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SPEAKERS

Edroy Odem, Doug Noll, Scot McKay



Scot McKay 00:01

Gentlemen, if you're listening to this episode within a few days of its release, check this out. You're not going to want to miss this month's masterclass for men, which is coming this Wednesday, February 22 at 8pm. Eastern Standard Time. It's called end the Mr. Nice Guy problem. Now, without a doubt being a so called nice guy is the number one kiss of death when it comes to killing attraction with women. And worse, when guys get into relationships with women and descend into being an MMG it tends to wreck the relationship. Listen, I've been there myself. I know how frustrating it is to research this issue on the internet, only to be left even more confused. What you read doesn't necessarily describe you, and you're left wondering if this is really the problem after all, yet, the constant stream of evidence in daily life indeed confirms our suspicions, doesn't it? We don't feel respected enough at work or in our social circle. Other Alpha guys get all the breaks. And worst of all, the women we genuinely desire friendzone us maybe even if she's our wife. So for this masterclass, I finally sorted out the real truth discovered where all the confusion and frustration comes from, figured out how to explain it all meaningfully, and devised an effective plan that really works. So if you just haven't been able to shake being Mr. Nice Guy yet, and you're really just sick of it. Well, this master class is the game changer. You've always looked forward to. Tickets will go fast. So reserve yours at Mountain Top podcast.com front slash masterclass. It'll be the first one listed near the top of the page. I'll see you on Wednesday night and my guarantee to you is we'll finally get this handled.



Edroy Odem 02:04


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



Scot McKay 02:17

All right, gentlemen, welcome to yet again another episode of The World Famous mountaintop


podcast. As always, I am your host Scot McKay, you can find me at Scot McKay on just about every social media outlet and listen up, gentlemen. I'm completely overhauling my YouTube channel. I started doing one to two minute videos that take an often discussed bit of dating advice that usually is given terrible answers that don't work. And addressing those questions, again, with this time, the correct answer something that will work for you. Exciting stuff already there for you on the YouTube channel. Come check it out at Scott McKay on YouTube. If you haven't been to the website yet, as always, it is mountaintop podcast.com. And gentlemen, if you're not a member of the mountaintop summit on Facebook yet, please do that as well. We look forward to talking to you and chatting together. Today speaking of chatting together, I have a returning guest on the show. His name is Doug Noll, the last time he was on the first time he was on, you guys just raved about the topic and how Doug addressed it. That was applying science to social skill. And he really hit it out of the park. This time. I'm excited to tell you that Doug is here to address. Well, the topic that really is his bailiwick, as they say over in the UK. And that's being a peacemaker, instead of well a war monger or someone who creates havoc. So we're going to talk all about that and I'm looking forward to a great show. Doug, welcome back, man.

 Doug Noll 03:52

Hey, Scott, it's great to be here.

 Scot McKay 03:54


Yeah, you know what you've written several books on this subject, the most popular on Amazon seems to be the one called de escalate, how to calm an angry person in 90 seconds or less, which is always a fun topic, especially in this post COVID zombie apocalypse. We appear to be living in nowadays where people just lost their mind, and their social skill and indeed their temper. These days quite often. You've also written a book called elusive peace, how modern diplomatic strategies could better resolve world conflicts. And I love how that takes the whole issue from an interpersonal scale to well, kind of an international or even interstellar scale. Right. And then you have another book called peacemaking practicing at the intersection of law and human conflict. And I guess a good place to kick this off is you're indeed an attorney, aren't you? You're a JD.

 Doug Noll 04:47

I am. I was a practicing trial lawyer. For 22 years I tried over 200 cases trials. And before I woke up to the idea that being a trial lawyer wasn't my calling. You know

 Scot McKay 04:59

what I've tried to have void over 200 cases.

 Doug Noll 05:04

Good for you. The best advice I give to my clients in those days was stay out of the courtroom

good for you. The best advice I give to my clients in those days was stay out of the courtroom.



Scot McKay 05:09

Yeah, exactly. Yeah. I mean, as a guy who has been through a pretty rough divorce and a coach to others, who, even as we speak, are going through the same thing, man, for sure. Just avoid court if you can. So you've avoided court by going into a different line of work, being more of a peacemaker instead of arguing cases in a court of law, not that lawyers can't be peacemakers. But you know, enough about that, right? Talk to me about how you got interested in this particular subject enough to really make it a huge part of your life's work, Doug.



Doug Noll 05:43

So it's an interesting story, Scott, I started practicing law in 1977. Actually, I started practicing and in private practice in '78, I clerked for a year after I graduated from law school for a judge and then and then went into private practice. And in the early 1980s, I took up the martial arts only because at that time, I was part time ski instructor at our local resort. And I was working through my various certification levels. And it was having a really hard time passing the skiing part of the exam, I could always pass the technical and, and teaching parts of the exam, but my skin wasn't strong enough. So I decided to take up the martial arts to try to develop my my balance and agility. And I was really bad at it for a long time. And then I got really good at it. And eventually was awarded my second degree black belt in a northern Chinese animals style of kung fu. And our motto was we break bones, not boards, extremely violent street fighting.



Scot McKay 06:37

That's the every time I hear the term animal style, I think of In and Out Burger. Yeah, now help it?




Doug Noll 06:42

Yeah, well, it just describes, it describes where your center of mass is. So each, each levels are different. So you start with a bear, and they go to Tiger, and then you go to a mongoose. And it's where each animal has a different way of fighting with its center of mass. And so you learn how to move your center of mass in different ways. Anyways, got my secondary, then my teacher told me, I want you to go learn Tai Chi. So I started studying Tai Chi, which turns out to be the oldest of all martial arts, every martial art in the world is based on Tai Chi and Tai Chi is itself an extremely vicious and deadly martial art. You know, you wouldn't think that watching people do the kados. But when you study it as a martial art, you just sort of get a Gog and how powerful it is. While Tai Chi has two really interesting paradoxes. The first is, the softer you are, the stronger you are. And the second paradox is, the more vulnerable you are, the more powerful you are soft, to be strong, vulnerable to be powerful.



Scot McKay 07:38


Well, that flies in the face of everything guys are taught nowadays about how to be macho,

 Doug Noll 07:43

but when you learn to be soft, soft to the strong vulnerable to be powerful, you have equipped yourself, I equipped myself with more power than I could possibly conceive of.

 Scot McKay 07:55


Okay, so talk to me in practical terms about what that looks like in the real world to be that guy.

 Doug Noll 08:01

Okay, so if we're going to just apply this in non martial settings, not in settings where you're not, you don't you don't have to defend yourself. Think of two different kinds of trees, you can have a pine tree, and you can have a willow tree. And if a if a hurricane comes through, it's going to blow that it's going to blow the pine train down because the pine tree is stiff and rigid. But the willow tree is going to bend with the wind. And you can never fell a willow tree with wind. No amount of power can knock down a willow tree, all it will do is bend and as soon as the as soon as the power of the wind has passed, it'll spring back and be erect again. That's kind of the concept of being soft. So you, you never you never resist somebody. If somebody gives you a verbal push or an insult, you don't resist it, you don't fight back, you don't become rigid. You just let it move around you. And you immediately spring back and now you're back in centered again, and you've never really been disturbed.

 Scot McKay 08:59

Well, it sounds like maybe something might have been lost in translation between whatever the native tongue was that spoke those words. And the English rendering is soft, that sounds almost more like agile or supple. You know, like I'm more cat like instead of kind of being so stiff. The example that comes to mind is how when people are in traffic accidents, at the hands of a drunk driver specifically, it's often the drunk driver him or herself who is the least injured because they were the ones they were the one who were most relaxed, whereas the person in the other vehicle, unfortunately, were tensed up. So they're more broken bones and more injuries, kind of along those lines sort of

 Doug Noll 09:40

along those lines. But but it truly is when you when you practice Tai Chi, one of the practices in Tai Chi is a thing called push hands, where you use your center of mass and you're trying to push the other person you're trying to move with them. It's a very sophisticated form of training. But the secret is you cannot do push down successfully unless you're totally soft, you've got to be completely relaxed. When somebody pushes on you, it's like they push all the

way into your chest cavity and you collapse around the hand and around the force and you absorb the energy and send it down through your legs into the ground. Okay, get it only do that if you're soft. If you're hard, you're gonna get pushed over. Well,



Scot McKay 10:20

it's also not unlike the secret to being really excellent at just about any sport that involves coordination. If you hamfest, this thing, take a rigid approach to it, your golf swing is going to be worse, your baseball swing is going to be worse. Your ability to road race, a motorcycle, or drive a Formula One car is going to be much less effective. Whereas if you're smooth, and you follow, and you kind of just feel where the sweet spot is, you're going to be a much better more effective athlete. Right? Yeah, just about anything.



Doug Noll 10:54

That right? Yeah, that's exactly correct. And so, so, but But you literally do have to be physically soft. When you are engaging in Tai Chi, if you want the if you want the power of the Chi to flow through you, which is a whole nother topic. So then, so we got softness, then we have vulnerability and vulnerability be powerful. The key to being vulnerable is to allow to allow yourself to experience the power of your adversary and Tai Chi. So if you are trying to be invulnerable, again, it's just it's a stiffening, it's like you're putting up a wall. And walls can be broken down. And if we're hiding behind that wall, and haven't developed the skill of vulnerability, if anybody gets behind that wall, we become really anxious and even frightened. And many, many, many people experienced this with their emotions, where they build up this wall of invulnerability of not being available, being stoic, you know, not letting you see you sweat, all those kinds of metaphors and descriptions. The problem is that if the wall gets knocked down, you're completely defenseless. And so what you learn what we learn in Tai Chi, as we practice is how to be completely defenseless in order to be powerful. Because when you have nothing to be afraid of, then when an attacker comes out, you you simply you melt away.



Scot McKay 12:16

Well fear paralyzes people and stiffens them up. That's right,




Doug Noll 12:19

exactly. So when you learn to be comfortable with vulnerability, you take away the fear, and then you have utter confidence.



Scot McKay 12:26

It's just amazing how wise some of these other cultures are compared to us over here. We think we know it all in Western culture. And we're so wrongheaded, and indeed aimed in the wrong direction so many times, aren't we?

 Doug Noll 12:39

Yeah, I mean, I mean, we can, of course, criticize any culture. The Asian cultures certainly have their problems, too. But you're right, I think I think the better way to look at it is to say that there's wisdom conveyed from other cultures that can really help us a lot in our western culture without throwing away, you know, Western values that are important to us,

 Scot McKay 12:56

for sure. I guess what comes to mind for me in life, just about everything you said, bringing it back full circle to our topic du jour is a lot of guys nowadays, are really bristling at this idea of being branded toxic, simply because they're male and would like to behave in a masculine manner. I mean, nobody wants to talk about the virtue of masculinity, except for us around here, of course, and a few other outlets here, and they're scattered about. But a lot of guys nowadays, are reacting to that idea of being branded as toxic by embracing it, saying, Well, yeah, screw you, here's a middle finger to that I am going to be toxic, whether you like it or not. And young men, maybe who lack a little of the life wisdom, you're talking about, frankly, embrace this hugely. They follow people they look up to in this regard, when in reality, you know what we said it here on the show before reacting isn't leading pro acting is what truly masculine men who are providers and protectors and who are masters of their own environment do. So if you're going around trying to be macho, as we talk about around here, and there's nothing wrong being Macho. That's what we as guys do to impress each other. Women, on the other hand, are more primally attracted to the providing in the protecting, and indeed a man who can keep the peace because that safety, right, but what you're talking about is instead of going around and creating havoc, and being violent, I mean, a lot of the men's gurus nowadays in the masculinity space are talking about how men are born to be violent. Well, I think men are born to be strong, and men are born to use their strength, perhaps in physical ways. But even soldiers are sometimes branded as peacekeeping forces. I mean, you have the UN doing that. And you know, as we've said, On this show, many of the great wartime heroes aren't the ones that went out there and kicked ass. They're the one To brought about peace. So you know, a sentence that I kind of thought of and wrote down before we started here is a valid war isn't about the fighting, it's about the peace at the end, which may, in terms of syntax may sound a little bit like it's not the fall, it's the sudden stop at the end. But I think you get the point. Talk to me about this idea of peacemaking as a higher evolution of masculinity, because I'm fascinated by that.

 Doug Noll 15:26

Yeah. Let me talk about violence. First of all, we are not in here. We are not humans are not inherently violent. Violence is a learned trait. I work I don't know if you know this, but for the last 12 years, as co founder of the prisoner Peace Project, I've been working in maximum security prisons, teaching murderers. How to be peacemakers. Wow. And this project is now International, worth 15 California prisons. So we're in Connecticut. We're in northern Italy. We have 14 prisons in Greece. We've got startups in Africa, and in Scandinavia, and we'll probably see a massive expansion in the next year here in the United States, all these

 Scot McKay 15:50



Scot McKay 15:59

places that are really nice places for you to get on a plane and go visit.



Doug Noll 16:03

Yeah, exactly. Fortunately, during the pandemic, we filmed our entire curriculum. So now we're able to deliver our curriculum virtually, which is really cool. But here's the thing that I've learned in working with incarcerated people, both men and women, we started in the largest, most violent women's prison in the world in 2010. Where's that located? That was it's the prison is now a men's prison, but it was Valley State Prison for Women in Chowchilla, California. Wow. And just a couple of statistics. We've had over 6000 of our California students released on parole, not one of them's refunded. Not one, zero recidivism from our students, which is really remarkable. What I've learned in working with this population of extremely violent people, and I worked in the darkest prisons in California, is that they were not born violent. murderers are not born, they're bred. It's totally environment. And the only way that these violent people learned to survive as children was to be violent. And then they learned that violence is not the answer. It's just violence is just one way to resolve a conflict. But when we taught them, there are many many other ways to resolve a conflict nonviolently, they're even more effective than violence. They flocked to it, like ducks to water, they loved it. And that's why the program has been so successful because we teach a set of skills to these people that teaches them how to be powerful peacemakers in the prison environment. And it works.



Scot McKay 17:33

Well, I guess the twist that you're putting on that is peacemaking is masculine. It actually takes more personal power. That's right, and wisdom and strength to be a peacemaker than to just go out there and cap each other with



Doug Noll 17:47

advice. exactly correct. It takes a lot of skill, it takes a lot of courage. One of the one of our favorite sayings is the peacemaker always takes the first blow. And it takes a lot of inner strength to be a powerful Peacemaker. We tell our students or incarcerated students, this is the most difficult calling you will ever face. Because you're walking into somebody else's fight. And all they want to do is fight and you're going to help them in that fight and reconcile their relationship and it is ugly. It's tough. It's heartbreaking. And it's also enormously satisfying.



Scot McKay 18:21

You know, you see all these threads on Facebook, if you follow the men's Facebook groups about do hard things, which is like the, the big slogan that the masculine guys like to use nowadays. In other words, go out and chop wood and do Brazilian Jujitsu, et cetera, et cetera, you know, physically difficult tasks. And I've kind of chuckled to myself, with the realization that they almost never talk about mental toughness, right, or emotionally difficult things to put ourselves through to kind of build our masculine strength. And yet, when I talk to people who really truly are, and I'm going to use air quotes here, tough guys, like really, like they're not

going around pretending they're not posers. They will talk equally about mental toughness, and grit, along with being in physical shape, and having the ability to actually do what you got to do with your bare hands. So there's a lot of dimension to this ability to be a man who well does difficult things. And above all, is a person who creates that sense of safety and security by being a peacemaker, which Wallah attracts women. Right? So it all kind of comes together as a whole package like that, right? That's

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Doug Noll 19:48

right. I mean, you don't have to be a hog to be successful in life. People are talking about doing hard things. I mean, I really think about that. What I think about is don't run away from your channel. munches, do the hard things. Learn how to confront your emotions, learn about your childhood triggers, learn how to be emotionally available, learn how to de escalate, other people learn how to read emotions, your own and other people's. Those are hard things because it goes against our culture. When I hear somebody say do the hard work, that's what I'm thinking about. Because that's the way you find happiness and satisfaction and contentment in life. There is no other path of even through those skills.



Scot McKay 20:27

Well, the first thing I think of are all these tough guys, I know who you know, like to go to the gym and pump iron. And then they turn into wussies. As soon as they gotta go get blood work done. Yeah, well, I

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Doug Noll 20:39

mean, I'm, I'm unimpressed with physical strength. I'm unimpressed with, you know, obviously, as a martial artist, you know, I'm not, I'm not intimidated by anybody. And I'm an unimpressed with people who think that physical strength or body size or muscle size or being ripped, is by itself, an indicator of masculine success. totally unimpressed with it, there are so many other dimensions that you've talked about. And for me, it's having emotional competency. It's being a strategic thinker, being able to have integrity, and loyalty and trust, and intimacy. All of these things, create the whole human being. And some of those are tough to manage in the beginning, but once you get it, you, you have a life worth living, and you're no longer posturing, you're living a real life and authentic life, a genuine life, and it puts you in a position to be able to serve others, which is where the real meaning in life comes from. The more you serve them, the more fulfilled you are. And the toxic masculinity you're talking about, completely abhors all of that, because that's the really the hard work, they just don't want to do the hard work. So it's much easier, it's much easier to say, hey, let's get drunk and go out and, you know, shoot our guns. It's a lot easier to say that than it is. Let me go back to school and develop my mind and learn how to think let me go back and and learn how to calm an angry person. Let me learn how to listen my girlfriend into existence.



Scot McKay 22:06


I listen your girlfriend into existence, I'm stealing that. That's just beautiful.

 Doug Noll 22:11

Wow. It I'll just tell you right now, Scott, this skill, learning how to listen to your girlfriend and existence if, if you really want to be attractive to women, this skill is the only skill you need really,

 Scot McKay 22:23


well, let's talk about it, man, except I want to say one thing before you move on. Because that was just probably the two or three most profound minutes of this podcast in recent memory. So you also mentioned how guys will kind of run away from truly being strong. And even resilience by burying themselves in hard stuff physically, right, so that they don't even have to think about mental toughness. That's what having to face demons or face, you know, dragons, they have to slay either real or imagined. I think that is incredibly profound as well. But you know, it all comes back down. I'm guessing to this idea that making women feel safe and comfortable is the magic elixir of sexual attraction. I bet that's where you're gonna go with this, but I want you to flesh it out.

 Doug Noll 23:15

It's even deeper than that. Every human being has a deep need to be heard and validated. And women are no different. I mean, they're men, men have exactly the same need and and women, both men and women, habit, have a need and a yearning for emotional safety. And when you learn how to listen to a woman into existence, which I'll tell you how to do it in just a second, you meet that deep, deep need and she becomes eternally grateful, loyal, and you build intimacy rapidly between the two of you and she just sheer will think the world of you because she knows that you really get her at a deep foundational level.

 Scot McKay 23:53

Well, not to be underestimated. It makes her physically horny. Probably what definitely report on this, my own wife as you were sitting here with nod in agreement, right? Yeah,

 Doug Noll 24:05

yeah. But again, I don't teach these skills. And I do teach these skills. I don't teach them for guys to get laid. I teach them for guys to be authentic open males, relating at a deep, intimate, personal level with with a woman. That's what we're really interested in.

 Scot McKay 24:21

Well, for sure. And to be. And to clarify, I'm talking about being the whole package here. Right. Of course, we're not a get laid gig around here. You know, I'm not tricking women into bed. But I think a lot of guys greatly underestimate the component of safety and security to sexual

attraction itself. That's all I'm underscoring.

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Doug Noll 24:38

Absolutely. I absolutely agree. So how do you listen to a woman into existence? So let's say you're on a first date, or it could be an attempt, it doesn't matter. The way you do it is you don't say anything. All you're going to do is listen, and you're going to let you're going to ignore her words. Doesn't matter what she's saying. You're going to ignore her words and you're going to listen to her emotions. So step one is ignore words. Don't ignore her, just ignore our words. Step two, listen to her emotions. Step three, tell her what she's feeling, reflect back her emotions with us statement, maybe she's talking about some frustration that she's got, or on the first date that probably wouldn't come up. But maybe she's talking about her work. And you can see that she's really excited about what she does. You say, Oh, you're really excited. And you feel you feel deeply valued and appreciated. And you feel like you've got a voice, and you feel like you're making a real difference in the world. And that makes you really happy. Just say that? And she'll say, yeah, exactly. And then she'll, that will open her up. And now she'll really start talking. And all you do is just keep back, just listen to her emotions. Whatever comes up for you, you reflect back to her. And you just keep doing it. And you can go on a whole date, and never say a word about yourself. And at the end of that date, she will she will feel so validated that she can't wait to hear from you again, if she doesn't drag you home with her.



Scot McKay 26:03

And as per Dale Carnegie, she'll probably say, Oh, you're such a wonderful conversationalist. That's

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Doug Noll 26:08


exactly, that's exactly what you said, No. I mean, part of you have the right idea and making friends and influencing people, he just didn't have the skill sets to do it. This one I'm talking is based on brain science. And, and there's brain scanning studies that show what happened in the human brain when you do this to somebody and it's just incredible what happens, especially if somebody's really upset or angry. The emotional center has calmed down, the prefrontal cortex comes back online, and people calm down instantly from anger. I mean, literally instantly, 90 seconds. It's amazing. It is



Scot McKay 26:40

it's remarkable. And I know for a fact what you're talking about is devastatingly effective, in the best way possible. You know, on the very last masterclass that I taught, at the end of January, the topic was, how to get the ultimate girlfriend. And surprise, surprise, the secret sauce there was to be the ultimate boyfriend. Right What me? And guys said one after the other one of the most valuable takeaways from that entire masterclass was the section where I talked about specific things women say to us when they're in relationships with us that men routinely misunderstand, because we're thinking like men instead of women. One of them was exactly the one you just cited, which is I need a man who listens, why don't you listen to me? Because


in the male mind, we tend to translate that as I want you to obey me, and do what I say, because that's how the male mind works and black and white. But what she's really saying is, okay, big guy, how are you going to be able to provide and protect, and create a safe environment around here, if you don't even know what my hopes dreams, loves, once fears, etc, are, if you hear me and you know me, and you feel me, right emotionally, then you will be able to act accordingly in a way that's going to turn me on. And that's one of many examples, by the way, but it's a powerful one, because I think if guys could just assimilate what you're talking about, and put it into practice, they would revolutionize their relationships with almost anybody but especially grown as female human beings. You know,

 Doug Noll 28:23

that's right. There was interesting when you talked about how do you how do you find the ultimate girlfriend, when you start engaging in this practice of listening other people into existence, technically, it's called an effect labeling. When you engage in this practice, you start to learn after you've been doing it for a while that most people don't listen. And so and your and your criteria for who you want to hang out with changes. Because you would prefer to hang out with people who really listen and not hang out with people who don't listen to them, it turns out that the vast majority of people on the planet don't know how to listen. And so they end up being people you really don't want to hang out with. So you're the definition of your ultimate girlfriend could very easily change it to some to a woman who I can listen to effectively listen to her listener into existence, and she can do the same thing for me.

 Scot McKay 29:12


Yeah, most people are talking each other into oblivion, that of wrestling each other into existence. That's correct. That's correct. Well, you know, there's a huge premium placed on the ability to be a talker. And you know, as a podcaster, I've learned that I am running a crappy show unless I listen to what you're talking about, and ask the appropriate questions and make the appropriate comments. Because if I'm just trying to craft what I'm going to say next, without listening to the point you just made, the show's gonna go nowhere, and not be cohesive. So that alone is an example.

 Doug Noll 29:42

Well think about think about how normal conversations go, you know, somebody starts to talk and what's the other person doing? They're not listening. What they're doing is thinking about what are they going to talk about next, or exam this happens a lot. So maybe somebody says, Well, you know, yesterday took my dog and we went for a long walk and Boy, it was a beautiful day. And we saw a bunch of wildlife in the forest. And it was gorgeous. And the person responded to Oh, yeah, I did exactly the same thing. I love my dog. You know, I love taking her out and walking her. You see, there's no listening going on there. It's all I centered,

 Scot McKay 30:15


or that's nothing. I did something even better than that two days ago,

 Doug Noll 30:20

are exactly right. And so so now we're not listening. We're just talking about ourselves. But we think that is normal conversation. And it may be normal conversation, but it is not listening. So instead to the person who said, Oh, I took my dog out for a long walk in the forest. And we saw a bunch of wildlife. And there's a beautiful day an incredible walk in I just really loved every minute of it, you might you would respond by saying, Wow, you're really happy and excited. You got to spend time with the dog that you love so much in a beautiful forest near where you live. And you got you saw all this wildlife, and you're it just made your whole day. It's made your whole week. And you're just super excited about it. And you feel deeply blessed that you're able to do this when you want to.

 Scot McKay 30:58


You know, I would add there that the power of being curious matters to somebody people just couldn't care less about what isn't directly in front of their eyes.

 Doug Noll 31:08

Well, that's that's true. But Curiosity has a certain limitation. And that is when you're wanting to listen to women into existence. You don't ask questions, never ask a question. Let them talk about what they want to talk about. Because whenever you ask a question, it's on now you're on your agenda. So it's good to be curious. But don't let the curiosity get in the way of the process of listing another person into existence by asking questions.

 Scot McKay 31:32

Well, perhaps we're talking about two different social situations, aren't we? I mean, if a woman wants us to listen, obviously, we're not going to sit there and grill with 20 questions, right. But if someone in casual conversation with you is talking about how they went on a nature hike yesterday and saw a bunch of wildlife, Far be it from me to believe that it would be a social faux pas. Ask them what kind of wildlife they saw? Because I'm curious

 Doug Noll 31:52

that yeah, or what I would say is they say, Wow, that sounds really cool. You were really you were really excited to go out walking yesterday. Tell me more. Right, exactly. A very open ended question. I wouldn't even what did you see? I would say, Tell me more. Well, what happened

 Scot McKay 32:06


was wildlife. So I want to know what they saw. So maybe I do have a personal agenda.

 Doug Noll 32:11

The point the point is, yeah, that's that's the point is recognize that when you ask a question, especially if it's specific, it's your agenda, you have something you want to get answered, you want information. It's not about letting the speaker tell his or her story from their frame of reference. And true listening means that we're reflecting back what the speaker is saying, and feeling and meaning from the speaker's frame of reference. That's the secret.

 Scot McKay 32:35

You know, as a coach, Doug, I hear from both men and women all the time that it's just nice to have someone listen to them. It is nice to be heard, because there's no venue for that anymore. Everybody's got their own agenda. Everybody's doing their own thing. And part of valid coaching, I've realized is just being a sounding board for people to express what they need to express in a safe place. And me to give them honest, but caring response to that. That's fine. It's unheard of nowadays.

 Doug Noll 33:08

That's right. That's right, people. That's what I said, people have a deep yearning, to be validated and to be heard. And if you can a women, especially if you can supply that, in stage two women, they will be all over you. They will be all over you. Let me just have this to let's suppose your whatever work you do, if you use the skills in your business or your professional, whatever work you do with your co workers and the people over you and the people under you, you will become the leader that everyone wants to follow.

 Scot McKay 33:37

Right? Because nobody likes the boss who basically Lords it over everybody acts like a douchebag. Right? Yeah, the truly cool people make everybody around them feel cooler. That's right. Leadership, empathy. Wow, fantastic. You know, I think you've genuinely piqued every man's interest in being a stronger, more effective masculine man through the power of peacekeeping. And it really does fly in the face of so called conventional wisdom that we need to be tougher and harder and more stoic. But when you really put it into perspective, as you have on this show, Doug, all that seems so silly. And dare I say immature, you know what I mean?

 Doug Noll 34:16

Yeah, and it comes from it comes from a mythology truly a mythology of the American story. When we think about stoicism, and which by the way does not mean being an unemotional. But when we think about the rugged individualist and this is all a big myth that was created around the idea that when people came across the plains in the in the 19th century, and our country was populated from east to west, that the only people that could survive were the ones who could really put up with a hardship and they had to be strong and tough. That's total bullshit.

The only way that we were able to people were able to survive when it came west to east by cooperation and collaboration in groups of families. That's the only way it worked. They came across them wagon trains, they homesteaded in them Did West and they didn't homestead all by themselves. They homesteaded in groups because they needed a group of people to survive. And so this whole idea of the rugged individuals being out there, pathfinding, there were some people like that. But they were in a very, very small minority. And they're not the people we should be holding up as the people to emulate Adela because most of them were antisocial people who could not stand to be in the presence of population. So they that's why they went out ahead. And from a neuro physiological perspective, they probably had very low levels of serotonin. We know that some serotonin studies that when you have low levels of serotonin, you tend to be a risk taker, you tend to go out in you tend to do extreme things, and you tend to be a loner, and it's all related to serotonin levels in your brain. And that's what those people were, but for some reason, we got this idea of the stoic individual, the rugged individualist John Wayne's of the world, that's total BS total bullshit, those people didn't exist. And to the degree that people tried to emulate today, all they do is cause themselves enormous pain and loneliness.



Scot McKay 36:03

Which is precisely why say Sam Elliott plays a string of fictional characters. Yeah. Fantastic stuff, man. I'll tell you what, I do have to ask one follow up question, because I indeed listen to what you just said. Right? You just said that people who are quote unquote, risk takers tend to have lower levels of serotonin. Well, I mean, does that go for guys who are interested in extreme sports and the like, also, or is that a completely different matter?



Doug Noll 36:29

Well, you know, attributing human behavior to one neuromodulator is, is of course it's not right. But there have been interesting studies with macaque monkeys where they took a group of monkeys, and they isolated the alpha male, and they throw them out of an airplane. No, but they did with a, they artificially reduced his serotonin levels. And they put him back in the group, and he was immediately ostracized, immediately kicked out. And he was humiliated and they defecate it on him and just because it and the only thing that changed was the serotonin levels. And he was completely ostracized and kicked out. Then they took the poor guy and rebooted his serotonin levels. And within 24 hours, he was the alpha male again, that's just crazy. That's just crazy. And serotonin is it calms it has many many functions in our in humans, but but it has a calming effect it and it promotes affiliative behavior. Another really interesting study, this is by my friend, Paul Zak, who teaches at the Claremont Graduate School involves the oxytocin. He and his the people he worked with on this study, were the first people to show to demonstrate that neuro chemicals affect decision making, especially in economic decision making. And what they showed was that high levels of oxytocin relate to high levels of trust, low levels of oxytocin, low levels of trust. So the question is, how do you how do you get oxytocin? Well, obviously, it's released during orgasm. It's released during breastfeeding. But it's also released by touching, like shaking hands, and it's released when we have meals together. So why are there why do we have cultures were shaking hands and hugging and sitting down and having a meal for many hours before you get into business negotiations? Why is that a common practice? Well, because people just felt they didn't know the science behind this. But it was just obvious that they were building up their oxytocin levels and building the

trust levels between them, so that they get to enter into such significant and successful negotiations with each other. That's why in the Middle East, for example, in many Asian countries, you always eat for a long time and talk before you negotiate, because you gotta give time for the oxytocin levels to rise to create trust.



Scot McKay 38:45

Yeah, I think a lot of us in the dating relationship worlds, kind of pigeonhole oxytocin into the role of being the cuddle hormone, of course, right. But you just shed a lot more light on that.



Doug Noll 38:55

oxytocin. Oxytocin has many, many more subtle roles in human behavior than we possibly imagine. And one of them being trust. So and, you know, going on your theme of safety and security with women, obviously, trust plays a huge role in that. So how do you build oxytocin without breastfeeding or, or engaging in sex and having orgasm, you touch you hug, you eat together, break bread together, spend time with each other, and that automatically raises oxytocin levels. If the time is valuable time you're spending now you spend your time listening to the women into existence, oxytocin levels are gonna go through the roof.



Scot McKay 39:32

Well, you know, years ago, I wrote an entire book on cooking for your date. And I called it the nuclear weapon of sexual attraction. And, you know, in my limited scope of imagination and experience and scientific study, I basically assigned that cause effect relationship to the fact that you're breaking bread together. You're building intimacy, you're serving her doing something for her And that when humans eat together, they tend to bond together and tend to like each other. Right? But you just added an entirely scientific dimension to it, which I find fascinating,



Doug Noll 40:09

right? I mean, Scott, there's nothing that I do that isn't empirically



Scot McKay 40:12

validated. Of course, which is why these guys love you,



Doug Noll 40:16

you know, everything I teach is based on because there's so much bullshit out there, right? I mean, sure. So how do you sift through all the claims while you look at the science and look at what Neuroscience tells us about brain behavior and decision making and how we go about our daily lives. And it turns out that, you know, what, how we think we operate is completely

different than how we actually operate. And when we understand how we actually operate, we can conform our behaviors systematically to have a happier more content and more fulfilled life with ourselves and with with a partner.



Scot McKay 40:44

Now, you brought up the word negotiation a couple times, and I can't help but think of that as a very marketable skill as a masculine man, and definitely a way to increase one's personal power instead of just trying to take what you can from someone else. As Stephen Covey once famously said, you know, think Win win, you know,



Doug Noll 41:07

I hate that term.



Scot McKay 41:08

I don't like it. I hate it. Alright, talk to me about negotiation.



Doug Noll 41:12

Okay, so, so yes, I totally agree with you that being a good negotiator is critical. And most people don't know any, they don't spit about negotiation. There are two kinds of negotiation. One is called distributive negotiation. The other is called integrative negotiation. distributive negotiation is what we think of when we go to a used car lot and buying a car where we're going to haggle over the price. And, you know, people make concessions back and forth, and offers and counteroffers. And finally, you agree on a price, and you pay the pay the guy and you drive off with car, that's called distributive negotiation. And it's very effective in transactional situations, because it's efficient. But in personal relationships, distributed negotiation is more often than not destructive of relationships, because somebody has to make a concession. And if values are important, or ideas are important, where identity is important, we just can't negotiate and concede on those issues. So that's where we learn how to do integrative negotiation. And an integrated negotiation, what we're trying to do is find out what all the underlying interests, needs, desires and goals of both parties are. So there's a process for finding out where they are listing them writing down on a piece of paper, and then come in and brainstorming ways of satisfying all of those needs. So that in effect, nobody has to concede everything in my negotiations, I tell people, if you're making concessions, you're making a big mistake. When I'm meeting relationship disputes. I said, Don't concede anything, well, we're going to we're going to find out what you need, we're going to find out what the other side needs. And we're going to figure out how to satisfy all of those needs. And if we do, the conflict will go away. That's the kind of that's a much more sophisticated form of negotiation. And that's what guys need to know how to do when they have to, and you're constantly negotiating and relationships. So knowing how to engage in this interest based process can give you a huge heads up advantage because not only are you getting your own needs met, but you're satisfying the needs of your girlfriend or your partner.



Scot McKay 43:14

Well, you know, in describing as you coined them, distributed negotiation versus integrative negotiation. You basically just described the difference between an intimate relationship and a transactional relationship. Yes, very much, right. Yeah. And the transactional relationship is shallow and empty by comparison. Right? Exactly. He's rich, she's hot, you know, let's get married and make babies I guess. And they get divorced in 10 years and do it all over again, express the intimacy would be based on something more human more real and deeper, I daresay. Well, fantastic. Man, I think we've about covered it. And indeed, you know, my interest is piqued in really working on being a stronger man through being a peacekeeper, instead of, you know, a war monger. Not that much one anyway, I've always kind of instinctively felt like that was wrongheaded. But man you came and applied science once again, Doug knows you always do in a way that really just makes this whole idea not only just accessible to men, but makes it make sense makes us something we want to accomplish for ourselves. So it's just fantastic. And on that note, I want to send these guys to a wonderful website that you custom built for these guys the last time you were on and that can be reached at mountaintop podcast.com front slash No. And O L L and gentlemen, you conveniently be able to find all of Doug Knowles wonderful books on this subject and many others, also his course on how to be a D escalator. There's an e book how to listen others into existence, which of course is directly relevant to our conversation today and much, much more including a way to enroll and Doug's emotional competency courses which sound interesting as well. All of that Any more is there for you when you visit mountaintop podcast.com front slash No, Doug, no, thank you so much for joining us today, man yet another terrific conversation that really hit it out of the park. Thanks, God, I



Doug Noll 45:12

appreciate it. Yeah. And guys, if



Scot McKay 45:15

you haven't been a mountaintop podcast.com Lately, grab yourself a copy of unsettled, we are post COVID, the world has opened up again, the question remains, what are you going to do with the rest of your life? What are you going to do about all this? Are you going to keep doing what you've always done? Or are you going to expand do more, be more? The topic of this podcast is just one of many ways you can change your mindset in that way. Also, if you are recognizing the fact that we're already into February 2023, and this year is already into its second month, and you still aren't doing a whole lot to get the right woman into your life. Gentleman, it's time to get off the fence, pick up the phone and call me. That all starts with getting on my calendar, which you can do at mountaintop podcast.com You'll find out exactly who you expect me to be. The first 25 minutes is free and low pressure. We'll talk about where you are right now where you want to be and if it's a good fit to do some coaching well then so be it. Also while you're at Mountain Top podcast.com Check out our wonderful sponsors, including Jocko willings company origin has released a brand new line of hunting gear to go along with their jujitsu, gese, their wonderful supplement line and of course, the jeans and boots that I rave about so often. If you haven't visited the guys at key port lately, you can also reach them by going to mountaintop podcast.com They just released the fourth generation of their amazing, practical and totally killer slide version of their everyday carry device you can

take a look at what all that entails when you go visit the guys at key port. Also, we've re upped our relationship with heroes soap.com Guys, man they have brand new scents they will make you smell like a man feel like a man and I've always said this and I'll say it once again. If you have never taken a shower with a woman using their bath gel, you need to do that and experience that and knock it off your bucket list at least once in your life. All of those sponsors can be reached through links that I've set up at Mount to top podcast.com And be sure to use the coupon code mountain 10 When you partake of any of our sponsors wonderful goods and get an additional 10% off and until I talk to you again real soon this is Scott McKay from x&y communications in San Antonio Texas be good out there

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