Price of Love: Exploring Sexual and Monetary Exploitation in Relationship

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Objectives

• Identify and understand the spectrum of narcissistic wounding.

• Explore the elements of sexual and financial power and control in relationships.

• Therapeutic interventions for working with exploitation in relationship.
A secure base is vital for the development of healthy sexual expression and fantasy.
The highest praise paid to objects of attachment *might* just go to money and sex.
In Relationship
Tell me how you were loved, I’ll tell you how you make love...

—Esther Perel
Wish Fulfillment

- Gratification of a desire

- Freud’s realm: The satisfaction of a desire, need, or impulse through a dream, fantasy, or other exercise of the imagination.
Of Men and Greek Gods

Cronus
Narcissus

Son of Cephissus and the Liriope. Handsome and inaccessible to the feeling of love.
Daedalus and Icarus

Seattle Opera
21st Century Icarus -

- Type A personality – Narcissism
- Driven by inner compulsions.
- Operates from a strong sense of entitlement and false power.
- Compelled to reenact deep psychological wounds for attention and adulation.
21st Century Icarus -

Seeks therapy...

- Upon distress (usually someone else’s)
- When there may not be another option
- To preserve their external image
iWant
In 2009, the fictional Draper was named the most influential man in the world by Ask Men, ahead of real-life figures.
- Jeremy Piven as "Ari Gold" of Entourage
Exotic and Erotic

When *money* and *sex* are fused in the service of exploitation, the two create a potentially destructive form of exploitation often exhibited in narcissistic and potentially psychopathic populations.
• The higher the amount of testosterone, the more willing people are to take risks. Women, with considerably less testosterone coursing through their bodies, are more risk averse.

• Women also, apparently, make better money managers according to another study by two professors at UC Davis. *

• Overconfidence caused men to trade stocks 45 percent more often than women thus lowering their net portfolio returns by 2.65 percent per year (compared with 1.72 percent lower returns for women traders).

* UC Davis Graduate School of Management, reported Dec 12, 2010
In some situations, brain images of drug addicts are indistinguishable from those of traders, a researcher has found.

NY Times, 2.7.2008
“A small group of scientists, including some psychologists, say they are starting to discover what many Wall Street professionals have long suspected — that people are hard-wired for money. The human brain, these researchers say, responds to high-stakes trading just as it does to the lure of sex. And the riskier the trades get, the more the brain craves them.”
In the News…

• 2011, *Forbes Newspaper*, reports in *Neue Zürcher Zeitung* - *University of St. Gallen* study - Stock market traders display similarities to certified psychopaths.

• 2010, Vanderbilt University study, reported in *Neuron Science*, Psychopaths’ brains wired to seek rewards, no matter the consequences.

• 2004, *New Scientist Magazine* - Compared ladder-climbing corporate employees to psychopaths for their shared characteristics of lacking empathy and compassion while thriving under stress.

• 2005, *The Wall Street Journal* - Antoine Bechara, an associate professor of neurology at the University of Iowa, “It’s possible that people who are high-risk takers or good investors may have what you call a functional psychopathy.”

• 1996, *The Independent*, (www.independent.co.uk) - Jason Bennetto, Crime correspondent “stockbrokers share many of the same characteristics as criminal psychopaths.”

• 1996, *Glasgow Caledonian University* study “With the right parenting [psychopaths] can become successful stockbrokers instead of serial killers.”

• …..
According to a Vanderbilt University study in 2010, many psychopaths “appear to have such a strong draw to reward – to the carrot – that it overwhelms the sense of risk or concern about the stick.” A volatile market provides more opportunity for day traders than for long term investors, and many of the former are licking their chops.
A study, authored by students at the University of St. Galen, compares decisions made by 27 equity, derivative and forex traders in a computer simulation against an existing study of 24 psychopaths in high-security hospitals in Germany. ...As Der Speigel succinctly puts it, the “stockbrokers’ behavior is more reckless and manipulative than that of psychopaths.”
Neuroeconomics

The study of economics, neuroscience and psychology and the investigation of the underlying neural systems that influence models of economic decision making.
Mapping the Trader’s Brain

“The pleasure of orgasm, the high from cocaine, the rush of buying Google Inc. at $450 a share—the same neural network governs all three, Knutson, 38, concluded.

What’s more, our primal pleasure circuits can, and often do, override our seat of reason, the brain’s frontal cortex, the professor says. In other words, stocks, like sex, sometimes drive us crazy.”

Brian Knutson, Stanford, ‘04- published ‘06
Specific Brain Areas for Sex, Money

These results provide the first evidence of a dissociation in the brain between two types of reward, suggesting the existence of distinct regions corresponding to various gratifications. The research could lead to a better understanding of certain psychiatric disorders, including gambling addiction.
Kevin Dutton, Ph.D.
The Wisdom of Psychopaths: What Saints, Spies, and Serial Killers Can Teach Us About Success

Kevin Dutton, Ph.D.
A Psychopath...

“Can slip into our emotional airspace and get their point across without feeling that kind of heat and light that most of us feel...”

- Kevin Dutton
Bernie Madoff, Monster
And the people who enabled him.
BY STEVE FISHMAN
Narcissism  Psychopathy
Hot Empathy

- To feel pain
- To know what another is going thru
Cold Empathy

• Dispassionately gauge what another person might be thinking.

• fMRI – Emotion-related tasks in the lab show emotional under arousal in the amygdala.
Is It Hot In Here Or Is It Just Me?

Warm Empathy

• We can feel pain, we know what another is going thru.

Cold Empathy

• Cognitively and dispassionately gauge what another person might be thinking.

• fMRI- Emotion-related tasks in the lab show emotional under arousal in the amygdala.
Narcissism  ->  Psychopathy
          Hot Empathy<--- Cold Empathy

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Please answer the questions below honestly. We will calculate your total score at the end of the questions.

I rarely plan ahead: I'm a spur-of-the-moment kind of person.

DISAGREE STRONGLY   DISAGREE   AGREE   AGREE STRONGLY

www.wisdomofpsychopaths.com
Wavelengths of Character

• Neuroticism
• Extraversion
• Openness to Experience
• Agreeableness
• Conscientious
• Persuasiveness
Personality consists of five separate 'wavelengths' of character:

- Neuroticism
- Extraversion
- Openness to Experience
- Agreeableness and Conscientiousness
- Persuasiveness

Kevin Dutton, 2011
Wavelengths of Character

- Neuroticism: Low

You tend to be secure, hardy, and generally relaxed even under stressful conditions.
Wavelengths of Character

• Extraversion

  Low

  You tend to be introverted, reserved, serious. You prefer to be alone or with a few close friends.
Wavelengths of Character

• Openness to Experience

You tend to be practical but willing to consider new ways of doing things. You seek a balance between the old and the new.
Wavelengths of Character

- Agreeableness: Very Low

You tend to be hardheaded, skeptical, proud, and competitive. You tend to express anger directly.
Wavelengths of Character

- Conscientious

Very High

You tend to be conscientious and well-organized. You have high standards and always strive to achieve your goals.
Wavelengths of Character

- Persuasiveness: High

You are confident, charismatic, empathic, and have a strong personality.
Professions

- Surgery
- Law
- Military
- Finance

Pablo Picasso, *The Fall of Icarus*
Who is the “Hottest” cold-blooded psychopath in modern day fiction...?
So, what’s a couple to do...?
Look... I'm an 'Angry Whopper', and you're a 'Happy Meal'. It'll never work.
Yes, our finances look bad now, but just remember honey, we always land on our feet.
The Push/Pull

S&M
SEX & MONEY
Addicts who are in the throes of their (sex) addiction often exploit with sex and money regardless of their level of wealth or income and don’t have to be psychopaths nor even narcissists to do so.
Eroticized Rage

Eroticized rage is sexualized anger. Sexual behaviors that fuse shame and rage heighten sexual perversion with covert or overt levels of violence.
Monetized Rage

Monetized rage speaks to the synthesis of anger and money as a means for exploitation.
Money and Sex As Currency

• Relational Currency –
  ...Withholding Sex; Withholding Money
  ...I’ll provide the sex if you provide the money

• Inheritance and Trust Funds

• Prenuptial Agreements

• Secret Bank Accounts
A 2011 online poll surveyed 2,019 U.S. adults.

Conducted by Harris Interactive—Commissioned by Forbes Woman and the National Endowment for Financial Education (NEFE)
• 16%  Money lie led to a divorce
• 11%  Led to a separation
• 58%  Hid cash
• 54%  Hid a minor purchase
• 30%  Hid a bill
• 16%  Hid a major purchase
• 15%  Hid a bank account
• 11%  Lied about debt
• 11%  Lied about earnings
FINANCIAL INFIDELITY

January '12 23,000 TODAY.com/SELF.com survey
Financial Infidelity as Destructive as Sexual Infidelity

63% of men
70% of women

think that honesty about money is as important as remaining monogamous

January ‘12 23,000 TODAY.com/SELF.com Survey
A study of money and marital infidelity shows that infidelity increases with income for both men and women.
We predicted and found that anticipation of viewing rewarding stimuli (erotic pictures for 15 heterosexual men) increased financial risk taking...In other words, Erotic pictures caused these men to take bigger monetary gambles than pictures of neutral (household appliances) or scary objects (snakes and spiders).”

Nucleus accumbens activation mediates the influence of reward cues on financial risk taking, Neuroreport: March 2008 - Volume 19 - Issue 5 - 509-513
The Coolidge Effect
Declining interest in present sexual
Renewed “vigor” with novel sexual partner
Serves to preserve the species
On Hedonic Adaptation...

Diminishing returns of pleasure and love

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Greater past consumption leads to higher norms causing satisfaction to return to previous levels.

The hedonic treadmill

Russell James, III, J.D., Ph.D., Texas Tech

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Hedonic adaptation in marriage

We know that it’s an addiction when we require more of a substance, process or person to achieve the same high.

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“Our findings imply that, in contrast to the notion of an inescapable hedonic treadmill, it is not pointless for people to seek to improve their well-being..., it seems like the key for long lasting changes to wellbeing is to engage in activities that provide small and frequent boosts, which in the long run will lead to improved well-being, one small step at a time.”

They slipped behind the barn and quickly removed each other's harness. There, with nothing to rein them in, it would be a night of unbridled passion.
PSYCHIATRIC HELP 5¢

THE DOCTOR IS IN
Old Relational Currency

Relational Currency is what each individual values and brings to a relationship. It can also be described as the acts or statements used to express love and affection in relationship.

- What are your relational strengths?
- What do you bring to the table?
- How do you choose to communicate this to your loved one?

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New Relational Currency

• Am I willing to be honest with myself?

• What do I bring to the table?

• How do I choose to communicate this to my loved one?
Restoring Relationship with Self

• What do I value in relationship?

• What are my needs and wants in relationship?

• Do I ask for what I need?

• Is my partner able to give me what I need and want?

• Am I willing to own my own reality instead of projecting it onto others?

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Restoring Relationship with Self cont’d.

• Will I be compassionate toward myself as well as those around me?
• Do I trust myself?
• Am I willing to trust another?
• Am I capable of being emotionally available in relationship? Can I say the same about my partner?

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Q. What information do I already know about my partner?

Q. What information am I ignoring?
Q. If I am choosing to ignore information that I already have, what is it?

Q. Do I tolerate the intolerable?
Restore Relational Balance

Q. What do I like about her/him?
Q. What do I love about her/him?
Restore Sensuality
Can We Build Empathy?

Can our clients feel authentic empathy and/or compassion?

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How would you like it if the mouse did that to you?
Empathy    Compassion    Understanding
Decipher the difference between psychopathy...
...and Narcissism

I GUESS I’D PROBABLY FEEL WORSE ABOUT BEING A NARCISSIST... IF I WASN’T SO DARN PERFECT!

CORA FINALLY UNDERSTOOD HER HOROSCOPE: "YOU WILL MEET A TALL, DARK, HANDSOME STRANGER. YOU WILL BLUDGEON HIM WITH A BOOK."
The Wisdom of Psychopaths
Pictures
FOR LOVE AND MONEY

EXPLORING SEXUAL & FINANCIAL BETRAYAL IN RELATIONSHIPS

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Foreword by Rob Weiss, LCSW, CSAT-S

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