people or persuade them?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
34	Did you demonstrate a lack of confidence or self-belief in your situation?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
35	Did you give into time pressures?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
36	Did you pay or are you paying attention to petty problems or things you could not have?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
37	Did you create a boring presentation for your enterprise?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
38	Did you flout your unconventional ideas or personality to the public?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
39	Did you react with anger to something your enemy did?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
40	Did you take the free lunch - the seemingly easy or cheap way? Are you stingy with your money or things?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
41	Did you step into a great man's shoes?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
43	Did you apply the same tactics on your target as you have to others in the past?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
45	Did you reform too much?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
46	Did you appear too perfect?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
47	Did you try to go past the mark you aimed for?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
48	Did you re-use the same tactics as you have to others in the past?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Lesson

The last step in the reflection phase is to **derive a lesson from your situation**. It's one thing to know where you succeed and failed; it's another thing to carry the knowledge of *why* and *how* you succeeded and failed with you to the future, so that you can avoid future failures and create bigger successes.

There are many ways to learn from your experience, but there is one method I will teach you that helps solidify that process. First, look at the laws you observed and transgressed from the section before (Judgment). Next, try to fill in the blanks for the following sentence:

When I [observed or transgressed 'x' law] by [doing a certain action], [a certain result happened].

For example:

When I transgressed Law 4 by talking too much at the meeting, the rest of the staff members got bored and impatient.

From this statement, you may learn that perhaps you should curb your talking at staff meetings, observing Law 4, "Always Say Less Than Necessary."

In deriving a power lesson, you have to bridge the connection between your actions and people's reactions. Once you *see* this connection, then you will have a better time actually learning from your experience and planning better next. Just this skill alone will greatly increase your power.

As you are writing these sentences, store them in a place where you can review them regularly - every week or month or so. Make it a habit to review these lessons before you create a new action plan (see Step 3). This will help you in developing a strong plan.

Putting It All Together

The three components above help keep our head straight so that we can learn from and profit from our experience.

To see the three components in action, let's take from the situation we looked at in Step 3.

Result

Because this is a hypothetical situation, we're going to make up a result: John's boss was skeptical, had some questions about John's proposal as well as his ability to actually improve the company, and therefore did not agree to a pay

raise. The boss *did* agree to John's deal, however, and will be reviewing John's work in three months to see if.

Judgment

What law(s) did John observe? John observed Law 31, "Control the Options." He created an option that - in his own terms - that the boss bought into. What law(s) did John transgress? Looking at the result, there are two laws that John transgressed: Law 9, "Win Through Your Actions, Never Through Argument," and Law 5, "So Much Depends on Reputation - Guard It with Your Life."

If the boss was still skeptical about the proposal, it was because John didn't demonstrate his points enough to make it *obvious* for his boss. And if the boss was skeptical about John's ability to actually improve the company, then it's because John has not successfully established a reputation for producing the kind of results he is promising.

Lesson

There are two lessons John should take from this experience. First lesson is that anytime you're trying to persuade someone to do something, your point should be made obvious to them. As Balthasar Gracian tells us, "The truth is generally seen, rarely heard."

The second lesson John should take away from his experience is that having a reputation goes a long way to convincing people to support you. People need to *think* of you as having a certain reputation, and this will make it easier for them to accept what you propose.

In reflecting using the 48 laws of power, you speed up your ability to master the laws. It's through the constant cycle of action and reflection that you learn quickly and develop a feel for how to play the power game.

Action:

Reflect on the results of the action plan you implemented from Step 4. Take a piece of paper, and write down the answers to these questions:

1. *What was the result of the actions I took?*
2. *Which law(s) of power did I observe? Which law(s) did I transgress? Use the checklist to figure out which laws you observed or transgressed.*
3. *What lessons can I take away from this experience?*

Summary

We've gone through a lot of information so far, and I know how overwhelming it can be. You can use the following outline as a review of everything we've talked about so far.

Step 1: Situation

- Write down your situation in as much detail as possible. Include who was involved, what happened or is happening, and where are things now.
- Determine whether you are trying to gain power or conserve power in that situation.

Step 2: Principle

- Look at the chart for laws that help situations where you're trying to gain power, conserve power, or both.
- Go through the checklist for figuring out which of those laws fit your situation.
- Read through the judgments for those laws that fit, and write down the tactics, strategies, and insights you've learned from the laws.

Step 3: Action

- Set a clear power objective for your action plan
- Gather together your notes from reading the laws that apply to your situation
- Plan out action steps you can take, using the tactics, strategies, and insights from your notes
- Create a contingency plan in case your plan doesn't work the way you want

Step 4: Reflection

- Write down the results for the actions you took in Step 3
- Judge your actions according to the 48 laws. Which laws did you observe? Which laws did you transgress? Use the two checklists in Step 4 to determine which laws you observed or transgressed.
- Write down what you've learned from the experience. What important lessons did you take away from it?

The SPAR System

Thank you for reading this book. The system you've learned today in this book can truly help you unleash the potential for ultimate power and influence in your life.

In order to make this ebook as short and simple as possible for you, I obviously had to cut out a lot - detailed systems for analyzing your situation and developing foolproof power action plans, choosing the specific laws that apply to your situation, case studies and concrete strategies for increasing your power anywhere, practical insights and techniques for getting anyone to do anything with them even knowing, and more.

If you're interested in advancing your skills in the power game, check out my website www.masterthe48laws.com/lp. There you'll find the exact methods for mastering the 48 laws of power, building your influence, and taking complete control of your life.

In addition, if you have any questions, problems, or comments, please feel free to email me at masterthe48lawsofpower@gmail.com.

I look forward to helping you on your journey to power.

- Mark Blasini