

**Says Gypsies Know
and Use Psychology**

That many of the latest "discoveries" of scientists in the realm of psychology and "behaviorism" have been known and used for centuries by gypsy fortune tellers, is shown by studies made by Konrad Bercovici.

Gypsy women, he shows, are past masters of the whole realm of applied psychology. "In fortune telling," he

explains, "the gypsy women know that anyone who wants his or her fortune told is either hoping for better times or doubting whether the happy condition will continue. A single expert glance at the face of the client tells the gypsy fortune teller to which class he or she belongs. Apparently the gypsy reads the hand or the cards. In reality, the sharp eyes fixed upon the face of the client and the sensitive fingers upon the pulse of the emotioned woman tell her the

reaction to every word and to every insinuation. The face of an emotional individual is easy to read. The pulse of an emotional woman is more sensitive than a mirror."

If the client is a blonde girl and the pulse has begun to beat faster when the gypsy has mentioned a dark-eyed tall man, she will continue to tell of the enemy that stands between the two; and the enemy is always of a complexion different from that of the client. The sharp eyes of the

gypsy can always detect the trace of tears or of sadness upon the face of a man or woman, and forthwith she speaks of the great sorrows of the past which are going to dissolve into the happiness of the future.

"There has been a great sorrow in your family," she begins, and if the pulse responds she continues: "Someone you loved very dearly died." And so fine are the receptive sensibilities of the gypsy woman that she knows exactly when to say: "Somebody has gone on a long voyage; someone you love very much. But he will come back." Sentence by sentence, the delicate scientific instrument which the gypsy has built up in her brain signals back and forth the reaction of the client, knowing that of the many things she says only those that approach the truth will be remembered, while the other things will be forgotten.

Many are the popular beliefs which the gypsy has fostered, as that of the second-sight abilities of the seventh son of a mother who has no daughters; of the effect upon love of the waning moon; of the terrible consequences following the breaking of a mirror.

Yet no gypsy, Mr. Bercovici shows, believes any of these things.

SUNSET WITH

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