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## SPEAKERS

Edroy Odem, Scot McKay, Gleb Tsipurski

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Edroy Odem 00:05

From the mist and shrouded mountaintop fortress that is x&y Communications Headquarters. You're listening to the world famous mountaintop podcast. And now, your host, Scot McKay.



Scot McKay 00:19

Greetings, gentlemen, welcome to yet another episode of The World Famous mountaintop podcast. My name is Scot McKay and Scot McKay on both Twitter and clubhouse real Scot McKay on Instagram. The way to find all videos is to go to YouTube and search my name as CO T MC K y. If you haven't joined the Facebook group yet, gentlemen, you need to go do that right now. It's the mountaintop summit on Facebook. There, you'll find a like minded group of virtuous masculine men. And also, as always, the website is www dot mountaintop podcast calm. I am very pleased to let you know today that I have a returning guest who's become good friend of mine. His name is Gleb superski. And he is the author of that great book that a lot of you guys got your hands on the last time he was on called the blind spots between us. Now the first time Dr. superski was on we talked a lot about blind spots in general. What I did this time was I invited him to come back on and graciously share his wisdom about relationship patterns and the blind spots they're in, in particular. So the title of this particular episode is breaking bad relationship patterns. And my guest, of course, Dr. Gleb superski. Welcome back, love.



Gleb Tsipurski 01:32

Thank you so much. Really appreciate you inviting me back on Scott.



Scot McKay 01:36

Yeah, definitely. Man, you and I think a lot of like, in many ways, of course, you're a world class expert in this area of blind spots. And that is what you clearly Excel that so I'm looking forward to a great conversation, we went over some of the topics we're going to discuss, which you

were pretty excited about. And I have hand picked some of the ones that I think are going to be just super meaningful to these guys. I think really, man, glad the only thing left to do is dive in, you're ready.

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Gleb Tsipurski 02:03

Let's dive in. Let's break bad.



Scot McKay 02:07

Hopefully, with a little less violence than the TV show, hopefully more drugs necessary. Sure, but maybe some really good chicken, we can do Paul use hermanos afterwards.

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Gleb Tsipurski 02:17

It's a deal.



Scot McKay 02:19

You got it. Now let's the first thing that comes to mind is this. Man, it's seems like what everybody's doing. They get into a relationship for what they can get out of it. I called it self motivation, and what should be a two way relationship? What is going on with people glad? Why do we think it's such a wise idea? I mean, you know, it could be just simply a selfish idea, no wisdom attached, right? But why are so many people falling into this trap, let's just leave it at that, of getting into a relationship that they really just want to get something out of, without giving anything in return what's going on there in our minds.

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Gleb Tsipurski 02:57

So when you look into my book, the blind spots between us you'll find a cognitive bias one of these dangerous judgments, or it's called the self serving bias. And that's just describes who we are we as human beings are inherently gut reaction is to be self serving. So look at kids, when you look at a kid, when you look at a child, when they're growing up for the children are incredibly self centered. I don't say this pejoratively, I say this descriptively you know, we have this idea, Oh, you shouldn't be self centered. I'm talking about just how who we are. Children are self centered. They think the world revolves around them. And they want what they want. And they can scream until they get it right. That's what being a child is about. When we grow up, we're taught that that's perhaps not the right way to be. But that's still inherently intuitively who we are inside. And so when we have not learned to be good partners in relationship, because we have not had many healthy relationship, we are like children in a relationship, because we have not been taught that. So people who have not had many healthy relationships are just like a child. Literally, that's the kind of example you want to be thinking of. They're just like children who think the world revolves around them. And whether it's the man or the woman who has not been in many healthy relationships, they think the relationship should revolve around them and their needs, and their acting just like a child if they have not been taught how

to do things. So that's the self serving bias. And you will read more about that in my book and how to address it. But you want to understand that it's being like a child. That's the problem. Instead, what you want to be thinking about is okay, how would other adults behave in this situation? You don't want to be hostile kind of taking everything can get in relationship and being all about you. You want to be a given back, back and forth compromise, a mutual Alliance. Now That's a much, much better way of thinking about relationship and alliances of equal parties, where you're giving back and forth and helping each other make up make the pie bigger, rather than taking as much of the pie as possible for yourself. So that's what the dynamic that's going on there. And that's the good framework to think about it.



Scot McKay 05:19

Yeah, you know, it just seems like immaturity is the opposite of wisdom, which comes about by, you know, learning from life's experiences, and filing away what works and what doesn't, that's what makes one wise. And it seems that part of that immaturity that you just discussed, involves withholding our true intentions, like, a woman will withhold sex from a guy because she wants a relationship where maybe she'll have sex with a guy, because she wants a relationship, man will often promise the relationship when really what He wants us to get laid. And there's a whole lot of dishonesty enveloped in either one of those mindsets, isn't there, and it really doesn't come from a very mature position, let alone a very ethical one, does it?



Gleb Tsipurski 06:07

Yeah, and that's a very sad perspective, that when you're talking to someone in the relationship, when you're developing relationship, you have essentially a hostile intention in mind, a deceitful one, a misleading one. And you know what the other person can sense it in you many times, at least the ones who have a healthy relationship and who know how to be in a healthy relationship. So you'll find it happens pretty often, that the women who are seeking to manipulate the guy will not end up with the best guys will figure you know, and though guys who are trying to manipulate the woman will not end up with the best women, and they might end up in a situation which unfortunately, probably a number of your listeners and end up with when the woman shows up, you know, in nine, you know, 10 months and says, Oh, I just had a child and it's yours, you know, and, you know, then you're kind of, you know, on the hook, and you Oh, well, she forgot to use the right sort of birth control. And that is not a risk that you want to be taking on yourself. That is pretty dangerous. So in either case, when it's a woman or a guy who are in a situation where they're manipulating the partner, the good partner, a good meat will sense that. And you're going to end up with what's called survivorship bias. And you'll learn more about that in my books on these dangerous judgment errors, where we don't see that what survives to get into that relationship are not the best mates. And the people who do not survive, to get into that relationship are all the people who are excluded, because your attitude comes across. You know, obviously, most of the listeners or guys, maybe there are some women, I've got to tell you, your attitude comes across when you're trying to manipulate someone, and all the good women will not be willing to enter into relationship with you. And the kind of people you end up in relationship with will not be the best people. So you want to be thinking about that when you're entering into a relationship with dishonest intentions, that you're gonna be taking on much more trouble than is worth with the situation.





Scot McKay 08:19

It's kind of like being a dishonest or pushy salesperson. Didn't expect to be quite as successful as someone who really just wants to help people buy the product that is really good for them.



Gleb Tsipurski 08:29

You're absolutely right, you're absolutely right. That's a good pedal.



Scot McKay 08:32

Now, there are several things that have come up here before we move on from this idea of being immature perhaps not having the life wisdom we should have. A lot of people even into adulthood are still acting like seventh graders. They're kind of obsessed over this chick, they just met her even feeling like they're in love with her. When really they're just allowing themselves to get addicted to having sex with her or getting addicted to her personality. There's something unhealthy going on there and involves a lot of bias, doesn't it?



Gleb Tsipurski 09:02

Yeah, so when we idolize someone, we put someone on a pedestal. What often happens is this idea of love, and you want to be thinking about what love is, you know, oh, I'm in. Maybe someone's been in relationship for a long time. And then they see somebody else and they're like, Oh, I'm in love with this person. That's not love. That's infatuation. What you're feeling is infatuated. And that's a feeling going back to our evolutionary origins, all these cognitive biases, the book talks about how everything that we are, our brains are not adapted to the modern environment. Our brains are adapted to the ancient Savanna environment. And that very much deeply applies to our reproduction. Right? That's a very fundamental evolutionary mechanism. And we have to think about whatever actions we're taking whatever intuitions we're feeling, those all have an evolutionary background and sometimes they're good. Sometimes they're bad. But you want to think understand that are the intuitions, the emotions are coming from an evolutionary background. Now, what's the evolutionary background for this feeling of infatuation? What's the evolutionary background there? Well, it was beneficial for our genes to have as many mates as possible, that was beneficial for our genes to reproduce. So we are driven by the genome men are driven to have as much sex with different partners as reasonably possible without going overboard, because women, you have to have some kind of balance with women not wanting to have guys who are going to be cheating all over them. Right? That so that's bad for evolution. But for evolution, it's good for men to occasionally stray and have as many children as they reasonably can in that situation. Now, that's what our genes are driving us to do. But do you really want to be driven by your genes, our genes are also telling us to eat as much food as possible sugary, delicious food as possible. Because in the savanna environment was very important for us to eat any sugar, honey, that we came across bananas, whatever, otherwise, we would starve, and we wouldn't be able to survive and thrive and reproduce. In the modern environment. That's a very bad idea. Because we have all this processed food, junk food. And if you try to eat all the sugar, you can, you're not going to be in good health. So hopefully, the folks listening to this show have figured out how to have a good healthy diet and exercise. Although there's still an obesity epidemic, United States, obviously, we haven't all figured out how to do this. In the same way. You figure that out, you have

physical fitness, you're going against your intuitions in your diet, in your physical fitness and your exercise, you need to do the same thing and mental fitness. You need to go against your intuitions in this feeling of infatuation. Just the fact that you're feeling infatuated that you're feeling addicted to someone's personality to the desire to have sex with someone doesn't mean it's the right thing to do for your own goals. And I'm not saying from a normative perspective, or morality, but for the goals that you have in life for the kind of relationship. So you want to be for the kind of man you want to be for the kind of person you want to be, as in this modern world. So you want to not simply trust your intuition and say, just because I'm infatuated, I should pursue this relationship, you want to question it, you should realize that Infatuation is a result of your genes telling you, Aha, I want to reproduce more, just like they're telling you, aha, eat all these delicious doughnuts that you can. And in both cases, that may not be the right move for you from a modern civilized perspective, from that primal savage perspective. That's the right move. But from a modern civilized perspective, that may not be the right choice at



Scot McKay 12:59

all. I'm fascinated that you would align this idea of being obsessed and addicted towards a certain woman with the idea of spreading our seed all over the place. Because on the surface, it seems like what the pickup artists community used to call one itis I'm so focused on this one chick, I've got to have her I'm in love with her. But really, it's kind of a subset of this desire to have sex without anything really being involved otherwise, which is of course, a primal urge. A prehistoric one. And of course, that combined with our primal urge to eat all the sugary foods like honey and sweets or whatever, no darn evolution just contributes to nothing good in our lives long term, especially in post modernity. One of the things that I was reminded of is Alan Carr's famous quote, you should never meet your heroes. A lot of guys get obsessed over a certain chick, and then they finally meet her, and get involved with her and realize that, you know, for every good looking woman out there, every sexy woman out there is a guy who's already long since sick of her. It really is kind of a mental trick we play on ourselves.



Gleb Tsipurski 14:12

Yeah, that's a really insightful point about the mental trick. And the key thing is to remember what happens after you eat a lot of delicious doughnuts. You don't feel good. Your stomach is full. You're feeling oily, fat and rich and you feel guilty about yourself. You feel bad, right? It's the same thing. When the pickup artist community the one itis after you have sex with a woman, often the men don't want to have anything to do with her because they accomplish their goals. And it's something we were talking about before the show the Madonna whore complex that oh, you know, I'm putting this person on a pedestal. Now that I actually had sex with her. Well, whatever. She's no longer in a pedestal. I'm gonna go find my next. My next person on the pedestal



Scot McKay 14:56

not a very evolved way to look at it now is it



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Gleb Tsipurski 14:59

and You can understand going back to what's happening, that's all genes, your genes are telling you, you will have the most wonderful thing possible if you have sex with this woman. And now you had sex with this woman, and your genes are telling you, okay, now on to your next conquest, because you want to spread your genes around as much as possible. And so that is all coming from your genes. And do you really want to be driven by your genes? Is that the kind of life you want to have? Do you want to be eating everything that you come across, and you know, just trying to get with every woman who just have you happen to be infatuated with, that may not be the best thing for your life?



Scot McKay 15:37

Well, what separates us from the rest of the animal kingdom, of course, is the ability to reason and to reason is enhanced by the aforementioned wisdom. So this is all tied to maturity. You know, you talked about the Madonna whore complex, something similar, or a similar dynamic, I should say is when a guy just dreams of destroying this chick sexually, he just wants to have her so badly, he can't stand it. And then she agrees to have sex with them. And then the first thing he thinks is, wait a minute, how many guys is she having sex with. And she feels slut shamed by that puts her clothes back on, slams the door behind her. And the guys left wondering what happened here. And that, of course, is a cognitive bias, what we think we want isn't what we really want, or at least not under the circumstances. And then we become kind of like that proverbial dog chasing its tail. And that's no good either, is it?

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Gleb Tsipurski 16:26

No, absolutely not. So that's, again, we're driven by our genes. And our genes tell us that, okay, we want to have many relationships, many sexual relationships. And part of that driver is to not necessarily keep a good relationship with a woman after we have had sex with her. So that is a very problematic pattern that our genes are indeed driving us to do. And that is question Do you want to be just kind of that primal, natural, native self? You know, Tony Robbins tells you to be prime or BE Savage, but it's not really a good idea? Do you want to be primal or sad and savage? Or do you want to be wise and civilized? That's kind of the question you want to ask yourself, about how you want to be a man in today's world, I would strongly encourage you to think about it from a relationship perspective. If you want a relationship with people, you know, if you just want sex with people you can part of the hookup culture, or you know, if you don't even want to bother with that just go and tire prostitute, right? That is you'll get sex. But if you want the relationship, that is a terrible way of having a relationship, just trying to pursue your intuitions and emotions and gut reactions, and infatuations, just like it's a terrible way to pursue have being healthy and fit to go to a buffet restaurant and eat everything you want. Yeah,



Scot McKay 17:50

you know, you were mentioning this idea of making a conscious decision whether to be primal and just follow our gut instincts and tendencies, or to make a decision to be more evolved, and be that kind of man. And I think it's a legitimate question to ask, why should we? Why should we choose the ladder? My offering as far as a realistic reason? Why would be because better

decisions make for a better life? I mean, you start making bad decisions. And that's when you get back to the woman showing up 10 months later, going surprise, you know, you're the daddy now pay for this kid that we really didn't plan for together. You know, that's just an example of some of the many bad decisions that can lead to bad results and outcomes, the better your decision making based on better wisdom, and a little more evolved self control, if you will, you know, the better your future is going to be. Just like, you know, I think Jordan Peterson mentions this in his book. He's famously a Simpsons fan. He talks about how Homer Simpson mentions in an episode, this is going to negatively affect the future Homer Simpson, man, I feel sorry for that guy. Which of course, is so very Simpsons esque. Yes.

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Gleb Tsipurski 19:08

It's a very deep insight wrapped in a in a very amusing statement.



Scot McKay 19:13

That's for sure. But of course, the social commentary is what's made the Simpsons and South Park, you know, such enduring shows year after year, because it just never stops becoming funny. It's just way too ironic. Now, one of the things you mentioned before, also, is this idea of blaming other people for our own patterns. And you attributed that to immaturity as well. I kind of call it the projection of causation. In other words, all women are terrible to me. All women are mean to me, therefore, it must mean all women are terrible in general, I can't be anything I did. Now you have a different, more fancy way of describing that bias. So go ahead, right. So

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Gleb Tsipurski 19:55

the scientific name for this is called the ultimate attribution error. And when you'll be reading My Booker again, you can Google all this stuff. This is a cognitive bias, it causes us to miss Attribute Group behaviors to the characteristics of groups we don't like as opposed to external circumstances or just one person behaving in a certain way. So that is really a fundamental at what's called the ultimate attribution error. It's the absolute attribution error when you think, Okay, this is how a guru behaves, just based on certain narratives and tropes that are present in the pickup artists community, or the behavior of a couple of members of that group that you happen to dislike. It's discrimination, Prolene and simple In other terms, so it's that ultimate attribution error that you have to realize is going on. And this happens with women just as much as men when they think oh, all guys are jerks. And when men thinks, oh, women are manipulative, but now to get me or something like that, that ultimate attribution error is something that really causes a perception of the war between the sexes and fundamental differences. You know, men are from Mars, Women are from Venus, right? That's famous book, when you look at that what's actually happening with men are from Mars and Women are from Venus. That's BS. The research shows very clearly, that there's much more variance within men and within women than there is between men and women. So the characteristics that we can attribute to men like people who are perceived as assertive and strong and less emotional, more rational, than then women are empathetic, caring, communicative community oriented, you'll find that overall, there's a slight correlation between being a woman and being empathetic and caring, and being a man and being assertive and adventurous. But there are going to be most, the most assertive and adventurous woman is going to be much, much more

assertive and adventurous than the average man. And the most empathetic and caring man is going to be much more empathetic and caring than the average woman. And so the similarities between the sexes are overwhelmingly higher than the difference is the overlap is probably something like 85%, or something like that. 80 to 85%. So we are making this very ultimate attribution error when we think women are like this, and men are like this, it completely not, that's not about the sciences. And you really want to be focusing on the science because our intuitions are not to be trusted in this sort of area.



Scot McKay 22:37

Well, it's like I've always said, there are golden hearted people, and black hearted people of both genders. And the vast, vast majority of us, unless we're walking on water, are somewhere in the middle. So when the men going their own way crowd comes at me, you know, trying to somehow denigrate what I talk about. My comeback is always, well, listen, let's put the shoe on the other foot. If there's a woman who can't stand men and thinks all men are jerks, what's the likelihood you want to get into a relationship with her? Well, zero if you're a good decent man with self respect, but if she's hot, you might definitely have sex with her, but you don't want the relationship. So this woman saying to herself, her whole life, men only want one thing. They don't want a relationship, they just want to have sex. Well, yeah, with her. Meanwhile, there's another woman out there who likes men is sweet, kind hearted, optimistic, these qualities that men truly are looking for and value if they're looking for a good woman in their lives. And these women, you know, get a guy to ask her to marry them every other week, because of the way they are. So what's going on with these men going their own ways they've decided all women are terrible and awful. And they've allowed themselves to get so embittered by it, that none of these good women would dare get into relationship with some guy who doesn't respect or like women. And that's exactly what you're talking about. Right?



Gleb Tsipurski 24:02

That's right. That's a survivorship bias, where the women who survive to interact with these men have sex with these men get into a relationship are far from the best women. There are to be very clear, there are plenty of great women available. And I think this is something that many men don't realize, when you look at the demographics, the demographics are very clear. women outnumber men. And there are many more women that are not married. Then there are women who are married. Increasingly, women are not choosing to marry early, and some don't marry their whole lives. So there are many, many more women available for relationships now than there used to be 1020 30 years ago. And this is might be surprising to a number of your listeners who are like what why can't I find the right woman? Well, because you're not researching in the right way. You're not approaching them in the right way. That Are we I can guarantee you this There is very clear numbers showing that there are very many women who are not married much more than it previously throughout the US history. So you want to assume that if you're not finding the right woman, it's not because of them. It's because you



Scot McKay 25:16

go figure. Now, the pendulum can also swing the other way, can it? I mean, it seems like for every bias, there's an equal and opposite bias isn't there? It seems like that's a pattern with what you talked about. And the one I want to bring up right now is what's commonly known as



Captain save a hoe. Or yeah, this woman's completely imperfect. Matter of fact, she's really kind of awful. But you know what, Gosh, darn it, I'm gonna go date her anyway. Because deep down, she needs a man like me to write in all my white horse, be her knight in shining armor and rescue that damsel in distress. A corollary to that is, of course, what is commonly known as missionary dating, has nothing to do with the missionary position and sex kind of does, I guess, in an ancillary way. But what we mean here is if I'm a devout person, and the object of my desire, probably more like lust is not of the same belief system I am well, you know, I'll simply proselytize them, I'll convert them to my way of thinking, and I'll save this person eternally by doing so and everything will be just great. Everything will be hunky dory. Well, what's going on with that set of biases.

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Gleb Tsipurski 26:29

So there are two crucial cognitive biases involved there, which you'll read about in my book. One is called the optimism bias. And that's kind of like it sounds where we've talked about that. Exactly. People who underestimate the likelihood of negative future events just like guys who underestimate the likelihood that a woman will show up 10 months later and say, you know, here's yours. And the overconfidence effect, the cognitive bias, a feeling way too confident about our evaluations of reality. So we are way too confident about ourselves, and a certain proportion. And that applies to both people who are pessimistic, who are too negative about women and people who are too positive about women pessimism, bias, and optimism bias. So people can be overconfident and pessimistic and overconfident and optimistic. So the captain say the hole is the overconfident and optimistic. So people who are very overconfident about their abilities and their strength, and over optimistic the third cognitive bias that I think we haven't talked about yet, it's called the illusion of control. So the illusion of control applies to the idea that we perceive ourselves to be in much more control of reality, and other people and everything in our lives than we actually are. We have to realize that people by the time we date them, they are not children, they have their whole lives, you know, with somebody in their 20s, and the 30s, and their 40s, even of whatever 50s 60s, they are already for their 20s, by their 20s, they're already fully formulated, adults pretty much they're not going to change much. And so you want to assume that the person that you approach is going to change for at least in response to whatever you're trying to do, they might change a little bit to look more like you over the you know, over the course of a decade or two decades, but the you are not going to deeply change that person. Just believe me, though, that you're much better off much, much better off finding the right person for you, and not hoping and praying that they will change. But the just assuming that they will stay the way they are. And then figuring out you'll have a much better life, much better relationship, and they'll have a much better life and much better relationship, and you will not be miserable and they will not be miserable.



Scot McKay 28:48

Well, I think it's a euphemism in that context to refer to that as overconfidence, to me sounds like flat out arrogance. And of course, the difference between confidence and arrogance is the former involves us having a strong belief in our own competence. Whereas the latter is I think I'm better than you. And if I believe I'm saved by God Almighty, and you're not that would fall under that umbrella, or under that divine canopy. Let's open up our umbrella a little bit wider. Or, you know, Captain save a ho, thanks. He has this all conquering power to rescue any damsel even if she doesn't frankly, feel like being rescued, which is often the case, you know,

along those same lines is well for example, wishing someone else into attraction, or trying to talk a woman into being attracted. If I could just talk to her I could get her to come back into my life and love me again and be attractive. I could just explain to her how I'm better for her. How do I make more money? How do I have a better college degree? Then she'll fall in love with me. And it's this weird conflation of logic and emotion that gets not a guy's crossed up, isn't it?

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Gleb Tsipurski 29:59

Yeah. So we talked about The illusion of control before this is definitely featuring here. Another one is called the illusion of transparency, where we perceive the messages that we're sending, and our mental states to be much more transparent to other people than is actually the case. So that you're combining those things, as well as some problematic emotions and beliefs. Those are the cognitive biases here the illusion of transparency and the illusion of control. You can read more about those in my book. And the problem with that mindset, of course, is that you're really not going to be able to talk someone into changing their emotions. So why is that? Well, okay, so here is something that I fundamentally talk about as kind of the first chapter in my book, the basic dynamic that's going on within us, we have this system of thinking and feeling called the autopilot system, also called system one. So the autopilot system is our emotions, intuitions, that's our feelings, all of those gut reactions, infatuation everything, then we have another system of thinking called system two the intentional system. So in the intentional system, is the reasonable rational system. That system developed much later, it's associated with the prefrontal cortex of the brain, it's much, much, much weaker. Our emotions, intuitions determine the large majority of what we do, that prefrontal cortex, the intentional system is much, much less stronger, strong. So this is something that we need to realize the emotions or intuitions are much stronger than the rational, reasonable part of ourselves in the moment, in any sort of given moment. Now over time, now, the thing about emotions is that they are very short term. So you can develop that wisdom that you very rightly talk about Scott over time, by using that intentional system, to logic yourself into having better beliefs over time, because the intentional system is long term oriented and goal achieving. But in that moment, when the emotions are there, they are going to be much more powerful. And when you're using reason and logic, what happens is you're not talking to the autopilot system, you're talking to the intentional system, and the intentional system is not going to change someone's emotions. You're not ever going to persuade someone to love you to have different emotions, that something is good when they feel it's bad. That is not the way human beings work. If you want to shift somebody's emotions, you need to speak to them from an emotional perspective. And it's going to be very hard. It's difficult. It's challenging to do, it can be done. If you empathize with someone show obvious, caring, and over time, help them realize that their initial emotions were not quite spot on in reaching their own self goals. Right. So right now we're talking, and men are listening to the podcast, and they're thinking, Oh, the way I've been approaching women is has been mistaken in some ways. And maybe this way that I've been approaching women that I've been feeling good about is actually not a good way of approaching women. And now they're starting to feel less good about that way of approaching women and thinking about women. And they're like, Okay, maybe I need to change my way of approaching women to achieve my actual goals with women. Now, that's the way you change somebody's emotions. Because what you're happening, what's happening is that you're showing them that their tactics to achieve their own goals are not leading them to their goals. That's the way that you can, that's the only realistic way you can change somebody's emotions, not to talk them into loving you or anything like that.



Scot McKay 33:45

You know, far too many guys believe they can logic women into being attracted to them when attraction is a feeling. And David DeAngelo, of course, coined the famous term attraction is not a choice. But I'd say you've elaborated on quite successful here, man. I think the metal level truth there is I don't think guys fully grasp how powerful it is to cause a woman to be attracted to you by demonstrating natural masculinity and making her feel safe. Because what comes next is the woman helps you park that logic in the proper parking space. And she's helping you with the logic from there. Now, I know you don't have a master's degree like I do, but you're really smart. I'm sure you could get a master's degree. It's almost like they're creating logic on your behalf. Once you make them feel what they need to feel. And like you said, there's a primal order to things whether it's healthy or mature or whatever. It's the case. A couple other things I want to get to here is time's running short. And this is related to what you just talked about. But I think we'd be remiss if we didn't mention it. There were a lot of times where we'll kind of go into this cognitive dissonance over something that's going on with a woman who's the object of our desire because we simply don't want to believe it. You know, the example that comes The mind is that a woman goes out on a first date with a guy. And he says, You know, I don't ever want to get married, I don't have any children. And then a year later, she thinks he's a jerk. You know, this guy won't marry me, and he won't have any children. It's like, well, you know, he told you that already. But you just weren't trying to hear that. And I think a lot of times, you know, we'll excuse major faults in women because she's got a nice ass, or because we haven't had a girlfriend in a long time. And I was saying, I want to hear your thoughts on this, because I'm sure you have some elaborative thoughts here is, to me, it seems like a fear of loss, it seems like we're coming from a poverty mentality, you know, we know this woman isn't right for us, we know that we deserve better. And we know she'll probably never become the woman we need her to be. But because we don't have any other options, we're holding our hand pretty close.



Gleb Tsipurski 35:53

So that's definitely happening. In some cases, I think what you're talking about in terms of, when a woman gets together with a guy or guy gets together with a woman and the woman or the guy says that I don't want to have any children or something to that effect, then over time, the person might ignore the statement at first or think, okay, I'll just have a short term relationship, you know, I'm not going to care about children over time. Other things, click, and, let's say talking about the woman, and the woman feels like, oh, the guy is great. And, you know, she likes dating him and makes her feel safe, and all of that stuff. And then she kind of forgets, you forget, in your mind, the thing that the person told you early onward was a kind of precondition of the relationship. And what happens is called the false consensus effect, we greatly and that's what I took some of the things I talked about, in my book, we greatly overestimate the extent to which those who are in relationship with us share the same beliefs that we do, we feel that because somebody because we want to have children, other people should want to have children, we feel that because somebody wants a certain lifestyle, I don't know, wants to live somewhere warm, and they should move with us to a warm climate, even though they like it here and their families here, or they feel you know, job is important. And we feel well, we should be the most important thing in their lives, but the job is the most important thing in their lives. And they told you that, and then you're shocked when they get a new offering somewhere in Europe, and they are like moving there. And like, what what are you talking about? Well, okay, my job is the most important thing to me. So that's the false

consensus effect. When we underestimate the extent to which other people with hormonal relationship, our mates have the same beliefs and preferences that we do. And so we, we think ourselves into this very dangerous state. And that's what you'll see a lot of conflicts and tensions about, where people enter a relationship with kind of, you know, maybe holding their nose, like you said, but then they forget that they were holding their nose. And issues come up later in the relationship when they're already have, you know, been six months in the relationship that reminds them of why they were holding their nose in the first place when they were entering the relationship. But they kind of conveniently forget that. So the false consensus effect is something that causes a lot of trouble in the mid relationship stage. So that's something to be really think it's not something that's a big issue in the short term. But in the medium term, after a couple of months, that develops into a very serious problem. So you want to be very careful about assuming that the woman that you're in a relationship with has the same beliefs, preferences and predispositions that you do. You want to note these areas of difference and carefully, make sure that they are not going to be a relationship deal breaker for you, first of all, and or negotiate and compromise around them so that they don't become major issues going forward.



Scot McKay 38:58

Yeah, a classic example that I think really illustrates this particular bias you're talking about, is my candidate should have won this election, 100 million to nothing. Sure, that just doesn't exist in the real world. You can't get everybody to agree on anything. But in these situations, I guess in all fairness, there are certain men who say that they don't want to get married, and they don't want how many kids then they meet the right woman. And then lo and behold, six months a year passes, and indeed, he has come around to the woman's way of thinking and wants to get married, and have kids and that may very well happen. But the bias and the cognitive error on the woman's part was the assumption that was going to happen from minute one. So I wanted to be perfectly clear about that.



Gleb Tsipurski 39:43

Yes, that's assumption. I think it's also the problem that these are the kinds of men who are much much more vulnerable to a midlife crisis and abandoning their kids and, and children. You know, at some stage 510 years down the road, and the woman will be in a much worse spot. Later. onward, because you didn't realize that that's something that might very well happen, that the person's underlying intuitions will eventually lead them to make bad decisions. Yep.



Scot McKay 40:10

And that, of course, brings us full circle to this idea of not having the wisdom to match your emotions. That's right. That's right. His name is Dr. Gleb superski. He is the author of the blind spots between us and you can pick up a copy of that by going to my Amazon influencer page, which you can find at mountaintop podcast conference slash Amazon. I'll put gloves books at the top of that once again, since he's our most recent guest. And also when you go to mountaintop podcast.com front slash Gleb G L E B, you'll be teleported instantaneously, to gloves, website and glove, what will they find when they get there,

G**Gleb Tsipurski 40:48**

they'll find the page for the book where they can download a free sample, check out some videos about it, some more information about it. And they'll check out the website more broadly, there's a number of courses on making good decisions and managing risks in relationship and other areas. There's books about that and other areas. So not simply in relationships, but in business, in your professional personal life, all of that sort of stuff. You can check out coaching. So I offer coaching on these topics, and just blogs and video casts and podcasts about these topics.

**Scot McKay 41:18**

Fantastic, as always Dr. Gleb superski, a crowd favorite around here. Always fantastic information that challenges us and we can put to good use. So thanks, Glen, for joining us. I hope you'll come back again.

G**Gleb Tsipurski 41:31**

Appreciate it. Scott, thank you very much for inviting me for sure, man,

**Scot McKay 41:34**

for sure. It's been a great show. Gentlemen, if you haven't been to mountaintop podcast calm lately, go check it out, download a free copy of my book sticking point solved. It covers just about any situation you can think of in dating relationships. If you're a guy who's interested in women at all, you should be interested in downloading a copy of that book. It's there for you at Mountain Top podcast calm when you do so you'll be signed up to get my daily newsletter. It's fluff free and will give you various ways that you can get better with women be a better man. Also, if you haven't talked to me yet, for 25 minutes for free, my schedule is open to you if it takes a little bit more than 25 minutes to give you something that's actionable that you can use right now to be a better man and get better with women. Hey, you know what? We'll do that. That's there for you at mountaintop podcast calm, gentlemen, master classes are underway. We're gonna get started with the first one here really shortly. We have polled you guys and asked you what topics are important to you. If you have not done that just yet. You can go to mountain top podcast.com front slash survey and get you some and tell me what you think. And we will be hanging out together live once a month to nail down expertise mastery and a topic of your choosing. And you can look forward to those. It's all there for you. When you visit mountaintop podcast calm and I will look forward to seeing you guys on those masterclasses once again go to mountain top podcast conference slash survey to get in on that and tell me what you think. And last but certainly not least, I want to let you in on what's going on with our sponsors which include origin in Maine, and also heroes soap comm both of those generous sponsor store show are going to make you look great feel great. And I'll tell you what, if you have not gotten yourself a couple pair of origins jeans yet you need to drop everything and do that they will be the best looking best fitting longest lasting jeans you have ever had. Heroes soap you need to get to some of that body wash and hide it in the shower and make sure you use it the next time one of your female friends comes over take a shower with a woman just once using that particular substance and you will thank me I promise both of our sponsors will

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