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**Manipulation and Grooming of  
 the System by IPV Perpetrators**  
 Information for Professionals in the Criminal  
 and Social Services Systems  
 \* Bridgette Reinsmith, MA

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**Your Presenter**

*Bridgette is a Master's level clinician with nearly 20 years of experience working with criminal justice offenders, substance treatment, and general mental health. During her doctoral program, her research was focused on intimate partner violence. Currently she is a BIP facilitator at the Women's Center and Shelter of Greater Pittsburgh*

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**Session Objectives**

- \* Gain an understanding of self presentation and Impression Management
- \* Ability to identify 5 primary strategies
- \* Ability to identify application in various system scenarios

\* NOTE - Although a trauma focused lens is critical in working with persons who use abusive behaviors, the term perpetrators is a global term being utilized to assist with clarifying roles in IPV throughout this presentation.

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**WARNING**



The scenarios used are real life scenarios. Details may be triggering. Please take care of your needs and utilize self-care.

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## Scenario

*As we watch the video, consider the questions below:*

- *What manipulative factors do you notice?*
- *What gives you that "YUCK" feeling?*

*\*\*NOTE transcript available in the back of your handout packet.*

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Ali Abulaban  
Fox 5 News. (December 10, 2021)

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### Grooming of the System

- \* Is it possible to groom the system?
- \* There are several approaches to defining grooming. Ultimately, in the majority of the approaches, grooming defines behaviors geared toward the coercion of children.<sup>20, 26, 28</sup>
- \* People and organizations surrounding a child have been found to be groomed as well.<sup>20, 28</sup>
- \* Poor organizational structures lead to increased potential for grooming of systems around children.<sup>20</sup>

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### Self Presentation vs Impression Management

- \* Impression management is the global concept or framework.<sup>29</sup>
- \* Impression management is the impression an individual or organization attempts to portray to others (individually or collectively).<sup>7, 17, 21, 23</sup>
- \* Self presentation are the behaviors utilized to create or support the perception of others or ourselves.<sup>5, 29, 35, 37</sup>

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### Impression Management

- \* Utilized by both individuals and organizations.<sup>6, 7, 17, 21</sup>
- \* Consider how the companies who were impacted by negative events responded through recalls and media campaigns.<sup>1</sup>
- \* We have all utilized impression management in our lives.<sup>17, 35</sup>
- \* Is there a difference between those of us in this room and perpetrators of IPV?<sup>11</sup>

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### Self Presentation

- \* Every behavior has the same general goal:
  - \* To get what we want and/or to be liked. However, Jones & Pittman (1982) expanded the general goal.<sup>21</sup>
  - \* Not all goals are nefarious.<sup>30</sup>
- \* There are 5 main identified strategies<sup>6, 7, 21, 25</sup>

Ingratiation	Goal to be likeable
Self-Promotion	Goal to be competent
Exemplification	Goal to be worthy
Intimidation	Goal to be dangerous
Supplication	Goal to be helpless

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### Ingratiation

- \* Gift giving or giving compliments<sup>6, 7, 17, 21</sup>
- \* Examples non-IPV related
  - Dinner guest
  - Job Interview
  - Relationship in general (friendship, intimate, family)
- \* Examples IPV related
  - Hershey dad
  - Apartment relinquishment

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### Self-Promotion

- \* Highlighting abilities, accomplishments, competence<sup>6, 7, 17, 21, 33</sup>
- \* Examples non-IPV related
  - Job Interview
  - Home renovations
- \* Examples IPV related
  - Custody
  - Substance use, mental health

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**Exemplification**

- \* Morally virtuous <sup>6, 7, 17, 21</sup>  
Exhibiting behaviors that create an appearance of being superior/higher qualified <sup>6, 7, 17, 21</sup>  
Often paired with a second self presentation strategy <sup>6, 7, 17, 21</sup>
- \* Examples non-IPV related  
Volunteering for extra shifts  
Parenting
- \* Examples IPV related  
Custody  
Court Case

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**WARNING**



The scenarios used are real life scenarios. Details may be triggering. Please take care of your needs and utilize self-care.

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Fox 5 News. (May 23, 2024)

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**Intimidation**

- \* Threats, harrassment in an attempt to appear powerful and dangerous 6, 7, 17, 21
- \* Examples non-IPV related
  - Threats online
- \* Examples IPV related
  - Custody
  - Court Case

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"every1 will be happy if u died"

"drink bleach"

"go die"

Comments made online to Hannah prior to her suicide.  
Hannah Smith, died Aug. 2, 2013, 14 years old  
Broderick, R. (September 11, 2013)

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“Hanna I’m telling you right now make a choice and make it now if u do this it’s over and I’ll take Sophie and if I have to by force,” said Jake. “I love u with all my heart if u love me and Sophie u will make the right choice I want u to live with me and Sophie. That don’t mean we have to stay at my house all the time but she will live wear ever I am.”

Jack Wagner to Hanna Mae Rhodes in the Pike County Murders  
 Jordan, F. (October 20, 2022)

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**Supplication**

- \* Portray themselves in a manner to gain pity or sympathy <sup>6, 7, 17, 21</sup>
- \* Examples non-IPV related
  - Late for work
- \* Examples IPV related
  - The system is set up against men
  - Filming fights

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# WARNING



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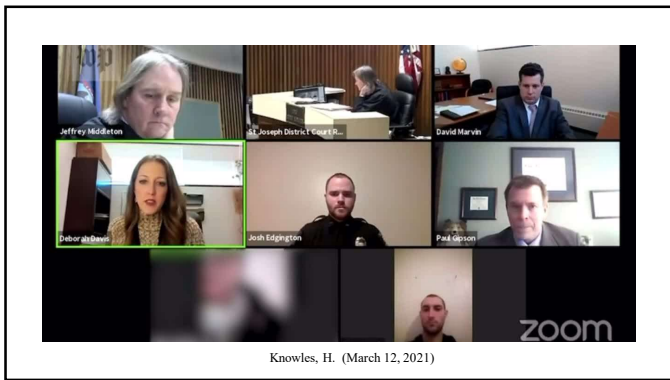
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### Impression Management and Narcissism

- \* Research has tied narcissism with Impression Management, particularly ingratiation. <sup>4, 27, 2</sup>
- \* Narcissistic pro-social ingratiation is self serving <sup>4, 27, 2</sup>
  - Listen for the context and who the behavior benefits
- \* Pro-social IPV Examples
  - Ana and Ali, Mark Short
  - Getting engaged or married

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### Impression Management and the Cycle of Violence

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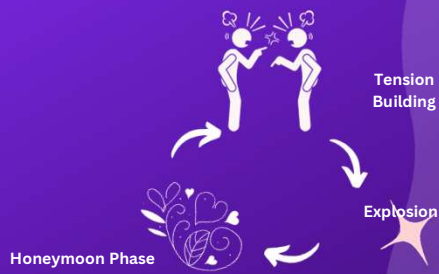
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### Cycle of Violence <sup>43, 44</sup>



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**Now What?**

Now that you are able to put a name to the behavior, how do you intervene?

- \* Understand the role of accountability <sup>18, 31</sup>
- \* Understand offenders are not a homogeneous group. <sup>39</sup>
- \* Understand that self-reports may be tainted <sup>30</sup>

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**Now What?**

- \* Be aware of:
  - \* Misdirection <sup>39</sup>
  - \* Attempts to redirect towards minor areas, where there is lack of competence, to focus away from major areas of incompetence. <sup>21</sup>
  - \* Use of reparative impression management <sup>3</sup>
  - \* Your own bias and tendency toward accepting a person's statements at face value. **BE DISCERNING** <sup>32, 38</sup>
- \* How you intervene will depend on the nature of your role

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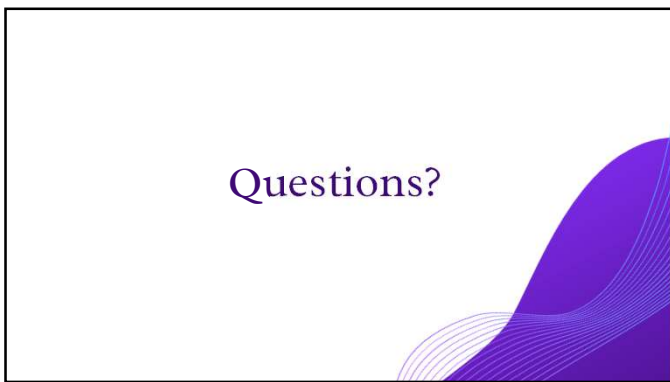
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