

What Do Negative People Depend Upon to Get What They Want? (Psychology of Negativism)

1. **Attention** – Even negative attention is better than no attention. They get a sense of power from this attention, similar to gossip.
2. **Fear** – The more angry and negative the person, the more fearful we are at confronting them or expressing our ideas. We tend to avoid disagreements or avoid negative people altogether because we fear a confrontation. They get what they want through fear.
3. **Guilt** – Negative people try to make you and others feel guilty if you don't see the world as they do. "Well, you should have known." Or, they send messages that if you don't do this or that, I won't like you, talk to you, and (worse yet) tell everyone how bad you are.
4. **Intimidation** – They intimidate you with their negative attitude. You don't want them talking negatively about you. They use intimidation to manipulate you.
5. **Sense of Power** – There are some people who just love to criticize others. It makes them feel good and gives them a sense of power. Gossip is a subset of power. The more people react negatively to their criticisms, the stronger their sense of power.
6. **Elicit sympathy** to add **drama** to their lives – Most negative people are craving for affection and comfort. Many times they perceive their lives as so dull and routine, that they use negativeness to bring drama into their life.
7. **Response** – Sometimes negative people say things and do things just to "get your goat". If they can get a negative response from you, it adds pleasure to their life and reinforces their idea that the world is negative.
8. **Momentary high at your expense** – They are sharing their misery with someone. The goal is to make you as miserable as they are so they feel better. But it is short lived, addictive, and habit forming.
9. **The use of cynicism** – Some people protect themselves and try to control you through cynicism. By expecting only the worst in people and things, they will not be disappointed and will be justified in their negativism.