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What's He *Really* Thinking?



Discover Secrets
About Men
That Most Women
Will Never Know

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Preview Chapter

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~ Introduction ~

I remember years ago working at a company called AlphaCare, where I was just beginning my career as a therapist. One day I came upon the groundbreaking book, *Men Are From Mars and Women Are From Venus*, by John Gray. If you've read that book, you remember just how different and earth shattering that approach to relationships was at the time. One section of the book really stood out to me. John Gray pointed out that men and women tended to assign different weights to the gifts that they either received or gave. Men, he said, tended to assign more value to certain gifts than to others. To a man, every gift or gesture was ranked on a scale from 1-10. The higher the number, the greater the value he assigned to the gift. Therefore, if you gave a man a large gift, he would likely rank that gift as high as 7 or 8 on the scale of 1-10. Because of that high ranking, the gesture would make him feel loved or content for a long period of time.

Women, on the other hand, tend to value most gifts simply as 1's. They may like certain gifts more than others, but they don't weigh them using the same scale as a man might. There was one example that I found particularly memorable. He asked women, "Would you rather receive a dozen roses on the first day of the week and nothing else for

the remainder of the week, or would you rather receive one rose a day for seven days?" Most women chose to take the rose a day every day of the week.

When I read this, I thought to myself, "That's the strangest thing I've ever heard. Why would anyone want seven roses, even if they were spread out, as opposed to twelve roses all up front?" I was frustrated yet somewhat amused by this concept. I walked out of my office to the reception area and decided to question all six female secretaries about this matter. I asked each of them to stop what they were doing and told them I had just read something that I found to be absurd. It couldn't possibly be true. I needed their opinion. I asked them, "Would you rather receive a rose a day for seven days rather than getting a dozen roses on Monday and nothing else for the rest of the week?" They replied, "Of course, we would rather have a rose a day." They looked at me like I was the one who was crazy. I stopped for a second, paused, and looked at them. I continued, "You've got to be kidding." They weren't. I remember turning back and walking into my office. I let it sink in just how differently men and women think.

I've heard women express the same level of frustration and surprise at how differently men think. Women find that the reasons why men do certain things and don't do other things can be both baffling and

frustrating. [I'd like to take you inside the mind of a man](#). If you've read any of my other books or programs, you may recognize some of the components we're going to discuss. This book, however, will be the most complete and thorough explanation of why a man does what he does. This book will explore how he thinks, how his thoughts differ from those of women, and I'll show you how to use this knowledge to influence a man.

As you develop a deeper understanding of how men think, you will come to understand why your man does what he does, at least in most instances. In addition, you will hopefully acquire a new appreciation for men. You see, understanding is not simply enough. Understanding gives you the ability to implement certain strategies, respond in certain ways, and even make your requests to him in a manner which he is more likely to do what you're asking him, or even agree with your point of view. When you appreciate men for their differences, it makes men more willing to allow you to influence them.

One misconception a lot of women have is that men are stubborn and are only concerned with what they want to do. Of course, there certainly are reasons for this belief. Men can indeed be stubborn. However, what most women really don't know about men is that when a man gets in a relationship with a woman, he expects her to influence

him. He assumes he's going to be told what to do at times. He's going to be dragged to the concert, or he's going to be told to clean up things he doesn't really think are dirty. He may even have to listen to a woman when she's really emotional, even though he doesn't want to.

Men expect this. Yet, they still choose to date and get married, and they always will. [Most men want a woman to influence them](#); they just hope she knows how to do it correctly. Did you know that if a man feels that you understand him, it won't be nearly as important to him that you agree with him? In fact, one insight that captivating women know is this: Understanding someone and agreeing with them are not the same thing. You can understand a man and not agree with his perspective. Just because you concede a point, or let him know that you understand his perspective on something, it doesn't mean that you have to go along with it. Many men and women tend to feel that if they acknowledge what someone else is saying and if they can see that person's perspective, it's assumed they're going to go along with what the other person wants to do. Yet, this is not the case. When you have the ability to understand a man, he is naturally more inclined to want to understand you.

~ Chapter 1 ~

Mind Reading = Making Excellent Guesses

As you just read in the introduction, simply telling others new information doesn't always help them unless they're aware of their own misperceptions and biases. Take the example of the flowers. Even though I was told that women actually prefer one rose a day, it made no sense to me. I wasn't ready to hear it. From a man's perspective, getting 12 roses total has to be better than only getting 7 (one per day), right? Therefore, a woman should be happier with that option. This way of thinking is called perception bias, and all of us have it. A perception bias is where you see something based on your own way of thinking, and you then impose that belief onto other people or situations. An example of this is what children do when they see a dog panting with its mouth open, and its tongue hanging out. From a child's standpoint, it looks as though the dog is happy. And even though it's a strange dog, most children will want to go up and pet the “happy” dog.

If you're a parent, you know better than to let your child do that because you know the dog is simply panting, not smiling. That's how dogs release heat—through their tongue. It may look like a smile, but it's not necessarily true that the dog is happy. That dog may be

aggressive, and yet the child's perception bias gives him an unwise confidence which encourages him to walk up to a potentially aggressive dog. He thinks the dog is safe.

Empathy vs. Intensity

All of us have perception biases. Men have them. Women have them. It's not a matter of whether or not you have perception biases, but rather a matter of how aware you are of them. What kind of perception biases do women tend to have? Women often tend to confuse empathy with intensity. Since women are more oriented towards feelings; they tend to think that their feelings are good indicators of whether something is true or false. For example, if a woman has an uneventful first date with a particular man, it is easy for her to assume that he is an uninteresting man. She is making a number of assumptions based on a mere few hours of interacting. If she has a wonderful encounter with another man and feels "a real connection," then she figures he must be a good man. While sometimes these perceptions do, in fact, turn out to be true, often times they aren't. I've heard countless stories, and you probably have too, of women who have dated a man thinking he was a good guy, but over time it turned out that he was selfish, mean, or unfaithful. Her perception wasn't based on reality, but rather on a really intense physical attraction.

Even though it can be helpful to be more in touch with your feelings and emotions, those feelings are not enough to be able to understand what a man is thinking. What women may believe is their "intuition" is often nothing more than an intense feeling. True intuition is much more than a strong feeling; it's also based on knowledge and expertise. A wide variety of factors can influence how you feel, so feelings alone can't give you an accurate assumption of what a man is truly thinking. This point may sound simple, but let's be honest. It's fun to go with your feelings. There is an effortless quality to trusting whatever you feel because of its intensity, and not bothering to evaluate whether there are facts that support those feelings.

In his book "Blink," Malcolm Gladwell researches how someone can trust his or her impression and hunches. After interviewing various professionals, he describes how critical it is to have a base of knowledge about a person or situation in order to accurately interpret your feelings. Take an experienced police officer as an example. He's spent years patrolling certain areas of a city, so he gets a certain feeling when anything out of the norm arises and warrants concern. He can trust his feeling because it is based on years and years of experience.

You may have experienced insights in either your professional or personal life at one time or another. Because you've had years and

years of interacting with family members or developing an expertise at your workplace, you may get a certain feeling when someone is being rude or when a presentation isn't going the right way. This feeling typically indicates that something is wrong and needs to be corrected. Often times, your intuitive feeling is accurate. You have a knowledge base that enables you to properly interpret what you are feeling. Mothers have this same ability with their children. After spending hundreds of hours with their child, they learn through experiences which cries are urgent and which are not.

A client complains, "My boyfriend showed up 5 minutes late. That just means he's a loser." I'm certain that she feels this way, but she doesn't know his reason(s) for being tardy. She is simply taking a circumstance and making an interpretation based on her intense feelings, not on facts. Let's say I asked her, "How well do you think you know men?" She'd likely reply something like, "Oh yes. I know men really well. I have dated lots of them. I had brothers. I've been around men all my life." But to make the assumption that someone is a loser because he is 5 minutes late is to respond disproportionately to what he did. This is similar to a woman claiming a man has an eye disorder because he raised his left eyebrow. The "diagnosis" doesn't fit the symptoms.

It doesn't matter that she "feels" she's accurate. She's most likely very wrong, yet she feels that she has some special ability to literally read someone's mind simply based on her feelings. Let me tell you that this is simply inaccurate. If you have a basis of understanding as to why men do certain things, then you can make very good guesses. Making excellent guess is the real key to being able to "read someone's mind." One of the best people at making relationship guesses is a man named John Gottman. He has studied thousands of couples in his "Love Laboratory." He takes married couples, puts them into a room and turns the video camera on, then watches them interact. He claims that he can watch a couple interact for 15 minutes and predict with 90% accuracy whether they will get a divorce or whether they will stay married.

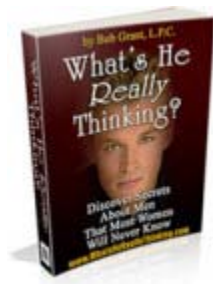
When I first read this statistic I thought it certainly sounds like a magical statement. But is it really? Think about this. He's watched thousands of couples. He's seen the same issues over and over again. It really isn't that hard for him to make that educated guess, because he puts aside what he thinks are good indicators of marital success versus what he's observed. He can, in essence, read the couple's minds because he has a foundation of knowledge, which enables him to guess extremely accurately. [You can make these same types of predictions about men.](#)

To do so, you must put aside some of your current beliefs about men and learn what they think and how they operate.

Your Key to Power

Women tend to think of themselves as....

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