



Magicians often use deception and sleight-of-hand to perform seemingly miraculous tricks. Some people will employ similar tactics to try and win an argument. Like a successful magician, they want to confuse you and misrepresent what is happening.

Your attention is directed away from what is happening. Your focus is shifted toward incorrect assumptions or information with the hope that you will believe what isn't true. Don't fall for the misleading tactics used in an argument when logic and objectivity aren't enough for your competitor to win.

### **Look for the Boomerang Defense**

Throw a boomerang correctly, and it will return to you. Sometimes, people use a boomerang defense when they don't have a leg to stand on in a discussion. They return to their best argument or offer misleading or false information rather than addressing your objections.

### **Beware the Smiling Shark**

When a predator is headed your way with a big smile on his face, you had better start worrying. Two sides in an argument shouldn't be happy to see each other.

You must ask yourself what is happening if your opponent is overly welcoming. Why are they suddenly so amenable to your argument? They may try to confuse you to sneak bad information past you.

### **You Are Told 1 + 1 = 3**

Charismatic speakers can convince you of just about anything. They are practiced in the art of communicating. They come in many forms: salespeople, teachers, politicians, bosses, friends, and neighbors. Don't let a tricky communicator convince you of fiction.

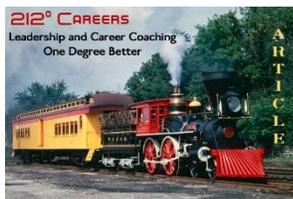
Stick to your guns. Keep a good head on your shoulders. Don't let someone convince you of something you know isn't true, no matter how they dress up their argument.

### **The Topic Changes**

What happened? You were arguing a very specific point when, suddenly, you were in an entirely different discussion. Don't be misled into agreeing about "B" when the argument starts discussing "A."

### **You Are Approached by Someone You Care about or Respect**

You are prepared to defend your argument when a familiar face blindsides you. There are people you respect that you would hate to disagree with. Nobody likes arguing with their friends or loved ones. This is a trick that's sometimes used to lower your defenses.



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