# MASTERING MENTALIZATION

Taking, Gaining, Shifting and Shaping Perspectives Through Basic, Affective and Strategic Mentalizing

# **Volume III Strategic Mentalizing**

To Reason and Evaluate

Anique van der Putten

Edited by Dennis Weyrauch



#### Copyright © 2022 Anique van der Putten

All rights reserved. This book or parts thereof may not be reproduced in any form, stored in any retrieval system, or transmitted in any form by any means—electronic, mechanical, photocopy, recording, or otherwise—without prior written permission of the publisher, except as provided by United States of America copyright law. For permission requests, write to the publisher, addressed "Attention: Permissions Coordinator," at the email address: info@appliedtom.com

Edited by Dennis Weyrauch

Book cover image and book design by Anique van der Putten



Publisher: ToM PRESS

ToM PRESS is an imprint of the Center for Applied Theory of Mind

First published 2023

Mastering Mentalization: Volume III, Strategic Mentalizing

ISBN: 978-989-53691-4-0 (paperback)

Other volumes:

Mastering Mentalization: Complete Volume

ISBN: 978-989-53691-1-9 (hardcover) ISBN: 978-989-53691-0-2 (paperback)

Mastering Mentalization: Volume I, Basic Mentalizing

ISBN: 978-989-53691-2-6 (paperback)

Mastering Mentalization: Volume II, Affective Mentalizing

ISBN: 978-989-53691-3-3 (paperback)

The Mentalization Journal

ISBN: 978-989-53691-5-7 (hardcover) ISBN: 978-989-53691-6-4 (paperback)

Descriptions of these publications can be found at: www.appliedtom.com

Copies of this book may be ordered directly from Amazon



MASTERING MENTALIZATION: VOLUME III, STRATEGIC MENTALIZING

## **Contents**

Introduction	1
SECTION I. MENTALIZATION	17
Guilty or Not?	17
Three Levels of Mentalization	24
Six Dimensions of Mentalization	31
Neurological Underpinnings of Mentalization	35
Development of Mentalization	44
Contributing Mental Functions	48
Mentalization Competencies: Advantages, Impediments and Avenues for Enhancement	50
Mentalization Code of Conduct	57
SECTION II. STRATEGIC MENTALIZING	63
Chapter 1. Motivation to Mentalize Strategically	63
Introduction to Strategic Mentalizing	63
The Master of Suspense	75
Motivational Factors for Strategic Mentalizing	77
Well-balanced and Properly Motivated Strategic Mentalizing: Advantages, Impediments and Avenues for Enhancement	80
Chapter 2. Content Extraction	85
Is Fiction Really Fiction?	85
Affective State Attribution	88
Desire State Attribution	92
Belief State Attribution	97

	Knowledge State Attribution	102
	Inferring Complex Mental States	104
	Inferring Personality Factors	109
	Inferring Trustworthiness and Credibility	119
	Content Extraction Acuity: Advantages, Impediments and Avenues for Enhancement	125
Cha	pter 3. Perspective Gaining and Shifting	133
	The Perspective of a Tribe in Papua New Guinea	133
	Perspective Gaining	136
	Narrative Sharing and Self-Disclosure	137
	Decoding Narratives	144
	Perspective Shifting	148
	Attributional Biases	150
	Cognitive Control and Cognitive Flexibility	151
	Perspective Gaining and Shifting Skills: Advantages, Impediments and Avenues for Enhancement	155
Cha	pter 4. Perspective Shaping	161
	The Father of Spin	161
	The Role of Influence	164
	The Influencer	165
	Tactics Used to Shape Perspectives	168
	Predicting the Influencer's Tactic Preference	177
	The Target of Influence	185
	Resisting Unwanted Influence	194
	Increasing Influential Power Through Mentalization	199
	Assessing Strategic Mentalizing Competency	201
	Sharpening Perspective Shaping Competencies: Advantages, Impediments and Avenues for Enhancement	203

SECTION III. MASTERING STRATEGIC MENTALIZATION 213		
A Metacognitive Learning Approach	213	
Eight Steps to Mastering Mentalization	216	
Establish a Mentalization Competency Baseline	217	
Indicia of Well-Developed Mentalization Competence	222	
Recognizing Poor Mentalization Competence	226	
Recognizing Pseudomentalization	228	
Designing Strategies to Master Mentalization	230	
Linear, Cyclical and Holistic Learning	233	
Nine Mentalization Maxims	237	
Index		



www.appliedtom.com

