

Listening Guide -Episode 3- Niccolò Machiavelli's *The Prince*

"All is Not What it Seems"

1. Those ideas are state, virtue, fortune and \_\_\_\_\_.
2. The question has always been, "Is he a promoter of villainy or tyranny or is this book something of a disguised \_\_\_\_\_ to regular people about people in power?"
3. He sees this book as an attempt to get princes to redirect power from the \_\_\_\_\_, that's his word for today what we would call "the elites".
4. A man of great virtue is one who knows how most effectively to get away with \_\_\_\_\_ while appearing to have clean hands.
5. If you are dealing with villains and thugs, you will always \_\_\_\_\_ if they can use your morality against you.
6. They were oblivious to the selfish intentions of the elites who wanted to rule their \_\_\_\_\_.
7. "The aim of the people is more \_\_\_\_\_ than that of the nobility. The later, meaning the nobility, the later desire to \_\_\_\_\_, the former merely to avoid oppression."
8. Machiavelli tip number nine in acquiring virtue: whatever you do, do not allow yourself to become \_\_\_\_\_ or despised.
9. A person who is hated will lose his \_\_\_\_\_. Machiavelli makes it very clear; this is one rule to which there are \_\_\_\_\_ exceptions.
10. We \_\_\_\_\_ those things in which we invest ourselves into, not the things that come easy to us.
11. A community where everything is just given is an entitled community, and that is a \_\_\_\_\_ community.
12. Mercenaries are \_\_\_\_\_ soldiers, people you pay to fight for you and help defend your state.
13. A good prince builds good \_\_\_\_\_, except now he's going to expand on what is a good foundation.
14. It is unreasonable to assume that anyone who is \_\_\_\_\_ will ever obey anyone who is unarmed.

15. "For a prince who wishes to maintain himself must learn how NOT to be good and to use this knowledge and not use it according to the \_\_\_\_\_ of the case."
16. Giving away free stuff may not actually really be generous; in fact, it could be the \_\_\_\_\_ of generous.
17. "It is necessary that he should be prudent enough to avoid the \_\_\_\_\_ of those vices which would lose him the state."
18. Once you start giving stuff away, the \_\_\_\_\_ will only be for more and more and more.
19. Telling people "no" doesn't get you \_\_\_\_\_ the way taking people's things gets you hated.
20. People use the word "compassionate" for what is really indulgence and \_\_\_\_\_.
21. People won't fear your authority because you've just shown you're a pushover, and more and more \_\_\_\_\_ will arise.
22. It is \_\_\_\_\_ to be feared than to be loved.
23. "For men forget more easily the death of their \_\_\_\_\_ than the loss of their patrimony."
24. Men love at their own free will, but fear at the will of the \_\_\_\_\_.
25. For Machiavelli, a prince is more likely to lose his state from being too \_\_\_\_\_ than being too aggressive.
26. "If men were all good this precept would not be a \_\_\_\_\_ one; but as they are \_\_\_\_\_ and would not observe their faith with you, so you are not bound to keep faith with them."
27. Be prepared to lie without guilt because your opponent is absolutely \_\_\_\_\_ to you and \_\_\_\_\_ you.
28. The famous "men judge more by the \_\_\_\_\_ - than by the hands".
29. First of all, look at what people \_\_\_\_\_ even if they have all kinds of emotions.
30. Forget the \_\_\_\_\_, don't trust them; don't even trust them coming out of your own mouth.
31. "The end justifies the \_\_\_\_\_."