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:PSYCHOLOGICAL TYPES

?Why Are People So Different

Portraits in Socionics 64

How each of the 16 Jungian types varies in 4 main ways

.Victor Gulenko, Ph.D

:Psychological Types

?Why Are People So Different

Portraits in Socionics 64

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editor's notes

Editor's Note

What does socionics offer you? This typology is not merely for fun. It gives a fundamental foundation for the way you perceive information, behave externally, and ultimately, how you are different from others. This knowledge is the biggest redemption you can give to the parts of your psyche that perhaps were not considered acceptable by your family or have been criticized. Or perhaps you have forced yourself to work in a field that does not focus on your type's strengths and talents. Typology can give you profound insight about areas you can apply yourself to, utilizing your chances to become the best in your field — simply due to the direction of .your natural attention in the world

Socionics is a simple and practical tool for understanding the reasons for differences and conflicts between people. It explains value differences and why your partner or boss can't seem to change, or why they have values different from yours, or why they can't behave differently than they already do. By studying socionics you receive a treasure — understanding *why* other people are so different from you on a deeper level. With socionics, you are able to journey through the vision of their minds, seeing a wide range of human thought processes and diverse values. You will see the beauty of a complicated social system, where many approaches and mindsets work together, each equally valuable while having very diverse talents and abilities. What we have found so opposite to our own worldview presents itself as viable in another system of coordinates — .professional, lifestyle, etc

Socionics will show you true order and beauty in human diversity. You will be able to see the differences in the intellectual and physiological world, perceiving and manifesting in thoughts and behavior. It will open the door of opportunity to a higher level of communication: you will learn to seek and receive what you need from appropriate and able people while giving your authentic self to those who will appreciate your gift. This leads to a more effective and joyful information- energy exchange with your social environment; you will find more understanding, forgiveness, and productivity while experiencing fewer conflicts, unrealistic expectations, and futile fighting. This will give you more conscious .control over communication

In this book, you'll receive all the basics for understanding how to use socionics as a typology and as a practical tool. Encompassed in this one resource, you will find a system of the most tested socionic knowledge acquired by the Humanitarian Socionics School in Kiev, Ukraine, founded by Victor Gulenko, Ph.D. This book organizes different articles and unpublished materials representing the results of more than 25 years of Dr. .Gulenko's work: research, psychology practice, and writings

What is the difference between HSS and other schools of socionics? Socionics started as a cross between cybernetics and psychology. First of all, it was a mathematical approach to the human psyche where the theory of informational metabolism by Anthony Kempinski was crossed with Jungian types and developed into a system with clear interfunctional relations by Ausra Augustinaviciute. All of these early researchers believed the nature of socionical interaction also included an exchange of energy. Due to the materialistic fashion of post-Soviet education, many researchers chose to study the information exchange alone and rejected the idea that humans exchange energy with their external environment. Nevertheless, Dr. Gulenko has continued this research along with the energy component — the energy-information metabolism where types of behavior are characterized by the intensity and nature (quality) of energy exchange with the environment. The energy in socionics is quite tangible: some people are more energetic and active, while others can be rather laid

back, economizing on energy in their everyday lives. It seems the function of energy also has

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a quality aspect (not only quantity). Therefore, other schools continue to research how humans perceive and proceed with information (informational metabolism) while HSS highlights attention on human .(behavior and performance (*energy* metabolism

Today, Victor Gulenko is the creator of the most innovative- yet- practical, logical-while-not-overly-mathematical, alive and *ever- changing* systematic approach to socionics. His description of the socionic types is the best place to start learning this exciting theory. The system of DCNH subtypes (Dominant, Creative, Normalizing and Harmonizing) and many additional opposition markers are now widespread in the socionical scientific community and also belong to his authorship. You can find the full list of these markers, used to describe the types, at the end of the book in the section: “The System of Humanitarian Socionics: Keystones and ”.Definitions

A warning should be given in any socionics text: this is not the only system to explain everything! There is a tendency to allow socionics to consume your brain as you begin to see the various types in your environment. It is useful to keep in mind that there are other possible factors that work in addition to socionic intertype relations such as education and cultural level, age, social status, possible personality disorders (not as rare as you might think), and other psychological adaptations that are capable of skewing the otherwise predictable nature of intertype relations. Duality with a person who has a personality disorder will be difficult to understand by socionic means — socionics will fail to explain such cases. Also, socionics is not applicable to love. There are certain empirical tendencies in preferences of comfortable mates among

special intertype relations, of course, such as duality, activation, and social benefit relations, but the statistics in socionics are too young to present reliable research on this matter. Among romantic couples, you will meet all possible combinations. The same applies to friendship — we should be careful not to type people based on their friendship intertype preferences (yet, of course, you'll see some evident tendencies on this matter even in .(your own surroundings

A significant number of “bad” intertype relations become much better by distancing, limiting communication, or disruption by

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widening the circle of participants. You will be able to make the right decision consciously by first observing what's going on in any given situation: which types are involved, which functions clash, and what values are different. This is a mechanism that some people do unconsciously or just wisely — that's why we should never judge the types involved by what we perceive as their intertype relation. Raising this .question leads us to the topic of socionics' limitations

Of course, there are some scientific limits. Socionics is applicable only to energy and information specific to the human psyche — it doesn't cover all human manifestations. It is appropriate for values, compatibility for friendship, professional advice, and for predicting strengths and weaknesses in many typical behaviors, but it shouldn't be overestimated in universal human qualities and virtues and other aspects outside of .informational exchange or energetic representation

The most significant potential negative effect of this otherwise extremely useful tool is shadowing individuality. While studying socionics, you may begin to focus attention on common characteristics that gather people into their type. At the same time, you may begin to lose sight of the unique constellation of traits that make each person one-of-a-kind. These are exactly the qualities we appreciate in our friends or lovers — not the typical, but the individual. Nobody wants to be replaceable, but

socionics can foster the dangerous notion that we are. So please do not assign it more authority than it deserves. The best advice before delving into the world of socionics is to enjoy the knowledge, but don't forget .about its limits

Socionic research has been nurtured and sustained by enthusiastic people for many years, shaping it into a developed system of knowledge. Yet, it was unfortunately limited to the native language of its developers' readers until this day. You are now holding in your hands the main body of .socionic knowledge, which has been published in English for you

On an organizational note, if you come across any special socionic terms in the text, it is likely you can find the meaning in the book's last .section where terminology is explained

forward

FOREWORD

A modern man is seriously interested in psychological identification. It is the desire to find out who I am and what I am, that extends beyond all national, social, economic and other barriers. Responding to a request from society, the typology of K. G. Jung and its derivatives are spreading with the effect of a snowball. Moreover, in two of its different versions — Western MBTI and Eastern Socionics. Indeed, between these branches of the post-Jungian typology, there are significant differences in theory and practice, but I would like to emphasize the universal difficulties that stood in their way and, first of all, — the scatter of characters within the same personality type, which seriously complicates the diagnostics and .generates many disputes between different scientific schools

Yet at the end of the distant 80s, it became clear to us — practicing Kiev socionists — that within the type there are very substantial differences in the characteristics of its specific carriers. A completely logical conclusion has ripened: 16 types are only the initial system that needs to be improved. If you put two people next to each other with the same psychological type of the same sex and age, then in most cases it will be very difficult for you .to admit that they are psychologically identical

Therefore, I proposed my first rework — the separation of the type into two stable variants (subtypes) — initial and terminal. And

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since then, my idea that flat approaches in our case do not work and we need a multi-level system, at least a two-link system (genus — species .difference), and even better — a three-link system, has only strengthened

In this book, you will get an initial overview of the subtypes that stand out clearly within each of the sixteen types. Such knowledge is critical for

typology practitioners. Subtype features significantly affect both the choice of a field of activity and career, as well as close relationships between people. The typology continues to evolve, specifying the idea of a type that can significantly change in the course of its adaptation to solving various life problems, and I am unpleasantly surprised by those socionists who still deny everything that goes beyond the scope of Aushra's pioneering work, and who drag in extraneous techniques to describe intra-type differences

Observations of subtypes, and even more subtle differences — functional accentuations led me to the realization that the psyche is a multi-level system and it is unlikely to be described with a simple model. At different levels — functional and structural — laws are different. Type is just a rough frame around which a very complex building of our personality is being built. When we look from top to bottom, from the highest step of the communicative hierarchy — the informational one, — it seems to us that the psyche is almost completely set by the formed structure of the reception and processing of information. But as soon as we plunge into the real situation, we will immediately see a lot of atypical, — for example, when the logical type communicates emotions well from the stage, or when the extravert distances himself from people, instead of recharging from them

Does the whole system of types collapse because of this? No, it gets more complicated in the direction of taking into account the distance, duration and other conditions of communication that affect the functioning of the type. In the result of adaptation to the conditions of existence, we can see along with contact (bright, obvious) extraverts

there are also distant extraverts, which occupy an intermediate position, shifting to the introvert pole. Along with chaotic and spontaneous irrationals, their more ordered representatives appear. A similar tendency to mitigate extreme qualities is also revealed in rationals: over time, quite viable variants are formed that prefer to deviate more and more from .planned and systematic methods

Some do not like the fact that a large number of new categories appear in the typology and make it too complicated. However, there is nothing to worry about, experience shows that an ordinary person with sufficient training is able to distinguish even more than 64 units of typology. This is not a continuous strip of barely noticeable transitions, but a 16 x 4 system — each type in four versions. Moving to a new level of complexity, you will see that your efforts will pay off generously. The knowledge of the four subtypes is enough to predict the relationships and dynamics of .groups of three to four people

I want to express gratitude to all supporters of the Humanitarian Socionics School that I created for their interest and regular participation in our meetings and workshops. And most importantly — for the trust, they have shown me. Without their contribution, this work would not have .been released

.Victor Gulenko, Kiev, August 2019

INTRODUCTION

INTRODUCTION TO SOCIONICS

We've noticed that two old stereotypes dominate, overshadowing people's lives. The first is the destructive belief that every person should be exactly the same as others. Hence, the fear of being called a "black sheep" is born.

Who's counted how many people have fallen into the environment, alien to their socionic type by chance, or by their own lack of will, and cursed the day and hour they were born? They've tried with all their might to adapt to the type of thinking and behavior that flourishes in a given place while experiencing failure after failure. But here's the paradox: it never occurred to them that nature created them for other things entirely!

Such a race for a false leader or ideal does not just level the playing field; it multiplies greyness and breeds failure because people don't follow their own strengths doing this. True, adherence to a prestigious template is advantageous for the lucky ones who've correctly evaluated their abilities and took the right course in accordance with their sociotype. Against the backdrop of people who have not found themselves, they look superb. Imagine a person with a sensitive humanitarian type of personality among powerful managers who have an iron grip. The contrast, of course, is very striking, but nevertheless, it is a fact of life — for different reasons, people quite often try to succeed in activities alien to their nature.

The second unjustified stereotype is a belief rooted in the subconscious of many people, that absolutely anything can be changed. It is only

necessary to try. This extreme form of optimistic subjectivism is no better than the first tendency to leveling personality.

It would seem it has long been proven a person is a blank slate; a *tabula rasa* upon which you can write any text — from technical instructions to an elevated poem. It's time for us all to acknowledge that there is a natural skeleton of a person, inborn, which that person cannot change. All complex systems are specialized in the functions they perform. Humans are an example of this principle. There is a selection of information, thanks to which the information flow is perceived and processed deeply and qualitatively. Information contributions of each type are combined into “capital” of the whole society.

If these words seem convincing to you, we suggest you dive into the world of socionics. As a result of reading this book, you will be able to:

1. Accept yourself as you really are — a unique creation of nature, for which there necessarily exists a feasible and fascinating way of life. The book will present a simple idea: that your life's successes and failures are connected with the ability to intelligently organize the communicative environment around you. Moreover, it will tell you how to do it.

2. Make a true life plan for yourself. The fog of uncertainty will dissipate, and you will understand where your optimal scope of effort is. You will move towards your goal with confidence and ease. You will no longer be tormented by doubts about whether you are making progress or whether there is another way to go.

3. Look at the world with completely different eyes. This effect can be compared only with the pleasure experienced by a person who has seen the world in color after many years of black and white images.

4. Dissipate unnecessary problems and questions you've always struggled with. After mastering socionic typology, you will be

surprised that you didn't know about it before. You will become calmer and more far-sighted. You will stop worrying about pseudo-problems that you yourself created due to ignorance. Your surroundings will change for the better, and with it you, yourself.

Socionics is a new way to work with facts relating to people's behavior and the relationships that develop between them. Its advantages are objectivity and a systematic approach. This approach is your new, but I dare hope, capable assistant!

Socio-analysis has the ability to overcome the difficulties of socionic diagnostics. It is built on a system of interrelated parameters that repeatedly support each other from different sides thereby reducing the probability of error to a minimum.

In communicative processes, the exchange of information and energy between participants of the fascinating game of life leaves something consistent apart from casual and momentary interactions. These are trends that are masked by a random inclination. Still, the consistencies exist, just as inside any complicated object there is a core or a skeleton, even if it is not visible from the outside. These consistencies in random interactions are what socionics studies.

The next question that requires an answer: between whom or what is communication going on? Between people? Yes, but not just people. Between groups of people? Also yes, but also not just groups of people. Socionics is interested in communication between socionic types. Therefore, it is also called a socio-psychological typology.

The architecture of socionics' scientific structure is a collection of knowledge about external and internal manifestations of the human psyche. It is a system of many systems. What does that mean? First, socionics dissects the entire volume of the human psyche at a multitude of levels. With each new dissection, a new system of differential personality traits is built. So far only one section has been

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satisfactorily studied, namely, the one we call Jung's basis. Secondly, all the basis-sections are organized into a single ensemble, which is a synthesis of our knowledge of individual aspects of the human personality.

Thanks to socionics, it is possible to solve in detail the dilemma of individuality vs commonality. So personality, on the one hand, is undoubtedly unique: there are no two absolutely identical people. On the other hand, no one will deny there are many similarities in people that repeat themselves. It can be captured on different levels: the sociotype (the deepest core), subtype, and individual profile of accentuated functions, as in the following schematic:

Sociotype

All of these levels are accompanied by a variable **functional state**, in which a person adapts to the changing environmental conditions. The functional state can represent any function at the moment (and it is not necessary that this function takes a prominent place in this personality type model).

Let's look more precisely at how the psyche in Humanitarian Socionics is considered a volumetric system of layers stratified one upon another: the deep core, the middle layers, and the surface. ***The whole scope of the considered layers of the psyche in the HSS approach looks like this: sociotype, subtype, functional profile, functional state.*** The quality

PSYCHOLOGICAL TYPES: WHY ARE PEOPLE SO DIFFERENT?

and stability of these layers naturally varies from the deep core to the outer shell. The closer to the outer border, the more mobile the psyche is and the less energy it takes to transform it.

The actual sociotype is the deep nucleus. Its structure does not change during life (maximum stiffness and stability). The term of its existence is equal to the time of the existence of the psychic system itself. Thus, the socionic type is a constant of the psyche. To directly detect and open it, you need to apply the maximum load to the psyche.

Further, over the core lies the middle layer, which possesses not absolute but only relative stability. It is a variant of type, or subtype. Relative stability means the subtype can change, although this happens rarely and only under the influence of strong life shocks in those moments when the psyche is in a transitional state (for example, adolescence, a midlife crisis, etc.). In the case of the individual psyche, it is a question of a period of dozens of years. The variant of the type manifests itself primarily as a person's tendency to perform a certain role in a primary group.

Finally, the softest and most mobile psychic layer is formed from the outside — a functional profile, which is often an imprint of the current habitat of the type carrier. It exists for as long as a type carrier resides in it. The usual life of the profile is in the range of several years. The profile can be compared to patterns of behavior. For example, a military environment might make a person coarser; an all-women upbringing contributes to the formation of a profile with emotionality in a child, etc.

It is the multi-layered psyche that explains the difficulty of an unambiguous diagnosis of a type. With detailed and careful examination from a close distance, an obscure picture of amplified and weakened functions opens up to the observer, which resembles the imposition of two and sometimes more types.

In addition, one should not exclude current functional states. Their existence is often regarded as the fourth, shortest-living layer of the psyche. For example, when people collectively rejoice

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in a significant event, almost everyone finds themselves in the extraverted ethical state “E.” Thus, the functional state is short (for an individual, it lasts from several minutes to several hours) and completely situational. It can be imagined as a localized “splash” on the functional profile.

We recommend the following order of recording the psyche model from three parts (the current state is usually not recorded): type, subtype, strengthened functions.

The image of the self (a person’s idea of himself) usually focuses on the middle layers of the psyche and above (the level of the subtype and accentuated functions). Recognition of oneself in a pure (standard) type is given only to holistic individuals with adequate self-esteem. It must be remembered that real people can consciously or semi- consciously focus on several psychic layers at once — thinking one thing, saying another, and behaving in a third way.

It is equally difficult to explain what a type is like, both to people unfamiliar with socionics and to scientists because of their profession, which engages in classifications of various objects and phenomena. There is no doubt that a type is one of the highest degrees of such classification. Therefore, when you say a sociotype is a category of people united by a commonality of any external or internal traits, the opponents agree provided we remain at a substantially abstract level, not directly affecting our character qualities through comparison with others.

Narrowing down the definition, arguing that *the type is a composite of stable proportions of the human psyche*, many begin to disagree since they do not believe there is something unchanging in a person. The ignorant in typology generally do not admit that there are stable psychological types

of people, but scientists demand an objective criterion for distinguishing types. When they learn about Jungian bipolar scales, they unanimously assert these signs are not fixed and therefore there are no persistent types. While it's hard to argue with them, still, we will try.

why are people so different (2)

?PSYCHOLOGICAL TYPES'. WHY ARE PEOPLE SO DIFFERENT

It is necessary to emphasize that in socionics, the type of personality is understood as something different from that in psychology. This difference is so significant that it bears asserting that socionics has its own field of .study separate from psychology

What is this difference? The psychotype, as it is understood in differential psychology, is precisely the stable composite of the characterological qualities of a person. Undoubtedly, whether it is stable .psychologists will not unequivocally say

A sociotype is a constant that is an invariable part of any communicative system; its invisible infrastructure. Therefore, the .sociotype is ideal, but its manifestations in life are real and easy to detect

To complicate the development of the already-complex system of processing information which is the human psyche, nature uses only the path of individual hereditary transmission. The fact is, the more complex the system is, the more difficult it is to rebuild or reproduce it. Hence the need for a collective unconscious level, opened by Jung. It is there that the sociotype is localized as an ideal model for organizing the parts of a self- .developing system

Considering Jung's contribution, I would give the following definition of the sociotype: *a sociotype is a structure of the collective unconscious, which controls the interaction of physical, informational (intellectual), psychological, and social (mnemonic: PIPS) manifestations of personality.* This definition of type, in fact, implies within it the amount of potential energy of the individual, which can be realized on any of the four levels of .communicative space accessible to a person directly observing

All these are "traces" of the type. Indeed, each of us leaves our mark in life (books, products of labor, relationships, etc.); these traces will be half determined by the innate sociotypical properties of a person. The other

half of a person's achievements lies in one's upbringing, which correlates
.to how much one has mastered one's naturally-conditioned potential

pes' Scale Markers at Various Communicative Distances

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Types' Scale Markers at Various Communicative Distances

Communicative Space and Its Levels

The interaction of socionic types proceeds in a certain extended medium, which I will henceforth call *the communicative space*. This space is not homogeneous: its density is not the same in different places, so the information exchange of the same types in different places will have different intensities.

Suppose the communicative space is four-dimensional, as is physical space. By measuring space, I will understand the level of sustainable information exchange, which is separated from other similar levels by a potential barrier and the required energy to overcome barriers — that is, the effort required to move from level to level.

In order to understand at what level of space communication takes place, it is necessary to define two parameters: the communicative distance (the parameter of space's extent), and the communication density (the parameter of the “permeability” of space).

To build a model, I will use the binary principle that is customary for socionics — divided in half. Therefore, the communicative distance will take two values, close and distant. In terms of space permeability (density) for full-fledged information exchange, I will distinguish between communication on the one hand deep, and on the other, superficial.

Let's go into more detail on these poles. **Close distance** means communication takes place with close contact in regard to space. It is most typical for groups with a population of two to eight people. When interacting at a **distant distance**, the sociotypes are separated by a

significant distance, which is determined by social and cultural indicators of development. This distance between people usually occurs in communication groups of more than eight people.

Deep communication refers to a dense information exchange when almost all available information resources are involved in

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PSYCHOLOGICAL TYPES: WHY ARE PEOPLE SO DIFFERENT?

communication. There is a close interlacing of the lines of force of information fields, which indicates a high level of trust in the contact.

Superficial communication is when incomplete involvement in the exchange of available information resources occurs. The density of the information flow is much less than in the first case. The degree of trust is also low.

Since the complexity of communication depends to the same extent on both parameters, the information exchange between systems can be considered the product of the communicative distance to the communication density:

information exchange = distance x density

Information exchange takes discrete values indicating what is on one of the levels of the communicative space. In total there are four such positions:

	Superficial communication	Deep communication
Close	physical level	psychological level
Distant	social level	informational level

1. The first level of interaction in the communicative space is characterized by close distance, but superficial communication. It is referred to as physical because it is a dense, material-mediated contact of physical substrates (carriers) of information systems. At this level, natural human needs are met in food, housing, procreation, production, and consumption of tangible products.

2. The second level of interaction in the communicative space appears when the distance is close and communication is deep. It is called psychological because it primarily involves the exchange of confidential, personal information coming from the soul (from the Greek *psyche* — the soul). The psychological level assumes the most trusting relationships: at this level a person satisfies intimate and emotional needs in love, friendship, family, empathy, etc.

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3. The third level of interaction in the communicative space consists of the superficial communication at a far distance. It is known as social, as it is regulated by social norms, traditions, and rituals, legislation, state institutions, etc. This level of communication subordinates the individual to the interests of society. Therefore, it is of the most formal in nature. The object of social communication does not appear as a unique personality but as a representative of a social class or professional group. At this level, a person satisfies the needs for career, training, work, and respect.

4. At the fourth level of interaction in the communicative space, the distance is far but communication is deep. It is called the intellectual or informational level. At the same time, the memory and imagination of a person work intensively. Only at this level can you turn to the depths of your unconscious and extract information accumulated by generations of people who lived before you. At the informational level, people meet the

needs for actualization, the disclosure of their talents and abilities, creativity, knowledge, and self-improvement.

It is very important that the described levels are not stretched into a line, but rather form a circle. That is, they are connected by the relations of contiguity and opposition. The opposites are the physical and informational levels. This means they are to each other in relation to inverse proportionality: the more people live a physical life, the less they develop at the informational level, and vice versa.

In the same way, social and psychological levels exclude each other. It is impossible to simultaneously take care of an individual person (an individual approach) and a whole group of people (mass approach). In most cultures, society at large (macrosocium) encourages a person to sacrifice his personal life on the altar of his public (especially vocational) role, and the microsocium (for example, one's family), demands the opposite: that the loved one should spend

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more time at home. A proportion of 50-50 means a communicative crisis: the state of fluctuating weights is extremely painful because it makes choice very difficult.

Although communicative levels are cyclical, convenient, and can be technically represented as a vertical hierarchy, their subordination in communicative space has the following form: the lower step occupies the physical level, followed by the psychological level, then social, and finally, the highest level is informational.

Now let's apply the conceptual apparatus of socio-analysis to describe the manifestations of the sociotype on all four levels of the communicative space.

Jung distinguished four main foci of reality perception: Thinking, Feeling, Sensation, and Intuition, which, in combination with extraversion

and introversion, provide eight main psychological types (Jung also outlined some of the 16 types via the Auxiliary function, e.g. “practical intellect for instance paired with sensation,” which we call “LSE” and “speculative intellect breaking through with intuition” which we call “LII”). This model was first offered by Jung in his work on the psychology of individuation: *Psychological Types*. His theoretical constructs were coined in parallel with their practical verification. Second only in importance to extraversion/introversion (vertness), Jung emphasised another scale marker: rationality/ irrationality (this was later expanded upon in Humanitarian Socionics in its formulation of the socionic temperaments). So, the system of differentiation characteristics is a set of four dichotomous scales (that divide into two poles): logical/ethical, sensory/intuitive, extraverted/ introverted and rational/irrational. Combining these characteristics creates the following types.

Socionic types:

1. Logical Sensory Extravert (LSE) — the Administrator
2. Logical Intuitive Extravert (LIE) — the Entrepreneur
3. Logical Sensory Introvert (LSI) — the Inspector

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4. Logical Intuitive Introvert (LII) -
5. Ethical Sensory Extravert (ESE) -
6. Ethical Intuitive Extravert (EIE)
7. Ethical Sensory Introvert (ESI) —
8. Ethical Intuitive Introvert (Eli) -
9. Sensory Logical Extravert (SLE) -
10. Intuitive Logical Extravert (ILE)

- 11. Sensory Logical Introvert (SLI) -
- 12. Intuitive Logical Introvert (ILI) -
- 13. Sensory Ethical Extravert (SEE) -
- 14. Intuitive Ethical Extravert (IEE)
- 15. Sensory Ethical Introvert (SEI) -
- 16. Intuitive Ethical Introvert (IEI) -

| the Analyst

- the Enthusiast

- the Mentor the Guardian

| the Humanist

- the Marshall

- the Searcher the Craftsman • the Critic

- the Politician

- the Advisor the Mediator the Lyrist

Therefore, if we observe personality as a structural type, first, we need to show its place according to the four Jungian scales, and second, to determine the manifestations of all four features at different levels of the communicative space.

The first task is the subject of socionic diagnostics — identification of the personality's sociotype; the second demands the efforts of descriptive socionics. Let's look in more detail at the manifestations of all these scales on the four levels of communicative space.

Rationality/Irrationality Scale Markers

Physical Level

Rational types differ from the irrational in the constitution of the body. The bodies of rationals are usually tight and stiff; the figures of irrationals

are streamlined and smoothed. The posture of the first is straight and slender while the second is relaxed, without an internal core.

Rationals are people who are usually in good shape and ready to work. Relaxing requires considerable effort for rationals, while

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relaxation is a characteristic condition of irrationals. They require efforts to achieve the opposite goal — to tense up and do what is necessary. Thus, the rational operates uniformly and consistently, while the irrational is undulating, with activity and productivity coming in waves.

The motions of rationals are discrete, that is, linear, clearly separated from each other by micro-pauses (similar to *staccato* in music). The irrational moves smoothly, without sudden stops (similar to *legato*). The body is flexible, unfixed. In general, the irrational moves more naturally and fluidly, and the rational is mechanical and directed. The body of the rational is clamped in many places and doesn't bend easily.

Psychological Level

Rationals possess emotional stability — the ability to maintain a state for a long time, whether positive or negative. This property makes it easy to predict their emotional reactions. About them you can say: if the rational is your friend, they're truly a friend, but if an enemy, they're really an enemy. They depend little on their internal biorhythms. Their mood swings almost always have a “valid” external cause. They manage their status: despite a negative mood, they can force themselves to perform necessary work with proper quality, or on the contrary, despite a burning desire, to abandon what is so attractive to them.

Irrational types are emotionally unstable, characterized by the variability of their state: their mood can change several times a day. Therefore, their psychological reactions often look unmotivated to an outside observer.

Irrationals very much depend on the fluctuations of their biorhythms. Managing their state is always a difficult problem for them: when they are on the decline, energy leaves them and work is not carried out. They have to wait for an emotional rise to catch up. Because of this, the quality of work suffers, as does the schedule.

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Social Level

Socially, rationals are followers of one system and are not inclined to violate the rules of the game by which they play. They represent a basis of stability in any society, as they gravitate towards discipline and order and feel bad in a climate of chaos and uncontrollability.

Irrationals are rarely fanatics of anything. They quite easily refuse fixed ways and worldviews (though not necessarily obsolete ones!). They can afford to change the rules of the game during the game itself. For this reason, the irrational society is a society of uncontrolled changes, chaotically combining the most contradictory aspirations. Irrationals are undisciplined and anarchic in nature and cannot follow one direction for long.

The economy of a rational society has a generating character, since the release of complex goods requires long-term concentration and effort in one direction, as well as confidence in the future. Irrationals make the economy commercial, moving available goods from one place to another where their price is more expensive. Irrational production is always small-scale and handicraft (for complex products, stable ties and the forecast of long-term demand are needed).

The irrationals are the first who pick up new social trends, fashions, and passions; however, they are also the first who abandon them as boring. Without involving rationals at crucial stages, no serious, profound changes in social life would be possible. Rationals do not tend to change their employment, hobbies, and social positions in society, but if they do elect to switch, it will be for a long time. Irrationals, in contrast, are quickly carried away, are inclined to change their views and activities, and find that their interests don't last for long.

Informational Level

The mental (thought) process of these types is organized in the opposite way. Rationals are called judging types because they are inclined to discuss single topics consistently and in detail. They

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coherently express their thoughts, clearly build phrases, and consistent in their statements. However, they are insensitive to what is contrary to the main line of their reasoning.

Irrational types are called perceiving because they see the world as a whole picture. Facts or observations not connected by any rational cause-and-effect with the current topic are not dropped from their attention, but simply manifest themselves simultaneously and inseparably as a part of the whole picture. It is difficult for irrationals to argue for a long time, analyzing the same topic. Distracted by their associations, they lose the original threads of their reasoning.

Rationals communicate with others through speech and hearing, and with themselves, through visual representations. The speech of this type is always discrete (discontinuous): a phrase is divided into sentences, and sentences further into separate words. Rationals discuss everything; it's not enough for them to simply see. However, in their inner thoughts, they use little speech. To understand something for rationals is to present it visually on their internal screen.

Irrational intelligence is organized in the opposite way. Irrationals use very indicative internal speech, which they use to understand a problem. In external communication, words recede into the background: it is difficult for them to formulate their ideas with detailed phrases, but non-verbal means work well, especially visual. Irrationals effectively communicate

with each other by demonstrating and observing, touching, and responding to touch.

Logical/Ethical Scale Markers

Physical *Level*

Logical types live in an inanimate world of reason based on objective/subjective premises (the premises of the subjectively-focused logical introvert tend to be more subjective than those of the data-focused logical extravert who could be adamant that all swans are white

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until he sees a black one). The hallmark of the logical type is how “logical” their reasoning is based upon the fact or premise it rests on (the fact could be misrepresentative or the premise false). Logical does not necessarily mean 100% true: compare Ludwig von Mises who contradicts John Maynard Keynes. However, for all logical types, feelings are subordinate to reason. They will never voluntarily do what they think is wrong or illogical. The laws of nature and expediency are what motivate them. The impersonal, for logical types, is above the personal. The object, for logical types, is above the subject.

Ethical types are immersed entirely in the animated world of human relations. Their main adviser is the heart, not the mind, for them, the subject takes precedence over the object, the subject for them is above the object. Ethical types are anthropocentric — they are concerned with the state of mind of a person or a group of people and make decisions from this perspective. Their actions are explained more by subjective gravitation than by strict laws of efficiency. They seem to bring an animation or *joie de vivre* to the objects and places in their environments, from their cars to their homes.

In communication, ethical types are adept at isolating the subjective component from the general flow of information. For them it is often more important not what people say or do, but how they say or do it: what mood were they in? Were they burdened or encouraged? What intonations in speech prevailed? How did they gesture and look, etc.?

Logical types unconsciously sweep away the personal or sentimental component of information. The subjective nuances make it difficult for them to make a decision because they are unreliable, unclear, and ambiguous. Logical types rely on “bare facts” and estimates based on such premises. Smiles, gestures, the rhythm of breathing, the shine of the eyes, speaking about the feelings of another person, — anything subjective — does not serve as a basis for logical types to change their behavior.

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Psyche/Intelligence Level

Ethical sociotypes are psychologists by nature since they are more or less endowed with the gift of empathy — the ability to feel how another person feels. Kindness, sympathy, the desire for harmony of relations — all these are inalienable features of ethical types.

Ethical types constantly monitor the psychological atmosphere in a group, examine the subjective causes of quarrels and conflicts, fall in love, and feel disappointed. In a word they live full-blooded, sensual lives.

Logical types manifest themselves quite differently at the psychological level. It is as if they are separated from the inner world of other people by an invisible barrier. They are not given the ability to deeply immerse themselves in another person's mind or emotions. Their emotionality is superficial: feelings do not penetrate them deeply unless they are nourished from the outside. Correctness, criticality, and sober analysis prevail among logical types over the harmonizing principle. Usually, they will not adjust to their partner, even if they are very sympathetic to him or

her. When they do try to adjust, it is usually not an optimal adjustment due to lack of sophistication in this area. Many times the logical type can pick up that something is “wrong,” but they do not know what to do, e.g. how to show sympathy even when they are sympathetic.

The psychological atmosphere in the group has little effect on the productivity of a logical type. They will rarely volunteer to delve into the hidden world of feelings and attitudes, likes and dislikes. In communication, logical types ignore the psychological factor. They express feelings not so much by words and emotions, but more by actions and physical distance. Logical types have difficulty understanding their subjective, sensual attachments; they seek a more reliable confirmation.

Because of the inability to interpret subjective-personal information, logical types also have difficulty communicating in an informal circle of strangers. A logical type does not sense the

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appropriate distance necessary in communication. Therefore, psychologically, when there are no business entanglements, logical types are less sociable. It is not easy for them to orient themselves in the sea of subjective feelings, and the inner world of other people is of little interest to them. However, it is the same with their own feelings and inner world.

Ethical types easily sense with whom and at what distance to get closer to other individuals. Therefore, they are sociable, especially if there are people nearby who are inwardly sympathetic to them. Ethical types are pleased to participate in discussions about other people and make evaluations from an ethical point of view. Criteria of “good/bad” or “like/dislike” are used constantly by the ethical type. They always know what type of relationship they have with those around them. The inner world of another person is the most important focus of their attention.

Social Level

At the social level, the subjectivity of ethical types leads to a biased position, which has both positive and negative consequences. Defending the ideals of goodness and humanity, ethical types become skilled

spokespeople for the interests of various social groups. On the other hand, it is ethical types' ideas that lead to the emergence of national, ideological, and confessed prejudices in society.

Logical types, as unprejudiced types at their core, are the best leaders. They are able to soberly compare the different points of view with the actual state of affairs and create a balanced solution. The degree of their objectivity is determined by the completeness of the information at their disposal. The harmony of social life is based more on the logic of objective rulers than on the emotions of the leaders of the crowd.

In any team, there is a network of informal contacts, which is created and cultivated by ethical types. Sociometry, the method founded by Jacob L. Moreno, directs its efforts to the study of such processes. However, it is a profound misconception that in a socially

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healthy team everyone should sympathize with each other at the level of personal preferences. By selecting people using this method, you will create a “warm company” of ethical sociotypes that are not capable of doing what is necessary, but rather prefer to deepen interpersonal relationships.

Rolling from a social level to a purely psychological one is impeded by the logical members of the team. They form the part that is firmly oriented to the task for which the team was created. However, if we choose another extreme and create a team of only logical types, then the social level will also collapse: there will be no one to act as an emotional indicator of development, communication will become dry and boring, and ethical norms will be forgotten. Purely logical society is regulated by a hierarchical state that turns a person into a meaningless cog in the machine.

Intellectual Level

While processing information, logical types are completely independent in their evaluation and decision-making. They do not trust opinions from outside, especially from those they do not know. Logical types do not tend to take into account the subjective factors and seek to neutralize them in every possible way. Therefore, for logical types, there are no authorities and proven positions taken for granted.

Ethical types, in this respect, are very dependent on the opinions and assessments of surrounding people, especially those who are respected. Someone's subjective opinion, for ethical types, is just as weighty as the law of expediency for logical types. It is always important for ethical types to have their reasoning and conclusions confirmed by an authority in the relevant field and to refrain from conflict with generally accepted rules or standards. They respect the principle of succession.

When logical types relay important information, they always prove their opinion. Their reasons are, again, based on facts and

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objective conclusions, which they do not doubt. They analyze a problem comprehensively, working out all the pros and cons. Logical types are not inclined to offer simple solutions to tangled problems. The emotional reaction of the audience to their conclusions is of little interest to them.

Ethical types prefer not to prove their rightness but to attract by opinion the people in whom they are interested. Ethical types are strong in the conscious ability to please; they rely on the attitude of the deliberated issue of those who are not indifferent to them. Their thinking is always emotionally colored, whether they want it to be or not. Since ethical types make decisions for themselves, they always carry the imprint of personal

sympathies or antipathies. They constantly doubt the objectivity or validity of their conclusions.

Thus, ethical types prefer to solve animated problems tied to some human need and character. If a problem is objectively complex, they try to rely on the advice of people who are trustworthy in this area. If this is not the case, they either come to a standstill or offer simple, emotionally affected solutions.

Logical types choose to solve impersonal issues, dealing with all equally. In this area, they are confident and do not trust views from the outside. In complex ethical problems, they are lost and prefer to cut them off as a Gordian knot; that is, to solve the problem in simple ways. In the emotional-sensory sphere, they are as helpless as ethical types in the world of objectivity.

Extraversion/Introversion Scale Markers

Physical Level

The extraverted type gives out more energy and information than it accumulates. Therefore, the extravert spends, on average, more effort than it usually takes to achieve an average result. The extraverted style of behavior and work can be characterized as active, but costly.

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The introverted type accumulates more energy and information than it gives out. Therefore, the introvert usually makes less-than-average effort to achieve a fixed result. Naturally, to do the same amount of work as an extravert, the introvert will take more time. Consequently, the introverted style of behavior and work can be seen as passive, but economical.

Due to the fact that extraverts are inclined to do more than necessary, they need to be restrained or halted. The extravert's intensity of

information exchange makes them prolific, but shortlived, as they more often fail, become ill, overdose, or overestimate their chances at success.

Due to the fact that introverts are inclined to do as little as possible to achieve the optimal affect, they need to be pushed and activated. Restraint makes introverts economical hosts, carefully taking care of resources. Such a quiet style of existence protects them from extremes; as a result, the introvert bears less fruit, but lives longer. A stormy, intense life is not for the introvert, since there is no reserve of forces without which they do not think themselves.

Psychological Level

Extraverted people are directed outward; they are open people. Therefore, they strive for action and psychological activity. Without feedback from others, they lose orientation and cannot process information. For extraverts, it is easy to understand other people better than they understand themselves. They seem to be disconnected from themselves, evaluating themselves through other people.

Introverts are merged with themselves but separated by a clear boundary from the outside world. They can understand themselves much better than others. Introverts are able to live well without feedback from others because they are valuable to themselves. An introvert is better protected psychologically from intrusion from the outside than an extravert, but it is significantly more difficult for them to influence someone both in a positive or a negative way.

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Extraverts involuntarily seek to adapt others to themselves. They change people, “educate” them, impose their own rules of the game. However, it is very difficult for them to influence themselves. Therefore, for extraverts, the problem of self-improvement is more urgent than for

introverts. When extraverts turn inward, that is, try to introvert themselves, they encounter serious complications because they act against their natural attitude.

Introverts adapt themselves to others rather than try to actively change them in their own way. Introverts live according to the rule, «when in Rome, do as the Romans do,” so they do not psychologically interfere in the world of other people. Attempts to extravert themselves and to actively influence circumstances for the introvert are pernicious, leading to emotional distress, which is tantamount to destroying the inherent structure of the personality. Introverts are capable of self-improvement; they successfully work on personal growth. In this way, they solve the problems of personal independence.

I draw the reader’s attention to the mistaken interpretation of extraverts as sociable merrymakers and introverts as gloomy hermits. Such extremes in life are rare, and the task of socio-diagnostics is to determine the version and scale of a person. I recommend in difficult cases to be guided more by the extent to which a person stands out against the background of others. If an individual is particularly unsociable and demonstratively detached, this is convincing evidence of extroversion, since only extraverts are not afraid to openly oppose themselves to the rest. Introverts, on the contrary, seek not to stand out in either direction; a perfect segue to the next level.

Social Level

Extraverts in society are characterized by a widespread, expansive tendency. They are always more noticeable than introverts who have a greater impact on social development. Organizations led by extraverts grow, invade foreign territories, open more and more

branches, etc. An extravert, in most cases, prefers competition, seizure of development, and improvement of what is available.

Introverts expand poorly. Their tendency is to deepen and improve the existing. Introverts are utilizers, not conquerors. They prefer to avoid competition if possible. Foreign lands and spheres of influence are of little interest to them. It's always easier to negotiate with introverts than with extraverts. In the macrocosm, introverts are subtle. The organizations they head grow poorly but are constantly improving their internal structure and methods of work.

An extravert is threatened by "big business syndrome," as the famous Japanese entrepreneur Kazuma Tateishi pointed out, an ugly hypertrophied development of an organization's top echelon, accompanied by a loss of control over internal processes. The abundance of extravert types in the first phases of entrepreneurship is justified, but as far as conquering large markets, entrepreneurs of an introverted type are more urgently needed than ever, as they can hold small businesses in their hands.

Introverts may be threatened by closure within their own limits or insensitivity to new trends. An example of introverted management of society is Stalin's Iron Curtain policy, which for a long time excluded the Soviet empire from the international community. Introverts rely more on their own resources since they always have a reserve accumulated. The introverted tendency towards deepening and moderation leads to over-regulation in its absolutism, and cuts off all extraverted attempts to stand out and deviate from the norm.

Intellectual Level

Extraverts differ from introverts on an intellectual level primarily in their ability to process larger volumes of information. An extravert always thinks more broadly. At the same time, they consume more information; that is, their intellectual speed is higher than that of the introvert.

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Introverts think at a slower, more leisurely pace, as the speed of information exchange is lower. The cognitive interests of the introvert are always more local and limited, but introverts are more detailed in the study of information. Their information product, for this reason, is always prepared with greater quality.

In intellectual tests of general abilities, extraverts usually outdo introverts for the same reasons: the limited time for execution puts extraverts into a more advantageous position since their information exchange rate is higher. If tests were constructed in such a way that the tasks were more detailed and did not limit the time, the test results would be directly the opposite and introverts would have the higher IQ.

An extravert, according to the expansion trend of his cognitive interests, has a better chance of making a scientific revolution or becoming famous in history. The fact is the largest discoveries are always made at the intersection of information fields; the wider the range of interests of the individual, the more likely under all other equal conditions that they will discover new patterns. This applies not only to science but also to all areas of activity. If we compiled lists of great people whose ideas or discoveries quickly captured the world, without a doubt, most would be extraverts.

Introverts' thoughts and discoveries are less likely to reach expert status since they are more complicated than extraverts, and the author is not able to expand on them extensively. In addition, introverts, as narrow researchers, are less likely to invade border areas: their chances of discovering something unexpected are also diminishing.

As an example, the author of Jungian typology of personality was an introvert. Propagation of Jung's typology, despite its extreme utility, has been and is going on with difficulty. Extraverted raids on it are unsuccessful due to the fact it is very complex and incomprehensible even to specialist psychologists. This is evidenced by the fact that out of all the Jungian markers, they accepted only "introversion/ extroversion," and even then, with a narrowed interpretation.

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Sensation/Intuition Scale Markers

Physical Level

Sensory' types are endowed by nature with well-developed sense organs. They receive full information about a current situation, as they see, hear, and feel everything that is happening in a place and at a given time. As well as external receptors, perceiving external stimuli, sensory types have internal receptors that send signals about the condition of the internal organs of the body.

Organs of the senses of intuitive types work in a different mode: their sensitivity threshold is much higher, therefore they react to the stimulus with a certain delay. Due to this property, intuitives in particular are able to adapt to pain for a duration of time and not notice physical inconveniences. They seem to be separated from their bodies. Their sensory organs react not so much to what is actually happening as to what they think about it.

Sensory types have developed hands-on skills. They easily cope with specific day-to-day tasks that require concentration on the subject of work. If a sensory type gets an adequate financial reward, they will be satisfied with routine work, which excludes non-standard approaches. Because of this quality, sensory types are practical and well-adapted to everyday life, standing firmly with both feet on the ground.

Intuitive types lag behind sensory types in relation to sleight of hand. Routine, mundane work pushes them off course, as they can hardly concentrate on the real process of manipulating objects. In everyday life, intuitive types are impractical and poorly adapted to the struggle for survival. They prefer to be hands-on with only onetime operations or to make unique objects that are the fruit of their imagination.

Psychological Level

The psychological attachments of sensory types are closely related to their bodily needs, which they satisfy in the first place. Therefore,

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in informal relations, sensory types are pragmatists who choose comfort and material well being. Corporeity in most cases prevails over spiritual needs.

Intuitive types are the opposite. They are idealists who tend to put spiritual needs over material ones. In informal relations, they prefer elevation and novelty. They are not such proprietors as sensory types. Love and friendship with intuitive types has a touch of romance.

The form or material shell for sensory types is a priority. Therefore, it is very important to them how their partner looks: whether they are healthy or ill, young or old, attractive or not, what he or she is wearing, etc. The criterion of good relations for sensory types is the care of one's partner and the creation of comfortable conditions for its existence in the objective world.

Intuitive types value content above form, so only a moment of attention is paid to the appearance of a person. For them, it's internal abilities and growth potential that is important. The criterion of a good attitude for the intuitive type is not specifically caring, but the development of creative potential and the disclosure of the best aspects of a partner's personality.

Since the closest relationship between people manifests itself at the psychological level, it should be noted that both sides of love — sexual and platonic (physical and spiritual) — precisely corresponds to the markers of sensory and intuitive in a person. For sensory types, there is no full-fledged love without the physical possession of a partner, and for intuitive types, unacceptable sex would be that which is not inspired by a high and noble feeling.

Social Level

In society, sensory types focus on the past, on accumulated experience. Poorly foreseeing the future, sensory types live for today or to the nearest guaranteed prospect. By their own initiative, they will not seriously engage in anything fundamentally new that's not yet tested.

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In such cases, they prefer a friend or acquaintance first attempt the mysterious novelty, and then they will assess what came of that experience.

Intuitive types are oriented toward the future of society. The past only interests them for rethinking or developing a new view. Those who offer — and are the first to pick up all major innovations — are mostly intuitive types. They are not afraid to take risks, introducing something no one believes in at first glance. They shape the future of society, and not just small improvements, but large-scale changes that promise a radical revolution.

Sensory types can be compared with sprinters: they are effective only when covering short distances at high speed. If the goal is remote in time, they lose landmarks. Their long-term forecasts and plans should not be trusted, as they rarely catch vague, barely-emerging trends. Sensory types win here and now. If the situation is ambiguous and the goal is not immediately obvious and tangible, the sensory type will be defeated.

Intuitive types resemble long-distance runners. They are effective when facts are lacking, or when the task at hand is very confusing or unconventional. Intuitive types are good forecasters; they do not lose orientation in the fog, but often look beyond the horizon. Among them, the pioneers of society renowned for outpacing their time are found.

In the same way the sensory type feels confident in spacing, the intuitive type is confident managing the course of time. Intuitive types

provide a program of social transformation, while the sensory type performs it.

Intellectual Level

Intellectually, sensory types are people of exact thinking. They always proceed from the basis of fact — that which is fixed unequivocally. The generalizations that sensory types make are mostly inductive; that is, they are obtained by moving from details

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to the general. The research style of sensory types consists of the accumulation of a large amount of data with subsequent statistical processing.

Intuitive types think generally with abstract concepts. They need facts only as a way of reinforcing their hypotheses. Real theorists, capable of constructing concepts of previously unknown phenomena, are almost always intuitive. In the knowledge of the surrounding reality, intuitive types use the method of deduction perfectly, moving their thoughts from abstract to exact details. Intuitive types boldly put forward a hypothesis and then experimentally confirm or refute it.

Sensory types have a poor imagination. Their brains are too attached to the details of reality to allow themselves a bold breakthrough into an unknown, untenable experience. What sensory types come up with is a simple combination of already known elements. Their inventions are particular improvements of existing devices or theories.

Intuitive types are endowed with developed, creative imaginations. Intuitive inventions are a synthesis of the known with the unknown, a bright flash of thought, comprehending the essence of the phenomenon.

The degree of intuition does not depend on a person's personal experience, but on the specifics of the sphere of the application of effort. In such abstract areas as mathematics or music, the intuitive gift of creativity manifests itself at a very early age.

While discussing the markers of “sensing/intuitive” in human intelligence, one cannot help but touch on the problems of creativity. There are two fundamentally different types of creativity. The first area is art and science. Intuitive types dominate here, and sensory types cannot reach them. The second area encompasses folk art (songs and dances) and applied art (crafts), as well as sports. Sensory types prevail here, and intuitive breakthroughs are inappropriate.

The Methodology of Socionical Diagnostics

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The Methodology of Socionical Diagnostics

“Only what can be derived from direct observations on human beings, including their actions, should be considered a significant psychological feature.”

Karl Leonhard

Socionic Diagnosis Methods

Recognizing the personality type of a person is not straightforward due to many differences, even when acquainted with the basic techniques for socionic diagnosis. At present, socionists have an absence of more or less serious practices. Scientific methods — even basic laboratory facilities — cannot be used in diagnosis. There are no instruments, visual sensors, or physiological indicators that can be used to aid diagnosis. Therefore, I am mainly interested in the processes of measuring the person-to-person information- psychological channels — how people understand information, which corresponds to the basic functions of human perception — thinking (logic), sensation (sensing), imagination (intuition), emotions (ethics). An important note: remember, some psychological functions interfere with each other's work, intercepting each other's initiative. It follows that this section applies information rather than pure functions, and only situations with relative dominance of one of them.

1. Formalized Self-Assessment Tests These include assorted surveys, questionnaires, multiple choice quizzes, etc. They may be computerized, written, or processed via verbal interviews. Results are calculated on a score scale. The most suitable candidates for these are people with a

pronounced function preference for structural logic, «L». Reliability, unfortunately, is quite low because they have no real feedback from the respondent.

When filling out a questionnaire, or entering information on a computer, people often give what they think are socially acceptable

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answers. Or they simply resort to subjective self-perception and projections, rather than reflecting on the objective Socionic type.

In a clash between test questions, reality, and the nature of the person, the boxed-in test is far more likely to win. Determining sociotype using formal logical methods is only justified when using mass trials, for example, conducting opinion polls, as well as for purely educational purposes.

2. Observational Diagnosis

Analyzing appearance means looking at clothing, body structure, facial features, nature of the person, gestures, and movements. This is hindered by the fact that there is no determining correspondence between a person's appearance and their sociotype. It's notable that the same person can display contradictory combinations of empirically- derived features of two or even three sociotypes. Therefore, the focus should be not physiognomy and physical stature or dynamic signals, including but not limited to facial expressions, eye contact, gestures, or posture.

Diagnostics also focus on the observation of behavioral specifics. This is carried out during interviews requiring the subject to perform certain actions in certain situations. Making assessments during a special training, for example, is quite a promising trend in diagnostic services, though

unfortunately it is not well developed yet. The most recommended diagnosticians are those with enhanced sensory functions.

3. Projective Diagnosis

This class of diagnostic techniques also includes projective tests. The most common form would be using a stimulus such as inkblots (where a person derives an object such as a tree, people, unknown animals, etc. from an abstract mark on a card), as well as tests about color preferences. To interpret the tests, specialized skills are required, usually by intuitive diagnosticians who are able to separate the influence of situational factors from pure topological features.

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Developed intuition also requires a way to assess a person's insight or sudden inspiration. Some socionists defend this emphasis through a very vague and irrational method. It is almost entirely built on a great erudition and highly developed intuition over the "type image" (expectations about the sociotype). It is obvious that the degree of scientific nature of such a method is minimal.

4. Communicative Diagnosis

This type of diagnosis takes place during an interview with active discussions on everyday topics. The key to this method is not so much the content, via interview questions, as it is empathic contact. Not everyone can run it properly or ethically. Obviously, there are zealous advocates of the model-schematic; socionics is only marginally suitable for empathizing.

Could you create the usual psychological tests? To me, it seems they are useful tools to bring before conducting interviews. To diagnose actual

sociotypes with traditional psychometric tools, in any case, without serious parameters, is not necessary. Socionic practices seriously consider establishing a fundamentally different approach to psychometrics.

Analysis of psychological tests by some experts also leads them to the conclusion that a long-overdue correction of the entire psychodiagnostic system is needed. Finally, it is important to understand that testing is not only the questions being used, but the whole situation in general, including the identity of the diagnostician.

5. Complex Diagnosis

Complex diagnosis involves a combination of several techniques that complement each other; for example, an interview accompanied by observation or filling out a questionnaire with other testing instruments. The complexities of diagnosis can be best handled by a qualified diagnostician; they are more reliable compared to the untrained.

Until now, the Humanitarian Socionics School focused mainly on interview techniques and parallel observation of facial expressions,

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eyes, and body language. It's time to think about how to apply more objective tests, the results of which are expressed relatively instantly — within minutes or seconds. Though the present difficulties are currently with the instruments, technology, and above all, the limitation of resources, making the exercise far more difficult.

Below, we consider the most important aspect about this interesting and most common method of Socionics-diagnosis, which is like an interview with a special algorithm.

Interview Diagnosis Guidelines

1. Focusing The Candidate Towards Themselves

Doing this requires the ability to focus the person on themselves, demonstrating a sincere interest in their personality. An empathic position should be maintained throughout the entire interview.

An instructive tone from your part as an interviewer is unacceptable; a sense of authority changes the whole dynamic of the interaction. Taking an inferior position, through tone of voice or body language expressed in the desire to appease the respondent in any way or kowtowing to them is also unacceptable. The only appropriate approach is egalitarian: an affiliate position to the interviewee.

The success of the experience rests on establishing a relaxed environment: lively, nonjudgmental, relaxed body language, interested eye contact, faintly nodding your head, body focused on the person perhaps with a slight lean towards them, and a calm tone of voice. Signs of disapproval, of course, will be the opposite: cold, slightly narrowed eyes, fake smile, hands folded tight on your chest, frantically twisted legs, body turned back or to the side, an irritated tone of voice.

The success of the interview is often hindered by rushing, or conversely, a drudging slowness, leading either to fatigue or confusion about the conversation. The normal amount of time for an interview is about 25 to 30 minutes of continuous communication.

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Another factor hindering the interview is the desire to find correct responses. Respondents cannot help but feel a diagnostician is preconfigured, manifested in attempts to make the respondent fit some kind of model. In such circumstances, a respondent will unconsciously interfere with the free exchange of information.

2. Work On All Channels

An experienced diagnostician cleverly pays attention to the auditory, visual, and sensory channels of perception, which means listening and

watching while exploring objectively and empathizing with the subject. It is important to make sure you are not covering one side, but instead working on all sides. This method is performed when the diagnosis is coordinated via socionic principles with a group of two people. One focuses on verbal communication, asking questions and listening to the answers while the other's focus is on observing the respondent.

Many newcomers to the field, especially distant learners, have principles from schools of socionics that work strictly within the information paradigm whose focus is only the content of the respondent's words. The thinking there is primarily on which aspect to classify. My experience, however, confirms the well-known psychological fact that non-verbal signals carry much more information about people's personality features than the semantics of their word choices.

The recommendation is to pay particular attention to eye movements and facial expressions; learn how to discern them according to socionics. This can be learned in Humanitarian Socionics practical sessions.

3. Avoid Multiple-Choice Questions

Alternatively, use questions grammatically constructed with "either/ or" options. For example: are you a merry or serious person? Are you better at expressing your opinions or trying to be diplomatic? There are two common reactions to this question. First: "I may." and so, and so. Second: "it depends on the situation."

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Neither the first nor the second type of response gives the diagnostician any useful information. At the same time, the consequences of such issues can be negative. If cornered, the respondent may feel quite unpleasant. In the Humanitarian Socionics' framework, violating this rule is considered a serious flaw.

Even worse is when a diagnostician receives a vague answer and then starts actively insisting, forcing the respondent to make a choice anyway. Such behavior is unacceptable. In such situations, if you think there is any necessary reason for the question, break it down into two separate questions and ask them in turn. For example: are you often merry? Then, do you generally experience melancholy?

Years of practice testing have produced sufficient evidence that people find it difficult to fit into one static type. Yet, still, my idea is to consider an individual as a complex system of type, subtype and accentuated features (the starting point, obviously being the base type).

4. Clarify The Respondent's Answers The necessity of this rule stems from polysemic words in everyday language, which are capable of having multiple meanings. The indicated meaning depends on the context behind the statements and the experience of the respondent.

Here are some examples:

— *I'm probably an impractical person.*

— *In what ways are you impractical? Perhaps are you uneconomical in spending? Do you fail to get business? Do you lack penetrative qualities?*

— *I prefer to live for today.*

— *What does this mean? Do you not plan your actions? Do you give into the mood of the moment? Do you avoid things without quick returns?*

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— *I think that I have a well-developed intuition.*

— *And how do you understand intuition?*

— I quickly orientate towards a situation. When there is no time to think, I make a decision purely intuitively.

The last example shows that the respondent had in mind an everyday notion of intuition, which has little to do with intuition as a diagnostic feature of sociotypes. Commonly, intuition is understood as any spontaneous, unplanned action, while socionical intuition is this perception of the world with abstract and speculative imagery.

5. Monitor Emotional Reactions

Upon being met with spontaneous emotional responses during the conversation, first determine whether the question at hand has been understood and accepted by the respondent. If the question has not been well *received*, then quickly reformulate it, or even abandon it. Such constant clarification of feedback is necessary during communication with the respondent, as exposure to certain distortions, gradually accumulating, would ruin all your efforts to persuade the person.

Sometimes you may have serious doubts about the sincerity of the respondent. How do you determine whether they are truthful? Interview' questions do not incorporate scales of truth, but the interviewer is acutely aware of attempts to mislead him. On an incomplete persona, and sometimes outright lies, you can point out the following features of their behavior:

- Acts of behavioral discrepancy in a situation, particularly demonstrating exaggerated friendliness: smiling when the situation is not conducive to this;
- Attempts to impose unsolicited help or give unexpected service;
- Heightened awareness of little things (meaningless details);
- Displays of anger, perturbed by insignificant matters;

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— Selective inattention or forgetfulness;

— Sudden changes in behavior: from serenity to exhilaration, from an active interest in the subject of conversation to apathy, from apparent haste to contentedness with waiting, etc.;

— Inner anxiety, which is evidenced by a sharp redness or paleness of the face.

6. Do Not Introduce Complex, Far-Fetched Questions

Such questions stimulate the imagination and emotions of the respondent instead of drawing their attention to reactions in habitual life. Look at a few examples of such errors:

— *What decisions would you make if you were president?*

Better to say:

Have you been a boss before? Talk about yourself as a leader. Or perhaps, what are your methods of leadership?

— *You are stranded on a desert island. What would you do first in order to survive?*

Better as:

Have you ever been camping? How did you navigate the environment?

Other examples of far-fetched questions are: Imagine you have found a masterpiece of art (weapons, valuable documents, etc.). What would you do with it? This must be restated, for example as: Have you ever been in a situation facing a difficult moral choice, when there is a feeling of struggling with a burden? Talk about how you handled the situation and the decisions you made. Were you successful? How did you feel during this?

Further insignificant information and useless questions: How would you spend a million dollars if given to you? Would you like to fly into space?

How do you imagine the ideal teacher? Which political party would you choose? And so on. These questions usually take

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away a lot of precious time and mental energy, and the diagnostic gains are negligible.

7. Avoid Matters of Taste

Questions about favorite books, films, music, or other media are only suitable for breaking the ice, settling the person in, and nothing more. They bear almost no significance on the individual's sociotype, being purely individual characteristics central to the person, and have nothing to do with the objective sociotype.

We must not forget that we live in a mass media society with the aid of what is quite accurately called "mass brainwashing" — the strong influence on various stereotypical fashion choices, artificially created idols, pandering to lowbrow crowd tastes that embrace the lowest common denominator. Above all, this concerns youth subcultures.

Tastes are not bad at reflecting a person's intellectual-spiritual level of development, but they don't work for evaluating the sociological structure of their psyche. Musical and literary preferences in people change significantly over time. The choice of authors or performers is often explained through the psychotherapeutic effects of artwork, helping to deal with or compensate for an undesirable psychological condition.

8. Analyze The Results, As Well As The Course of Each Interview

Any more or less interesting interview must be analyzed without delay. It is very desirable to obtain responses and detailed assessments from other specialists. Their critical attitude will contribute to greater objectivity of the result and timely correction of individual interviewing

tactics. It is most interesting and very helpful to record the interview on video and then view and listen to it together with socionic colleagues.

Making regular diagnoses and comparing the results with the findings of a more experienced practitioner of socio-analysis allows priceless morsels of experience to be gained, which leads to a natural increment of qualification.

interview strategies

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Was it suggested by your parents? How long have you been engaged with this and did you deliberately seek this type of activity? Is your
?profession linked to the academic subjects you were good at

Do you like your job? What about it, specifically, do you like? If you
?were able to change (work), what would you like to do instead

Have you managed people before? How many people were under your
?leadership? Describe your leadership style. How challenging was it

Hobbies and Leisure Time .2

How do you relax? Do you have a lot of hobbies? What kind? How do
?you manage to find time for such a wide range of hobbies

Are you interested in art? How, exactly? What about art (be it music, theatre, painting, literature, etc.) is appealing to you? How do you judge a
?.work of art, film, play, painting, etc

Do you play sports? What kind? (It is important to make a distinction between power-based and speed-based sports.) What are your sporting achievements? Why did you choose these kinds of sports? Do you like to play on a team? What position did you play on the field (striker, defender,
?(.goalkeeper, etc

Do you have a cottage or private land? Have you ever worked the land? How did you feel about it? Have you ever spent time outdoors? While
?alone, with family, or in pleasant company

Behavior In Everyday Life .3

Do you have your own apartment or room? Is it furnished? In what way? Why do you prefer this style? Do you find it comfortable? How much furniture is in it? Is the floor carpeted? If you had extra money, what
?would you change in your room

How often do you clean? How do you do the cleaning? Describe the process: is it important for you to lay things in strictly-designated areas? Do you prefer a loose ordering of things? When you get home, do you
?immediately hang clothes in their place

Do you love to cook? Which dishes? Do you enjoy doing this on a daily basis? Do you help your family? How are responsibilities

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assigned in your family? Why that way? Are you happy with this
?arrangement

Do you like receiving visitors? How do you organize meetings? How many friends do you have? How did you come to know them? Do you contact them frequently? How do you behave around unfamiliar company? Do you immediately start a conversation, or instead look around for a
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When your friends have falling-outs, what do you do? Have you ever argued while waiting in line? How do you behave when startled? Are you
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Imagine you are the boss and you have a careless subordinate; how do
?you deal with them? And what if they still refuse to submit

Is reprimanding difficult for you? How do you do it? Have you ever
?dismissed a worker? Tell us how it happened

After a series of three or four questions, as a rule, there is already enough information for formulating two working hypotheses. It is helpful that experience has shown a person, in many cases, can be seen in two types: one of them is the base (structural) sociotype, and the second is a

type function visible due to the strengthening of a function in the base
.type

Follow-up questions should provide certainty — that is, separating the first type, which is considered the core, from the enhanced function (it can be either), which is considered secondary, though no less important of the
.characteristics of the person

Your actions at this place in the interview can be twofold. First, you can continue not to resort to Jung's scales of differentiating types within the dyad. Most often, for these purposes, I use dichotomies: involution/evolution (left/right) and static/dynamic. Second, you can move on to the type as a whole. For this, it is necessary to be familiar with the
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types. The purely structural characteristics built on Model A are
.unsuitable for this purpose

Summarizing the general algorithm for an interview is presented as a sequence of four steps. At the end of the interview, it is highly recommended to satisfy the respondent's curiosity and share with them in a few minutes the results. To do this, we must be able to concisely
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.respondent, and thereby creating a negative image of socionics

Explanation of Data

Decipher the responses using a hierarchical model within diagnosis methods. In many respects, this is similar to Hans Eysenck's famous theory that considered the maximum categories for the generic type's properties. The properties of the so-called "super-trait" that manifest through a series of traits in a specific order consist in turn of usual reactions.

Socionics hierarchical signs are as follows. At the top of the hierarchy are pure signs, which are revealed at the four levels of communication: physical, intellectual, psychological and social. In the middle of the hierarchy are moderate attributes. Each feature is revealed quite specifically through a series of habitual behavioral reactions in people and through the set of questions.

There are great difficulties in studying behavioral responses as they are closely related to social stereotypes, observable in everyone. The actions of these stereotypes distort the actual inner nature of the individual as people contort themselves to fit what is seen as socially desirable.

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It is known that the traits of rationality and extroversion are considered positive qualities in Western society, while the opposing traits of irrationality and introversion are negative. Logic and ethics are most associated with the idea of traditionally masculine and feminine qualities. Sensory and intuitive demands are in paramount competition. A judgment call must be made to compensate, which is why it is tempting to adopt the tried and tested specifically for the sake of reliability.

That is why with controversial and unclear cases, you need to keep track of non-verbal human responses — subtle expressions on the face or other spontaneous reactions that are difficult for the respondent to control. In cases with considerable difficulties where reliable information is hard to come by, compare the diagnostic findings with observations and assessments by independent sources.

Type Identifications

As said above, the use of formal questionnaires to engage in socionical diagnostics is not reliable because it is one-sided and offers no feedback. However, it does give way to at least an approximate understanding of one's type. The reliability of such questionnaires is around 50%. That means half of the readers will detect their type wrong, but they are accurate enough to estimate your psychological structure. The reliability of such questionnaires is not higher than 50 percent; that is, no less than half of readers determine their type by questionnaires incorrectly. It should be taken into account that the accuracy of the questionnaire method is practically independent of the number of questions asked in writing. Therefore, the tests given here as examples are small in volume. However, they are quite enough to experience all the shortcomings of the rigid logical approach. Nevertheless, the questions can provide a rough estimate .of one's psychological structure

By the way, you can use these questions during the interview method .described above

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If after diagnosis, the person is annoyed or disappointed, then you've failed, even if you were able to determine their type. If it resulted in them liking you, count yourself lucky. This is the principle of Humanitarian Socionics. Unfortunately, at present, the likelihood is meeting an uncompromising and aggressive school, imposing some type on a .respondent, and thereby creating a negative image of socionics

Explanation of Data

Decipher the responses using a hierarchical model within diagnosis methods. In many respects, this is similar to Hans Eysenck's famous theory that considered the maximum categories for the generic type's properties. The properties of the so-called "super-trait" that manifest through a series of traits in a specific order consist in turn of usual .reactions

Socionics hierarchical signs are as follows. At the top of the hierarchy are pure signs, which are revealed at the four levels of communication: physical, intellectual, psychological and social. In the middle of the hierarchy are moderate attributes. Each feature is revealed quite specifically through a series of habitual behavioral reactions in people and .through the set of questions

There are great difficulties in studying behavioral responses as they are closely related to social stereotypes, observable in everyone. The actions of these stereotypes distort the actual inner nature of the individual as .people contort themselves to fit what is seen as socially desirable

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It is known that the traits of rationality and extroversion are considered positive qualities in Western society, while the opposing traits of irrationality and introversion are negative. Logic and ethics are most associated with the idea of traditionally masculine and feminine qualities. Sensory and intuitive demands are in paramount competition. A judgment call must be made to compensate, which is why it is tempting to adopt the .tried and tested specifically for the sake of reliability

That is why with controversial and unclear cases, you need to keep track of non-verbal human responses — subtle expressions on the face or other spontaneous reactions that are difficult for the respondent to control. In cases with considerable difficulties where reliable information is hard to come by, compare the diagnostic findings with observations and .assessments by independent sources

Type Identifications

As said above, the use of formal questionnaires to engage in sociological diagnostics is not reliable because it is one-sided and offers no feedback. However, it does give way to at least an approximate understanding of one's type. The reliability of such questionnaires is around 50%. That means half of the readers will detect their type wrong, but they are accurate enough to estimate your psychological structure. The reliability of such questionnaires is not higher than 50 percent; that is, no less than half of readers determine their type by questionnaires incorrectly. It should be taken into account that the accuracy of the questionnaire method is practically independent of the number of questions asked in writing. Therefore, the tests given here as examples are small in volume. However, they are quite enough to experience all the shortcomings of the rigid logical approach. Nevertheless, the questions can provide a rough estimate .of one's psychological structure

By the way, you can use these questions during the interview method .described above

Type Identification N°

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Type Identification N° I

In each pair of statements, choose only one with which you agree more. If in doubt, ask people who have known you for a long time.

01. I consume more energy than I save.
02. I save energy more easily than I spend it.
03. Often I regret excessive activity.
04. Often I regret a lack of activity.
05. Contacts with strangers do not bother me.
06. Contacts with strangers require effort.
07. I am an open person.
08. I cannot be fully open.
09. My activity grows in breadth.
10. My activity tends to go deep rather than expand.
11. I undertake more and more new projects.
12. I constantly limit the range of my projects.
13. I judge better than perceive.
14. I perceive better than judge.
15. I'm consistent and reliable, but not flexible enough.
16. I'm flexible and changeable, but lack consistency.
17. It is better if I think in advance.
18. It is better if I act on a situation.
19. I calm down only when everything is organized.

20. I cannot live without a constant change of impressions.

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21. For me, it is easier to concentrate than relax.

22. For me, it's easier to relax than to concentrate.

23. I have a balanced and stable capacity for work.

24. I live in rhythmic ups and downs.

25. I get a tangible result today.

26. I postpone new requests for tomorrow.

27. I'm more of a practitioner than an experimenter.

28. I'm more of an experimenter than a practitioner.

29. I successfully do what is well tried and reliable.

30. I'm effective in unusual, incomprehensible situations.

31. I accomplish more than I conceive.

32. I conceive more than accomplish.

33. If nothing is clear, I actively collect information.

34. If nothing is clear, I rely on my intuition.

35. With my practicality, I will be alright anywhere.

36. My impracticability bothers my loved ones.

37. Emotions never touch me deeply.

38. I am a person of feelings and impressions.

39. Others appreciate me for my logic.

40. Others appreciate my humanity.

41. I rely on criteria and calculations in everything.

42. I have subtle feelings of attitude and sympathy.

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43. I think with restraint.

44. I respond emotionally.

45. I live more with my mind than with my heart.

46. I live more with my heart than with my mind.

47. I am more willing to analyze and organize.

48. I am more willing to communicate with close people.

Now, count on which marker between each of the following pairs you have more positive answers:

extroversion — 01, 03, 05, 07, 09,11 introversion — 02, 04, 06, 08,10,12

rationality — 13,15,17,19, 21, 23 irrationality — 14,16,18, 20, 22, 24

sensation - 25, 27, 29, 31, 33, 35 intuition — 26, 28, 30, 32, 34, 36

logic - 37, 39, 41, 43, 45, 47 ethics — 38, 40, 42, 44, 46, 48

Type Identification *NQ 2*

In each pair of statements, choose only one — the one with which you agree more:

Section I

01. It is better if I think in advance.

02. It is better if I act on a situation.

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- 03. I'm consistent and reliable, but not flexible.
- 04. I'm flexible and changeable, but lack consistency.
- 05. I calm down only when everything is established.
- 06. I cannot live without a constant change of impressions.
- 07. I have a stable capacity for work.
- 08. I live in rhythmic ups and downs.
- 09. My mood, if nobody spoils it, will be stable.
- 10. My mood is unstable.
- 11. Norms and obligations organize my work.
- 12. Freedom from obligations is vitally important for me.
- 13. I can hardly change my decision if it is justified.
- 14. I easily refuse a decision if conditions have changed.
- 15. I'm constantly tense somewhat more than necessary.
- 16. I'm constantly relaxed somewhat more than necessary.
- 17. I explain better than notice.
- 18. I notice better than explain.
- 19. I do not tolerate sharp, unforeseen turns.
- 20. Unexpected change of my plans is usual for me.
- 21. I easily adhere to a solid schedule.
- 22. I cannot do one thing for a long time, even if I need to.
- 23. My efforts are distributed evenly.

24. First I start, and then I make up for lost time.

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25. Others consider me consistent.

26. Others consider me flexible.

27. I do not start something new until I've finished the previous task.

28. Usually, I start several projects at once.

29. A bad mood has little impact on my productivity.

30. I'm strongly dependent on my internal biorhythms.

31. I am a person of duty and discipline.

32. Changes in my mood are not clear to those around me.

33. I judge better than I perceive.

34. I perceive better than judge.

35. I do not feel well when there is confusion around me.

36. I quietly maneuver between opposites.

Affirmative answers to the even-numbered assertions of Section I indicate a predominance of irrationality, while odd-numbered answers indicate rationality.

Section II

37. I make contacts easier than break them up.

38. I expect others to initiate or establish contacts.

39. I have a very broad soul.

40. I cannot bring myself to reveal myself.

- 41. The scope of my activities is growing freely.
- 42. My activities are directed in depth, not in breadth.

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- 43. I start up more and more projects.
- 44. I limit the scope of duties when possible.
- 45. I spend energy without hesitation.
- 46. It's easy for me to save energy.
- 47. I am pleased to tell or show.
- 48. I feel more confident when I listen or watch.
- 49. I am an open person.
- 50. I am a reserved person.
- 51. My activities expand in breadth.
- 52. I do not expand until I master what I've acquired.
- 53. I work confidently when I initiate contacts.
- 54. I work confidently when there are fewer contacts.
- 55. I use information more than I save.
- 56. I save information more than I use.
- 57. I solve external problems faster than internal ones.
- 58. I solve internal problems faster than external ones.
- 59. I completely forget myself in my workflow.
- 60. I can stop quickly, even when highly interested.
- 61. I am more around myself than in myself.

62. I am more in myself than around myself.

63. I give more energy than I save.

64. I save more energy than I give.

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65. It is easier for me to understand others than myself.

66. I understand my motives more easily than the actions of others.

67. I spend more energy than I accumulate.

68. I save more energy than I waste.

69. Contacts with strangers do not bother me.

70. Contacts with strangers require effort.

71. Often I regret excessive activity.

72. Often I regret underdeveloped activity.

Choices of mostly even-numbered statements in Section II indicate the predominance of introversion, and the odd statements, extraversion.

Section III

73. If necessary, I take (physical) care of myself easily.

74. I take care of myself with great reluctance.

75. I use what I have skillfully.

76. I imagine more than I have in reality.

77. With my practicality, I will not die anywhere.

78. My impracticality bothers my loved ones.

79. I am more successful in doing what is proven and reliable.

80. I'm more effective in unusual, incomprehensible situations.

81. I get the tangible result today.

82. I postpone daily requests for tomorrow.

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83. I trust acquired experience, not intuition.

84. I rely on my assumptions and guesses.

85. My practical skills are stronger than my imagination.

86. My imagination is stronger than my practical skills.

87. I feel my body; I stand firmly on my feet.

88. Plunging into my world, I can forget about the most urgent physical needs.

89. I am a precise and realistic person.

90. Ideas and original assumptions are my areas.

91. I proceed from an actual state of affairs.

92. I proceed from possibilities and prospects.

93. I get more joy from physical activity.

94. I receive more joy from a sudden idea.

95. I do more than I create.

96. I think more than I do.

97. I notice everything that happens around me.

98. I see only what I attach importance to.

99. My offers are reliable.

- 100. My proposals are unusual.
- 101. I see better ways of achieving a goal.
- 102. I see a goal better than the ways to achieve it.
- 103. If nothing is clear, I actively collect information.
- 104. If nothing is clear, I rely on my intuition.

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- 105. When I discuss, I state everything unchanged.
- 106. When I discuss, I think up interesting details.
- 107. I am more of an operator than an experimenter.
- 108. I am more of an experimenter than a user.

Choices of predominantly even-numbered statements in Section III indicate a predominance of intuition, and odd-numbered choices indicate a predominance of sensation.

Section IV

- 109. My behavior is unemotional.
- 110. I experience feelings deeply.
- 111. My prudence is appreciated more than feelings.
- 112. My humanity is valued more than reasoning.
- 113. I rely on criteria and calculations.
- 114. I feel good attitudes and sympathies.
- 115. I thank people with restraint.

- 116. I respond emotionally.
- 117. I am moved by necessity, and then sympathy.
- 118. I am moved by sympathy, and then necessity.
- 119. I live more by reason than by heart.
- 120. I live more with my heart than with my mind.
- 121. I pay more attention to validity and usefulness.
- 122. I pay more attention to good and evil.

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- 123. The coldness of people does not bother me.
- 124. I worry if nearby people show coldness.
- 125. I have a low amount of emotions in my voice.
- 126. There are many shades in my voice.
- 127. I react more to the content of the conversation.
- 128. I'm very responsive to the intonation of the speaker.
- 129. I'd rather express my thoughts than convey my mood.
- 130. I'd rather convey my mood than lay out my thoughts.
- 131. It is better to prove than to persuade.
- 132. It is better to persuade than to prove.
- 133. I react sharply to absurdity and irrationality.
- 134. I am sensitive to rudeness and ingratitude.
- 135. I choose friends more by their reliability than by my sympathy.
- 136. I choose friends more by my sympathy than their reliability.

- 137. Emotions do not affect me deeply.
- 138. Feelings and impressions accompany my actions.
- 139. I am pleased to analyze and order.
- 140. I am pleased to communicate with good people.
- 141. I begin with an analysis of a situation.
- 142. I begin by establishing a good relationship.
- 143. I gain more respect using competence and intelligence.
- 144. I attract people more by humanity and sympathy.

role functions

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Choices of predominantly odd-numbered statements in Section *TV*
.indicate a predominance of logical, and even, of an ethical pole

Role Functions

Having carried out an elementary socio-diagnostic during the training questionnaire, you have been faced with the problem of choosing between two alternatives — determining one's fundamental nature, which reflects the process of compensating for the one-sidedness of the type inherent in us by nature. The more a person leans in one direction, the more he accumulates in the subconscious the energy of the opposite property. There necessarily comes a moment when there is a discharge, and a person
.breaks off, suddenly demonstrating the opposite style of his behavior

More commonly, a person “releases steam” step by step without increasing the tension leading to the breakdown. In socio-analysis, this phenomenon is called role behavior or role function. Role masks make it extremely difficult to diagnose types. If you decide to try your hand at determining the socionic type of your friends and acquaintances, you must master the characteristics of the external manifestation of role functions in
.different types

Irrational intuitive extraverts — the Searcher and the Advisor .1

These types like to demonstrate the function F (power sensing) in society, showing initiative, determination, and mobilization. Moreover, the Searcher's F manifestations are more defensive in nature, and the
.Advisor's more attacking

Irrational sensory extraverts — the Marshall and the Politician .2

Their pragmatic, concrete-material orientation is compensated by the role of an erudite; abroad-minded person endowed with an uncommon
fantasy who is able to make intuitive decisions. They demonstrate the

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function I (opportunities and intuition). While the Politician tries to penetrate and understand himself through his intuition, the Marshall tries .to evaluate other people

Rational ethical extraverts — the Enthusiast and the Mentor .3

These types try to balance their emotions with business logic. They demonstrate the function P (extraverted and pragmatic logic). That is, they tend to show technological skills and entrepreneurial spirit, business calculation, and physical activity. The difference between them is a different color of activity. Enthusiasts express themselves through a desire to introduce advanced technologies to help other people in new endeavors. Mentors, on the contrary, struggle against disorder and maintain their own .households at a sufficient level

Rational logical extraverts — the Entrepreneur and the .4 Administrator

These sociotypes try to balance their pragmatism and business orientation with different manifestations of emotions (function E). However, the characteristic of the role's emotionality is the opposite. If the Entrepreneur willingly demonstrates positive emotions, jokes, and optimism, the Administrator is a much greater pessimist, where emotions .are dramatic and irritable

Irrational intuitive introverts — the Lyrist and the Critic .5

These two types are naturally endowed with a sensitivity to changes in time, a philosophical worldview. Their abstract-intuitive states produce the role of a person who senses the objective world and knows how to find a convenient place in it (role function S). However, they have a different adaptation to the environment. Critics show assimilation (conformity), being a gourmet, and the ability to be content with what they have. The Lyrist, on the contrary, contradicts the environment, showing his ability to .look good and feel healthy despite the difficulties

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Irrational sensory introverts — the Craftsman and the Mediator .6

These types are involved in the objective world, living with concrete sensations. They compensate for their sensing infatuation with idealistic philosophizing connected with the movement of time (role function T). The difference between them lies in how they interpret inevitable changes. For the Craftsman, all good things are left in the past, and the future is painted in a pessimistic tone. For the Mediator, the past is where failures .are left, and the future brings positive changes

Irrational ethical introverts — the Guardian and the Humanist .7

Being internally emotional people, deeply experiencing human relationships, these types demonstrate external impassivity and objectivity. However, in this role, the opposite sign, logic (function L), is also clearly distinguishable. The Guardian, who is an individualist by nature, demonstrates a rejection of deviations and insists on observing a single logical scheme that is fair for all. The Humanist, although a collectivist, nevertheless defends human rights to their own logic, .individuality, and disobedience to one scheme

Rational logical introverts — the Analyst and the Inspector .8

These types balance their natural commitment to structure and logic with the demonstration of relationships to surrounding people. Moreover, the manifestations of relational ethics (function R) are differently colored in them. The Analyst demonstrates alienation, a distant psychological distance and a negative attitude. The Inspector though, is strict and intolerant of illogic manifested by people. The Inspector plays out involvement, maintains a close distance, and has a good attitude towards .everybody

1 intuitive logical extrovert ile the searcher

16 SOCIONIC TYPES

I. Intuitive Logical Extravert (ILE):

The Searcher

Curious, searching, inventive, **while** dispersing

General Description

ILE is adept at seeing distant prospects, always having numerous ideas and new projects. He is indiscriminately interested in everything in hopes of finding something unique. He depreciates past achievements and works on what is of interest to him, even if it doesn't guarantee any real returns.

ILE is rather scattered and inattentive, often losing small items. He may spend a lot of time thinking to himself and looking for regularities in phenomena. His logic seems paradoxical to others. He is not afraid to go against conventional opinions if he considers them outdated. ILE tries to make major breakthroughs and discoveries. He is yielding in matters of everyday life and needs, and will actively resist any attempts to subordinate himself to routine or a strict schedule. Despite the fact that he is busy looking

* Throughout this section, we will alternate between *he* and *she* in the descriptions. However, it should be noted that each type and subtype is represented by both genders.

for alternatives to conventional mundane life, in difficult situations, he often shows impressive ingenuity and hastiness. He cannot be reasoned with with the language of force.

ILE does not sense interpersonal distances well, for example, how close or distant he is with someone. He often tries to be equally friendly to everyone and ensures his conversation partner expresses an interest for what he has to say. In communication, ILE is accessible and democratic. Absolutely needing periodic emotional shake-ups and upheavals, he becomes depressed within routine.

Appearance

Of the external signs of the ILE, the figure and the posture attract attention first of all. The figure is long and thin. Parts of the body are also elongated. This is especially evident in the length of the legs and fingers on the hands. If the logical component is strengthened in the type, then this feature is not so pronounced. ILE has a characteristically stooping posture with a forward deflection of the upper part of the body in the shape of the letter 'S.' However, the head does not bend forward. ILE often has a protruding or extended nose that attracts attention. Sometimes it even seems that he sniffs at something.

During a conversation, he likes to twirl something in his hands, for example, a pen, often breaking this object. While walking or when talking enthusiastically about something, he gesticulates and waves his arms. If the intuitive component is strengthened, the external signs are somewhat different. He is characterized by a chamfered chin, smoothly turning into the neck and also a protruding forward upper jaw. The intuitive subtype of the ILE is much less rapid in movements than in the logical one.

The eyes of the ILE are very fuzzy; they look as if through a fog, barely noticing what is happening around him. They are very cold, completely devoid of emotion and passion. Concerning clothes, it should be said that in connection with the peculiarities of the figure of the ILE, clothes almost always sit on him badly: the buttons tear

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off, something is slack, slipping, etc. This manifests itself all the more loudly the more the intuitive component is strengthened.

Detailed Description

ILE has a variety of interests and becomes interested in almost everything in hopes of finding something unique and original. He clearly sees the promise of new ideas and projects, but he quickly rejects ideas that have proven to be futile and switches to something new. Often, ILE has hobbies that are not related to his main occupation. He strives to collect all discoveries and innovations on a problem or question that is of interest to him. He is persistent and expansive in dissemination of his own developments. To “light up” with an idea, he needs to make it “his own.” ILE generates bold, alternative ideas on any topic he is faced with. If the business or work that he has to occupy himself with doesn’t interest him, he will give it a completely new turn. He can offer many applications to an invention or discovery. He poorly tolerates routine and the shackles of tradition.

ILE seeks to explore and explain complex topics or phenomena for which there aren’t yet any definitive concepts or logical theories, and he compares different systems to each other. He clarifies relationships between different schemes or structures. It’s important for him to find causal relationships between specific aspects and the overall general scheme. If an idea doesn’t match the design compiled by him, he is able to change it and present it in such a way that it will fit into the needed framework. He performs complex analysis of any problem, analyzing it from several sides and explaining in what situations or cases one or another aspect of it works. He builds his structures like a construction toy, putting them together from already available components or parts. ILE

connects interesting observations or conclusions to his own theories and seeks to find one comprehensive explanation to disparate phenomena.

By nature, he is not aggressive but will actively defend his way of life and ideas. He boisterously reacts to any attempts to subject him to

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unreasonable, in his view, limitations or rules. If volitional pressure is exerted on him, he immediately goes on a brief, but very strong counter-attack. While at this, he grows so excited that for a period of time he loses control over his own actions. Although able to respond to a challenge, he doesn't endure prolonged confrontation because he cannot keep himself in a mobilized state for a long time. Therefore, he avoids direct confrontations.

ILE interacts with other people at short psychological distances. He evaluates relations by the level of their democratism. The less there is of formalism and ceremoniousness, the better for him. He can be quite inconsistent in relations with his family and friends. At first he is democratic down to familiarity, then suddenly stern and unapproachable, as if they were strangers. In a conversation, ILE tries to get all the attention of a conversation partner. He may gesticulate avidly, speak in a loud tone, fiddle with some object in his hands, and even touch his conversation companions. He can selflessly provide assistance to people who come to him for his help. He finds it very difficult to introduce damaging notes into his relationships by denying a person a chance to communicate with him. ILE feels his own connectedness and responsibility through his relationships with other people and does not hesitate to share his personal problems with others. He is inclined to discuss particularities of people's behavior or lifestyle.

Often uncertain in assessing physical qualities of objects, ILE may stare with a studying gaze and try to touch or smell objects. To get a sense of taste of food or beverages, he needs to try out a considerable amount. He easily spends and is not concerned with saving or stocking up. He places his own convenience first above anyone else. He doesn't give any attention to organization and order around himself, often leaving things where he has last used them, and then spending much time looking for them. ILE is interested in topics of health and sickness. If he gets sick, he may take higher doses of medication or seek radical treatments. However, he does not take up daily preventative measures. He maintains his vitality

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by using external stimulants. His external appearance is often sloppy and untidy. He wears clothes poorly, and they quickly wear out. He dislikes changes in the surrounding environment when he is used to it, and he is conservative in his tastes and everyday habits.

ILE loves company, parties, and emotional communication. If he is not charged by positive emotions, he remains in a lazy, apathetic state for a long time. He is always ready for an active exchange of opinions and views and enjoys interesting debates and arguments. To emotion he responds with emotion, thus it's important not to overdo it with the degree of engagement, else in a gust of inspiration, ILE will forget the starting point of a disagreement. If he is in an emotionally excited state, he talks rapidly and chaotically. His thoughts begin to overtake their expression in words, and from this his speech becomes unintelligible. ILE occasionally has sharp changes of mood. Noise, humor, activity, and cheerfulness alternate with depression and incommunicability.

ILE constantly tracks the amount of available time. He hurries others, but disposes of his own time and the time of other people as he sees fit. Not seldom, he runs late or forgets his promises to do something by an

agreed deadline. At times he fusses around, and other times he acts with emphasized leisureliness. He cannot attain an average pace of life, living by his own understanding of time. He has a tendency to start discussions on questions that interest him at a time that is inconvenient to others, but he won't listen to something that is not said to the occasion. ILE can predict trends and future developments based on the most recent turn of events and expresses an interest in catastrophes, natural disasters, massive losses and deaths, and other life-changing events.

ILE has a good command of techniques of parallel actions. He can launch and take care of several different ongoing processes simultaneously, aiming to maximize functionality or efficiency. In the monetary sphere of business, he shows acumen, starts up many things at once, and tries to keep track of them but often suffers from incompleteness and ineffectiveness. ILE likes to order others around,

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giving them assignments because he needs objects of influence that he can move around and reposition at his own will. From a small business venture follows a larger one, which requires major expenditures of energy to realize. He is a great experimenter and adjuster of unique equipment, effective in the sphere of new advanced technologies. His discovered ideas he aims to put into practice.

Manner of Communication

ILE constantly fluctuates in communication with others. First, he is friendly with a person, and then, conversely, he is hostile and relates poorly. He is undiscerning in people's attitudes toward himself, thus often making mistakes in striking up friendships, acquaintances, and romantic ties. In interaction, he often behaves unceremoniously and may tactlessly intervene in a conversation. He likes staring with a studying gaze without considering other people's reactions. He rarely admits his own guilt. Even if he formally apologizes, he continues to behave as he did before. ILE

suggests grand, unrealistic plans; after a while, he forgets about the previous plan and offers a completely different, equally great plan. He is dismissive towards past achievements but is interested in and likes to talk about anything extraordinary and unusual from any field of interest. ILE is attracted to all the newest, far-reaching theories: psychics, yoga, aura — anything that cannot be explained in terms of logic and common sense. He cannot explain his ideas logically, for they are often intuitive and vague in nature. Most people cannot understand them, either believing or not believing in them. ILE likes giving advice on how to get out of difficult situations; with this he often offers radical solutions.

Features of Behavior

The main defining feature of ILE's behavior with which one can confidently identify belonging to this sociotype is significant scatteredness. The ILE is inclined to leave things where he has previously used them, often losing small objects (such as keys). His

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workplace and personal belongings are often somewhat of a mess. He forgets what has already been done and what remains to be done. Despite this, ILE can show the necessary resourcefulness and ingenuity in everyday affairs, drawing from every situation even a smallest benefit or favor. This activity of recombination is similar to the character of Ostad Bender, which may cause some to consider him to be clever and elusive. This quality is much less pronounced in the intuitive subtype of ILE. He cannot do many things at once at a fast pace, and delays carrying out uninteresting work to the last moment. Finding himself in situations where there isn't enough time to think through all the steps inspires and motivates him: all the work and chores that have accumulated he does in a short period of time, though the quality of work suffers because of this.

Another characteristic feature of ILE's behavior is mobilization in extreme situations. If someone exerts volitional pressure on him, the ILE

immediately switches to a counterattack; with this, his response might be stronger. Things may even progress to use of physical force in such situations. Another characteristic of this sociotype is he introduces an element of irrationality, disorder, chaos, and negation to any case, activity, or business he's involved in. This is most clearly seen within cases of firmly formed groups with strict discipline. This, for him, happens creatively: by destroying, he creates. Around him start to gather supporters of his far-reaching, intuitive ideas. In extreme cases, this may manifest as a real “tilt at windmills” — a kind of open challenge without any real chance to affect change.

I. Command Function +1 — Opportunity Intuition

He is strong in seeing the promise of new ideas and projects. He is interested in all in the world in the hope of finding something unique, but he quickly abandons ideas that turn out to be unpromising and switches to something new. He has a variety of interests. Often, his hobbies are not related to his main job. He strives to collect all the discoveries and innovations on the issue of interest to him while

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generating bold, alternative ideas on any issue that only he has to face. Routine and tradition are intolerable. If he is forced to do a job or project that does not involve him, he will give it a completely new turn. He is able to offer a large variety of applications to inventions or discoveries. He is persistent and expansive in the dissemination of his own developments. To ignite an idea, he must make it “his.”

2. Realization Function -P — Business Logic

He is well versed in the technology of parallel actions and is able to produce several dissimilar processes simultaneously. He strives to combine the maximum functions of different elements. In the monetary and entrepreneurial sphere, he displays resourcefulness and ingenuity,

even though he starts too many things to keep track of at once. Because of this, his work suffers from incompleteness and inefficiency. He likes to rule and give out instructions in business. He needs objects of influence that he can move at his own discretion. From a small business, he develops a larger business, requiring large energy expenditures for its implementation. Found ideas are immediately tested in practice. He is a brilliant experimenter and handler of unique equipment and extremely effective in the field of new technologies.

3. Role Function +F — Force Sensation

By nature, ILE is non-aggressive but able to defend his way of life and his theories very actively. In an attempt to subordinate himself to the unreasonable (from his point of view) constraints placed on him, he reacts very strongly. If you put pressure on him, he immediately turns to a short but strong counterattack. When this happens, the excitement causes him to lose control over his actions for a time. During a conversation, he tries to maintain the attention of the interlocutor. At the same time, he strongly gestures, speaks in a loud voice, twists some object in his hands, or touches the interlocutor. Although he can respond to a challenge, he cannot endure long-term competition, as he does not have enough strength to keep himself in a mobilized state. Therefore, he avoids direct competition.

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4. Triggering function -E — Emotional Ethics

He loves companies, parties, and emotional communication. Without nourishing positive emotions, he remains in a lazy, apathetic state.

Always ready for a stormy exchange of views, he enjoys an interesting dispute. His emotion responds to other emotion; therefore, it is important not to overextend the degree of involvement, otherwise in a fit of inspiration, the initial point of disagreement is forgotten. In an

emotionally excited state, he speaks quickly and chaotically. Thoughts begin to overtake their expression in words, making the speech unintelligible. He has very sharp mood swings, where noise, humor, and cheerfulness are replaced by depression and unsociability.

5. Demonstrative Function +L — Structural Logic

He strives to study and explain complex objects or phenomena for which there are no unambiguous concepts or logical theories. He explains the interconnection of various schemes or structures and compares various systems. If the idea does not fit in the resulting scheme he creates, he is able to change and submit it anyway so that it still fits into the necessary framework. He analyzes complex problems from several angles, explaining in what case one or another *i* of its aspects work. As a designer, he gathers and creates a structure from ready-made components. He relates interesting observations or considerations to his own theories. He strives to find a single explanation for heterogeneous phenomena. It is important for him to find a cause-effect relationship between a single case and the general.

6. Dual Function —S — Comfort Sensation

This ILE is often uncertain in assessing the physical qualities of objects. He looks at, sniffs, and listens to everything. To assess the taste of food or drinks, he requires a significant amount of them. He supports his emotional tonus with external stimulants. Comfort is his top priority. He spends money easily without thinking about assets.

He does not pay attention to the order around him and leaves items where they have been used, later searching for them for a long time.

He is interested in issues of illness and health. If sick, ILE takes an

increased dose of medication and seeks radical methods. However, he is not concerned with daily preventative medicine. His appearance is often imperfect; he wears clothes badly, and they quickly gain a used, worn look. He does not like changes to the familiar arrangement of a room. He is conservative in his tastes and everyday habits.

7. Braking function +R — Relations Ethics

He communicates with people at a short psychological distance. Relationships are assessed by the degree of their democracy. The less formal and ceremonious, the better. He is very inconsistent in relation to his relatives and friends: he is democratic until familiar, and then suddenly harsh and unreachable, like with strangers. People who turn to him for help will receive help in an absolutely unselfish way. It can be very psychologically hard for him to spoil relationships by refusing a person. He feels entangled in relationships. He does not hesitate to share personal problems with others. He is inclined to discuss the features of people's behavior or their way of life.

8. Controlling function -T — Temporal Intuition

ILE constantly monitors the time available. He urges other people, but he manages his own and others' time as he sees fit. Often, he is late or forgets about his promises to do something by an appointed time. Sometimes he is too fussy, sometimes leisurely. The average pace of life cannot be adjusted because he lives according to his own understanding of time. He has a tendency to discuss his questions at an inappropriate time for others, but he will not listen to what he does not feel is timely. He is quite good at predicting the main trends of events because he relies on his thinking of their past flow. He is interested in catastrophes, natural disasters, mass deaths of people and other fateful events.

Recommendations For Self-Improvement

Your forte is, undeniably, well-developed learning-oriented thinking. Often, a variety of interesting and promising ideas come to your mind. You are able to see the general essence of events and anticipate how they will unravel further. Your developed intuition helps you to make

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the right decisions. You read a lot and are interested in all that is new and unusual. But therein lies a certain danger: scattering your interests and losing the main interest that defines you as a person.

The instrument for the realization of your intuitive ideas and guesses is logic. You seek to rationalize your ideas and thereby convince people around you in the correctness of these ideas. Due to this quality, like-minded people gather around you. You are the enemy of all that is stagnant and outdated. In this lies the risk of a stance of total nihilism. Your main problem is the inability to properly understand the relationships between people. It is especially difficult for you to assess others' true attitudes toward yourself.

Once you have intuitively figured out a person, he or she is no longer interesting to you. You don't know what to do with this person next. This can cause people to dislike you. You also don't see your true enemies and opposition. Try not to jump to conclusions in your assessment of people around you. To make accurate assessments, try to orient yourself by people's objective and observable actions. Then you will be able to figure out the people who are unfriendly, antagonistic, and unsympathetic towards you.

You have difficulty establishing stable, positive relations with people who are close to you. You can accidentally be tactless and disrupt an established harmonious relationship. Try to hold back on your immediate reaction towards the various statements or actions of a person who is close and dear to you.

The following recommendations may also be useful to you. Don't get carried away with excessive democratism, which may inconspicuously meld into unneeded familiarity. This could undermine your credibility and your authority. Exercise more tact in your behavior so as not to shock

people with your honesty and straightforwardness. By this you may acquire ill-wishers without aiming for it.

Another one of your problems is the inability to be organized and a lack of self-discipline. Due to this, you lose track of daily chores and upkeep tasks, which may result in a disruption of your events and

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future plans. Try to take care of things in a timely manner. If you are a supervisor or manager at work, try not to slip into excessive exercises of your will. Avoid pressuring your employees unnecessarily. Know where to draw the line. Irrational demands can put you in a ridiculous position. Instead, focus your energy on sports to give this need an outlet. This will raise your vitality and improve your well-being and endurance, helping you become more collected and disciplined.

Dominant Subtype

Searcher — Activator

Prototype: Innovative project leader

All of his actions are driven towards distant prospects, with a constant eye on innovation. Like all members of this type, the tendency is to quickly lose interest in any process he initiates, but on a few promising ideas with viable prospects, he will persevere. In vigorous activities, whether business or leisure, he surrounds himself with company. Compliments are given sparingly, preferring material and organizational incentives instead; although in exceptional circumstances, he will shower praise, showing his appreciation. Overall he prefers to reinforce desired behavior through promotion over punishment. He's a proponent of cohesion and coordination in teamwork and dislikes bureaucracy and insubordination at work.

He is energetic at work and frequently possess organizational skills. He demands that everyone knows their place and engages in concrete work. He is resourceful and clever in practical matters. His work aims are above family or personal relationships in importance. Often taking ideas from others, he quickly finds a use for them and integrates them into his current work. He seeks recognition for his superiority and authority.

He's not afraid to answer the call of a difficult challenge and aggressively search for solutions to a variety of complex problems.

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Interrogative in disputes, he tends to ask a lot of questions, especially "why?" He takes into account the opinion of experts when making decisions. He boldly exerts pressure and can even become aggressive when fighting back; he will actively and skillfully defend himself but prefers to avoid direct confrontations. He cannot be intimidated. When panic runs rampant and senior officials or more experienced people are nowhere to be found, he confidently takes the initiative, taking matters into his own hands. He is focused and determined to act quickly and purposefully.

He is an optimist who is always ready for action. He's not afraid of long-distance travel, adventure, or new places. He's attracted to activities associated with novelty: the exploration of new areas, and the introduction of new technologies in scientific fields, telecommunications, business startups, and similar projects.

Due to his active nature on one hand and the inability to compromise on the other, it is difficult for him to have stable, conflict-free relationships with people. With company he may try to be the center of attention by telling something unusual from his experiences and dominating while garnering supporters for his ideas. He has a tendency to be the one introducing other points of view, stimulating active discussions. Since he is not always well versed in reading people's hidden motivations, he can

be quite indiscriminate in his contacts. However, in difficult situations, within his personal life, he is easily capable of extricating himself.

Creative Subtype

Searcher — Inventor

Prototype: Eccentric inventor, life-hacker

Not just a thinker, he works with aspirations for the future. He is interested in new, mysterious, or just poorly understood phenomena. His inventive talent is revealed in unusual projects or bold technical

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solutions. He willingly attracts people to new ventures and prefers to do what is interesting rather than what is profitable. Distracted by interesting details, he often does not have time to execute major projects by the deadline. Therefore, his work is periodically rushed to compensate for missed opportunities.

He cannot tolerate strict regulations and monotonous routine work. He defies authoritarian pressure. In such circumstances, he exacerbates the conflict. He cannot live a sedate and measured life, as ordinary people with routines do. He is quite scattered, leaving things where they were last used. By regularly switching to something new, he forgets what he was going to do at the moment; therefore, maintaining constant order with personal matters is difficult.

He dislikes dealing with issues of everyday life, except when using advanced technology. On matters of aesthetics, he often relies on a partner with taste and generally has little interest in clothing or appearance.

He can easily move from unfamiliar interlocutor to quickly- drawn familiarity when it's sensed, though he never displays an appropriate smile. When thoughts spring to mind, he cannot wait and has an urge to

digress. He needs a listener who is willing to listen to his mind's freshly-emerging stream of thought. Issues of ethics and subtle emotional cues are perceived as unnecessary, hindering his inventive process. Reproaches can make him lose control, and may cause him to leave, slamming the door as he goes.

He likes to surprise others with sensational news and paradoxical stories. He willingly advises on ways of getting out of difficult situations, often offering the most radical solutions. He appreciates a good sense of humor and knows how to make jokes. He has a surprising combination of shrewdness and naivety, alongside a stream of thought with an infantile egoism (see 'the communication styles' in the final chapter of the book for more information on types' erotic attitudes).

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Normalizing Subtype

Searcher — Examiner

Prototype: Organizer or active participant equipped with instruments for research expeditions

He enjoys topics that provide opportunities to logically analyze, particularly theoretical developments, which can then be put into practice. Initial ideas are turned into elaborate theory or better designs suitable for embodiment in a concrete project. He is a structuralist and classifier who can fill the gaps in general schemes. He will meticulously search for the underlying causes for what is happening around him. This is the most structured and consistent representative of this type. Often well-versed in technique, he can exploit so that things endure and rarely break down.

He is capable of applying himself in areas such as legal investigations, working on committees, technical trials, chemical experiments, writing and debugging software, etc. He searches for causes behind mysterious

phenomena, such as the disappearance of ancient civilizations or falling meteorites — also good areas of application for his abilities.

Like other ‘Searcher’ variants, he gets distracted by extraneous things, but in general, he tries to deliver on his promises. Duty and decency are placed above personal ambitions and sentiments, although he protests when this duty is imposed.

He wants his contribution to be noticed and appreciated, but not for vanity. He is attentive to people and seeks to observe conventions even though he sees no particular necessity for them. He attempts to understand the feelings and desires of others in order to maintain smooth relations with all. He is wary of making promises that cannot be fulfilled, since he knows that it will cause discontent and resentment. He is inclined to apologize, explaining the reasons for his unease or unethical behavior.

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He is mistrustful in feelings, afraid of seeming ridiculous but honestly speaks about his shortcomings so that no one is misled. He values family and pays a lot of attention to relatives and friends. He is undemanding in subject of food and clothing, yet, for him, it is important that the level of comfort he is accustomed to does not decline.

Harmonizing Subtype

Searcher — Customizer

Prototype: Lucky people who unwittingly fall into dangerous situations, but come out of them minimally affected

He is inclined to have a comfortable and relaxed existence. He has a naive or bewildered appearance. Though able to adapt to unfavorable circumstances, he is, oddly enough, lucky to come out unaffected from

unexpected — and sometimes absurd — situations in which all his affairs fall apart.

He is distinguished by a low capacity for work, although he never suffers from inflated demands; therefore, he may do little and never hurries with the implementation of his ideas, since he believes that the main results are ahead. He makes more plans than he actually acts on.

This is the most leisurely paced and relaxed member of this type. He is wary of taking the initiative unless faced with a crisis situation, in which life is spurred into him, stimulating activity. Then he suddenly becomes bold, although inadequate and ridiculous in defending his interests.

He loves cheerful people and is friendly and optimistic. He is able to joke and lift up his spirits, inspiring confidence. In personal relationships, he needs a partner with initiative but who dislikes hasty events. He rarely gives compliments. Absentia, he idealizes people or trendy new methods, but when actually meeting them or trying the method itself, he becomes disillusioned.

2 ethical sensory introvert esi the mediator

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He dislikes boring, everyday life and is in need of an emotional jolt, preferring to have fun with friends. Otherwise, he risks falling into depression. He is badly affected by the effects of alcohol and other means of drug abuse such as doping. If interested in such a vice, he eventually stops its use for health reasons. Due to increased suggestibility, he is easily misled or pulled along in adventure.

2. Sensory Ethical Introvert (SEI):

The Mediator

Hedonistic, easy-going, friendly, **while** exhaustible

General Description

SEI is usually friendly and pleasant in communication. She is very considerate of her own comfort and enjoyment, and those of others. She is attentive and caring in relation to those close to her. She often takes the position of the “golden mean” in a work group. She loves beautiful objects and images, and a familiar, comfortable atmosphere.

Emotional, internally attuned to others, and responsive, she seeks to cheer up others with jokes, games, witty comments, and clever retorts. She tries not to get drawn into debates and arguments, wanting to be on good terms with everyone, yet she knows how to negotiate with people in an informal environment.

SEI hides her own problems, showing courage and optimism instead. She won't make promises if she's not certain that she will be able to carry them out. She's wary of people who are intrusive and who could take away her time.

She works at a pace most convenient to herself and works productively only if she is working for herself and for people she's interested in. In other cases, the SEI won't burden herself too much and will try to avoid strenuous expenditures of effort. Her productivity is heavily dependent on her mood. She will try to evade boring but necessary work.

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Appearance

SEI attracts attention by the expression of the face and the proportions of the frame. However, these signs are very different in the two subtypes of SEI (initial and terminal). SEI with an enhanced ethical component is recognized quite simply: she has a full, round figure, short legs and a dancing gait, which makes her look like an elastic ball when moving.

SEI has a round face without protruding sharp parts. Sometimes you see a ducked nose at the end. The eyes are also round. When she tries to explain something, her eyebrows go up. This often forms transverse wrinkles on the forehead. The mouth is slightly curved in the nerve line. In moments of emotional conversation, when she is speaking, she often swallows the air like a fish.

The sensory subtype of SEI has an elongated face. She is characterized by a sudden stiffening expression on her face, unexpectedly appearing cruelly when she wants to increase the psychological distance or put a person in their place. The sensory subtype of SEI differs from the ethical by a more developed aesthetic taste. Her clothes are often characterized by neatness and a harmonious combination of colors. The ethical subtype produces the impression of coziness, as if she had just left the apartment in comfortable, casual clothes.

Detailed Description

SEI is a person of habitual pleasures and the simple joys of life. She is very considerate of the habits and convenience of other people and won't

trespass on someone else's calm state. She shows concern for the health and well-being of people close to her. She surrounds herself with pleasant little things, dressing simply and in good taste and rejecting extremes in appearance. SEI generally stays out of the limelight: she doesn't distinguish herself as the best, but neither will she lag behind. She knows how to get along with many different people, as she usually takes the middle position. She explores the world of objects and likes

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to take an object into her hands to touch it and sense its physical qualities. She remembers her first impressions for a long time. She easily manipulates and works with objects, gravitating towards those things which are at least somewhat familiar to her.

SEI understands the reasons and causes for people's emotions. She knows how to cheer up — or how to anger — a particular person. In communications of an informal nature, SEI is usually friendly and demonstrates optimism. She loves to have fun in a close circle of friends. She seeks to cheer up others with jokes, hints, allusions, and pranks, considering alternative means to draw out positive emotions. She prefers to abstain from disputes and controversies, as she wishes to get along with everyone. She collects various stories, rumors, sensational or otherwise interesting information, and shares them with her friends. She's usually aware of the social happenings of her circle.

SEI's movements seem non-hurried, measured, and gradual. When interacting with others, she takes her time, knowing how to prolong pleasant meetings and conversations. She does not like people who are always busy and in a hurry. SEI has a good memory for holiday dates and birthdays of her relatives and friends and remembers to congratulate them on time. Time usually works for her: that which she can't do now, she will make up in the future. She dislikes being tied to deadlines, and she is not

distinguished by punctuality. She does everything at a pace that is most convenient for her and will always find reasons for being late. She delays making a final decision until the last minute. Internally, the SEI is a quite changeable and vacillating person. She needs to be encouraged and prodded to start and finish her work on time.

SEI works productively if other people are waiting for her assistance. She very much needs her efforts to be noticed and appreciated. If she is not praised and the results of her work are not acknowledged by positive relations, she feels offended internally, though she may not show this. She is an industrious person. With pleasure, she takes on the role of obtaining and providing necessary

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supplies and furnishing any space. She tries exceptionally hard before administrative check-ins or when receiving guests or visitors. SEI is resourceful and active in designing and setting up her own living quarters. She likes to experiment in this area, coming up with something of her own. She solves business questions through informal channels, friends, and acquaintances. The more enterprising and venturesome she is, the more ties and connections she makes. However, her natural laziness limits the number of her contacts. She keeps only those contacts who bring her some benefit. She is very attached to her occupation or field of activity and has a hard time changing professions and disrupting her habitual rhythm of work.

SEI poorly tolerates monotony. She needs alternatives to boring everyday life and the option to make a choice. She greatly enjoys herself if she finds a way out of a seemingly hopeless dead-end situation. She is interested in unusual and extraordinary people who have many ideas and make bold proposals, while boring and mundane people strain her, and she tries to avoid their company. She is tolerant of eccentrics and inventors: all

those people who are “not of this world.” She views them like children and looks after them, graciously forgiving their antics.

SEI receives and understands chaotic information poorly. It confuses her, throws her off track, and may even spoil her mood. SEI likes it when someone makes a connection between specific events and general concepts. Her self-esteem improves as a result of the awareness of her own usefulness; that without her things won't work. She likes to be compatible with the place or role assigned to her. SEI activates when she is given a clear goal and explanation of the trajectory of action. She will find ways of achieving these goals herself. She doesn't need “bare” facts, instructions, or explanations. The main thing is to like the system, for it to evoke a positive response in her. Then she becomes collected and organized.

SEI is dependent on how the forces have been distributed in a given situation. She is capable of foreseeing possible hostility or

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acts of aggression, disturbances in balance of power, and the loss of stability. She is critical of people who are sluggish, inert, and apathetic, and tries to mobilize them, to make them active, calling them to take decisive and rapid action. SEI reacts sensitively to volitional pressuring. In a crude, power-oriented situation, she responds with analogous degrees of aggressiveness. She won't allow herself to be abused or for someone to take advantage of her generally agreeable nature. She knows when to pressure and when to ease up, but does not seek to control anyone. The burden of power is too heavy a load for her to carry. It is enough for her to be able to defend her own interests.

In relation to individuals whom SEI likes and who reciprocate, she is very attentive, considerate, and helpful. She demonstrates her sympathies not by word but by deed. SEI feels uncomfortable demanding or seeking something for herself. She feels much more motivated if she is doing

something based on the requests and needs of others, but while at this, she won't forget about herself either. To set things into motion, SEI needs to understand who relates to her positively. Everything else is a technicality. Apprehension, tension, and poor relations deprive her of the desire and ability to do anything. SEI is a good intermediary in negotiations and trade transactions. She knows how to distribute goods through informal ties. Her relations are closely intertwined with questions of work or business.

Manner of Communication

SEI interacts with people at close personal distances. Usually she is sociable, charming, and has friendly manners. She knows how to become liked and how to gain people's sympathies and trust. The nature of SEI's communication is very democratic. Despite the fact that externally SEI may seem like a mild and soft person, she can exert pressure on others through emotions and words. Sometimes notes of harshness appear in her voice, and the expression on her face becomes austere. She is inclined to give advice such as: "Don't

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sit around in one place," "Achieve everything by your own work," "You have to hustle." If a person doesn't try to connect with her, she doesn't impose herself, usually making only one attempt. She seeks to interact with people who are interesting and cannot interact with a person who evokes antipathy in her, even in the interest of shared business. In such conversations, she loses all her charm and friendliness, her speech becoming muted, vague, and inexpressive. She likes to collect interesting bits of information and rumors and pass them on to others. She cannot retell a story or repeat something exactly many times and will often add something from her own imagination. Due to this, she may seem emotionally unstable. She is interested in magazines of the tabloid variety. She doesn't impose her problems on anyone else. When asked how she is

doing, she will answer that everything is fine. She can talk for a long time on the same topic and talks about what she sees around her, what has happened to her, and about anything that was enjoyable and fun. SEI dislikes giving promises. To requests for help, she usually replies in the following manner: «I cannot promise you, but I will try...» or «If I have the opportunity, I will do it.» If she doesn't fulfill her promise, she apologizes until she senses that she has been forgiven.

Features of Behavior

The most important feature of SEI's behavior, which one will easily notice if observing her for some time is her inclination for various pleasant pastimes. SEI wishes to experience everything in her life: all the best from the surrounding atmosphere, from beautiful items and great food to pleasant ways to pass time. She very much enjoys spending time talking with her friends and can get a rise from them through a variety of humor, hints, allusions, and ruses. She doesn't like to spend time where she ends up being in the shadows. With her independence and paradoxical behavior, she often baffles and confuses others and evokes negative emotions in them. Because of this, she may be considered a lightweight, non-serious person. She

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does not like long business meetings or other boring events. She has a tendency to reach agreements and strike up contracts on an informal basis. While at this, she uses only tried-and-tested and reliable connections. She is very economical and industrious. SEI likes to make repairs, to work with her hands, and to take on other household matters. She likes taking various objects into her hands and sensing their physical properties. Another feature of behavior that identifies an SEI is the propensity to stay in the middle; to not distinguish herself among the best, but also not to be among the worst. For this reason she dislikes criticizing people aloud,

does not intervene in arguments, tries to stay away from her bosses, and is friendly with all. She can work productively only if she is working for herself, towards her own goals. In all other cases, she doesn't overburden herself with work, avoids strenuous physical exertion, and doesn't force herself to do anything. In the later case, SEI may earn the reputation of being a "talented slacker."

1. Command Function -S — Comfort Sensation

SEI is a person of real-life pleasures and simple everyday joys. She is very attentive to the habits and comfort of others and does not violate someone else's peace. She always cares about the health and wellbeing of herself and her family. SEI surrounds herself with pleasant things. She dresses simply and tastefully and rejects all extremes. She tries to stay in the shadows and does not stand out either on the side of the best or on the side of the laggards. She gets along with everybody, since she knows how to take the position of the golden mean. She studies the world of things and likes to take an object in hand to touch it and feel its physical qualities. She remembers sensations for a long time. She easily manipulates objects, looking for something that is familiar to her.

2. Realization Function +R — Relations Ethics

In relations with people she likes, she responds with reciprocity, being very attentive and helpful. Her sympathies are demonstrated

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not by word, but by deed. It is inconvenient for her to ask or seek anything for herself. At the request of other people, she is able to do much more; however, she is not taken advantage of easily. To make things work, she needs to recognize who is good to her. The rest is a matter of technique. Alertness and a bad attitude deprive her of her capacity for work. She is a good intermediary in communications and trade

transactions. She is able to distribute the goods through informal communication. She mixes relationships with business issues.

3. Role Function -T — Temporal Intuition

SEI forces herself to be unhurried, measured and smooth. In dealing with people, she takes her time; she knows how to stretch her pleasures. She does not like people hurrying and always rushing. She easily remembers holidays and the birthdays of her relatives and acquaintances and always congratulates them in a timely manner. Time usually works for her: what she failed to do now, she will catch up on in the future. She doesn't like to tie herself to terms and conditions and is not distinguished by punctuality. Everything is done at a convenient pace. She will always find reasons for her delays. Final decisions are postponed until the last minute. Internally, she is a rather volatile and wavering person. She must be pushed to start projects and goals on time and meet them on time.

4. Triggering Function +L — Structural Logic

SEI has trouble perceiving chaotic information. It confuses her and spoils the mood. She likes it when specific phenomena are linked with general patterns. Her mood rises from the awareness that she is needed and indispensable. She likes to be compatible with the place assigned to her. She is motivated when somebody sets a clear goal before her and explains the direction she needs to go in to reach it. She will find ways of achieving goals herself and doesn't need "bare" facts, instructions, or explanations. Most importantly, when she likes the system and it evokes emotions in her, then she becomes goal- oriented and organized.

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5. Demonstrative Function -E — Emotional Ethics

SEI understands the causes of human emotions. She knows how to cheer or anger different people. When communicating casually, she is invariably

friendly and demonstrates optimism. She likes to have fun in a close circle of friends. She strives to cheer others around her with jokes, innuendo, and witticisms. Her thoughts are aimed at ways to produce positive emotions from those around her. She avoids disputes, disagreements or clarifying the relationship, and wants to live in peace with everyone. She keeps a safe distance from the center of conflict. She gathers and shares with friends different rumors, gossip, and pieces of sensational or curious information. She always happens to know the rumors of her circle.

6. Dual Function +1 — Opportunity Intuition

It is hard for SEI to bear routine and monotony. She needs alternatives to boring, everyday life and trivial choices. It is a pleasure for her to find a way out of an impasse, or seemingly hopeless situation. She's attracted by communication with unusual people who have many ideas and bold suggestions. She tries to avoid the company of people if she finds them boring and gray. Resourceful and quick at preparing food or decorating a home, she likes to experiment in this area and invent something of her own. She tolerates cranks, inventors, and other people "not of this world" and treats them as children, taking care of them and indulgently forgiving their excesses.

7. Braking Function —P — Business Logic

SEI works productively if people expect help from her. She really needs them to notice and appreciate her efforts. If you do not praise her and comment on the results of her work with a positive attitude, she will be very insulted but will not show it. She is a thrifty person and enjoys dealing with the supply and arrangement of places and functions. She prepares especially diligently in anticipation of a quality check or the arrival of guests. Business issues are solved through her connections with friends and acquaintances. The more enterprising she is, the more connections she has; however, natural laziness limits

the growth of her contacts. She maintains mostly those that benefit her. She is very attached to her work. It is difficult for her to change professions, to break the habitual, comfortable rhythm of labor.

8. Controlling Function +F — Force Sensation SEI's mood depends on how the forces are formed in a particular situation. She is able to foresee possible aggression, imbalance, or loss of stability. She is critical of people who are listless, inert, and apathetic, but she is able to free and motivate them, calling for decisive and quick action. She is sensitive to heavy pressure. In a rough or violent situation, she behaves with a similar degree of aggression. She will not allow abuse of her complaisant character. She knows when to press and when to let go, but she does not strive to manage people. The burden of power is too heavy for her. She has enough ability only to defend her own interests.

Recommendations for Self-Improvement

Your strong point is the ability to select activities and occupations that you truly enjoy, which bring joy, enjoyment and pleasant experiences. You are irreplaceable when it comes to the organization of leisure and relaxation with friends. Preparing delicious food, beautiful tableware, interior design, as well as a warm, relaxed atmosphere for communication is how you show yourself creatively. You know how to derive joy from life and how to share it with others. You prefer a beautiful, natural landscape that resonates with the internal state of your soul to more active ways of spending your time.

You are generally a diplomatic and agreeable person. Therefore, you are able to avoid arguments and conflicts. You are tolerant of other people's shortcomings, gentle and responsive in communication, and you dislike applying crude pressure on anyone. Your behavior evokes pleasant emotions in others. You possess a good sense of humor and a cheerful, easygoing disposition. You know how to take a growing conflict and turn it into a joke.

Your main problem is a lack of consistent performance: the inability and unwillingness to force yourself to do uninteresting and

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difficult, but necessary work. You dislike formal settings, preferring to negotiate with others privately while relying on tried and tested contacts. Develop in yourself a more proactive attitude towards life. Refer to the saying: “Business first, pleasure later.”

Concern yourself with and think more about the interests of other people, helping them with deeds instead of words. Ensure that your personal interests coincide with the interests of the common cause.

Try to overcome inertia in yourself. Don’t hesitate to spend some of your efforts on doing socially beneficial things even if they do not promise immediate returns or benefits to you specifically. This will help people will develop more respect for you and view you as a trustworthy partner.

Another one of your problems is insufficient farsightedness. You do not always properly evaluate distant, future prospects of current undertakings, so you often end up on the fence and waiting, focusing on only immediate, guaranteed returns. In such cases, you may win in small things but miss out on larger, more substantial chances and opportunities.

Be careful when giving promises — don’t offer something you wish for as something you can actually do. Don’t overestimate the potential of your projects; don’t try to excessively advertise and praise them, or others won’t consider you to be a serious person. Be consistent in your decisions, plan more regularly, and don’t limit yourself with your instincts and improvisation. Bring started tasks and projects to their completion so as not to let yourself and others down.

Dominant Subtype

Mediator — Distributor

Prototype: A convenient mediator helping people negotiate

SEI leads an active lifestyle, although physical activity takes away a lot of strength. She is fond of nature and willingly takes on interesting

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work with enthusiasm, hoping to achieve concrete results with low labor input. She does not easily give up interests until she is satisfied. She systematizes her efforts to overcome obstacles.

She desires to make the world better a place, so she thinks that everything should be in a sensible order, built on the consideration of the interests of each individual. SEI possesses skills in production, distribution of goods, and advertisement. She understands people's real needs and knows her customers. She is able to become successful in marketing.

She doesn't take far-reaching initiatives, pursuing very specific short-range goals instead. SEI has a good sense for knowing whom to contact and getting their business. Being attentive to situations, she may intervene in other people's conversations. During illness or bad moods she retreats and lies down, waiting out the adversity. Setbacks with time tend to become unworthy of her attention.

SEI passionately defends her ideas and beliefs. She describes events with detail, color, and artistic, active gestures, thereby reinforcing her words by telling a story. She never refuses to participate in comical events. SEI confidently shows her feelings and takes initiative in dealing with the opposite sex, but she can become pretty jealous of her chosen partner and does not forgive betrayal. Her benefits or merits are emphasized when given the appropriate opportunity.

Welcoming to her friends, she loves to have everything beautifully cooked and served. She takes care of guests with high standards, so she spends a lot of energy on holidays. Therefore she does this rarely. SEI is

adventurous in matters of comfort and relaxation, including activities involving travel or sporting events. Trying to raise others' vitality, she pretends to resent their passivity and inactivity. If playful hints do not work, she becomes stern with words in order to get her desired reaction.

SEI often becomes the soul of a small gathering that spends time together, especially if there are many relatives and friends. She knows

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how to cheer people up with humor, innuendos, and sometimes jokes; if she sees someone starting to get angry, she clarifies what looks like a bad joke to steer the conversation away from conflict.

Due to her sociability and talkative nature, she has many acquaintances, but at heart she is happiest amongst close friends. SEI looks everywhere to find information about recent developments, fashions and hobbies. Where her emotions are, is where she tries to be.

Creative Subtype

Mediator — Composer

Prototype: Pluralists able to unite opposing parties

This subtype knows a lot about a variety of pleasures. She is able to enjoy herself without leaving others behind. She is a lively and inquisitive person who collects a variety of information and shares it willingly with others. She loves debating with others, animating the conversation, but handles aggressive people poorly. She can respond to rudeness with equal rudeness, but then spends a long time away from such stress. She is attentive to the mannerisms and behaviors of other people, assessing their talents and abilities as well as their possible use.

SEI tries to avoid superiors, evading tedious business conversations. Usually, she does not criticize herself, nor does she criticize those around her. She is able to assert her independence while maintaining good relationships with everyone. Generally surprised when someone takes offense at her, she won't make repeated attempts to get close to such a

person. She never tries to change people since she understands the futility of such efforts. Rather, she opts to accept people as they are, integrating different personalities within whatever interesting task she may be part of.

Sometimes overwhelmed by communication, she can become considerably overexcited. As a result of this, she finds herself relying

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on artificial methods of relaxation, such as drinking. She enjoys feasts, not so much because of the food, but because of the interesting memories and social conversations involved in such occasions.

SEI is never jealous or mistrustful. Sometimes it's hard to know when she is joking or serious. If she is let down, she may do the same in return. She finds it hard to spend a lot of time at home relaxing, so she may go hiking or try some bohemian activities. She is attracted to unusual people with unique hobbies and seeks intellectual or creative parties where she can talk informally with extraordinary people.

SEI has a pronounced wave-like activity pattern guided by emotional impulse. She either puts all of her effort into something or sits it out, excluding herself. Quickly regaining her strength is not easy. Afterwards, she will wait for a new wave of inspiration, and so on until the next downturn.

Good composers, SEI is able to combine various materials into a single comprehensive product: for example, in coordinating the logistics, supply, packaging and delivery of goods or the provision of complex services. The same characteristic also applies to her ability to unite diverse people in any practical activity, from choir singing to tourism trips. She is also characterised by combining various professional characteristics or places of work.

Normalizing Subtype

Mediator — Rallying

Prototype: A caring parent, the center of the family's communication

Wherever she is, she is equally friendly and attentive. She is initially wary with strangers, keeping a distance until trust is established in the relationship. SEI avoids cold and arrogant people, preferring to create a harmonious and relaxed atmosphere. When agitated, her speech often becomes hurried and vague.

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She takes responsibility for whatever she is assigned and easily gets used to order. She copes well with routine chores when she feels they are necessary. At times, in order to separate work from personal relationships, she operates rigorously and strictly. She enjoys artsy things, mostly done with her own hands. In her territory, she tries to have everything organized properly. She strives for autonomy and self-sufficiency, only seeking help in extreme cases.

SEI possesses the gift of calming and soothing those who oppose her. She knows how to be a patient listener, although ironically, she isn't for the depressed or sorrowful. Often acting as a peacemaker, SEI persuades people to compromise. It is not easy for her to deny requests, so she behaves cautiously, occasionally alienating people; she is afraid of being clung to by people who might abuse her caring nature. It is difficult for her to understand what people expect from her. She tends to negotiate important issues on an informal basis and won't air her "dirty laundry" in public.

She is very affectionate and needs close relationships with people whose interests and needs fit with her life. She doesn't quickly bond with new people, but once she does, she is able to maintain strong relationships. She greatly values those people who share her outlook on life. She loves it

when the family gets together spontaneously and when there is a common topic of conversation. She appreciates when the young respect their elders.

SEI knows how to persuade someone into particular affairs, but doesn't always know what business is really profitable or promising. Therefore, she becomes wary of deadlines, which she blames for failures. She hides offenses, so as not to spoil an established relationship and is good at understanding the nuances in others' emotional states.

She comes to the aid of those in need of personal support, making her well-suited to service and social sectors. She knows how to make concessions and compromises and wants to make life peaceful and enjoyable for all those close to her.

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Harmonizing Subtype

Mediator — Resolver

Prototype: Aestheticist living by the rule of the golden mean

This is a person who knows how to relax and indulge in the range of sensations, possessing very sensitive tastes. Other people are treated attentively and thoughtfully, especially her loved ones. This is her speciality, though she does show obvious displeasure when she loses her sense of peace. At such moments she can be quite indignant and harsh. Normally she is always soft and charming in every way, preserving her peace of mind and harmony with the surrounding world. SEI dislikes drawing attention to her troubles and failures. When in need of assistance, she resorts only to those close to her or to knowledgeable experts. By nature, she is secretive and vulnerable, trying not to burden her friends because she knows how unpleasant it is. She never demands attention if she feels it is not warranted. However, she will respond to others' calls for help.

She loves nature and beauty in its natural manifestation, having a good visual memory to paint from, as well as tastes and tactile sensations. SEI acutely experiences situations minute-by-minute. She expresses her subtle perception of the world in products made by her own hands. Everything she does is done by the heart, with taste. She doesn't dress in flashy attire and isn't into trends, preferring only clothes which are hers by style and taste. She loves a variety of original jewelry and accessories, such as watches that blend with her clothes. She pays a lot of attention to the issues of everyday life. The best professions for her abilities are in areas such as painting, decorating, designing, etc.

SEI won't compete or force others to do anything against their will. Therefore she is not interested in leadership careers. At times she may give the impression of a passive or inert person. This is due to the fact that she sees no point in needless fussing and wasting effort. Thanks to this trait, she occasionally has a reputation as a talented bum, going through life contemplatively and endlessly waiting.

3 ethical sensory extrovert ese the enthusiast

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She draws her inspiration from nature as the source of harmc and life, but not the type of nature that is an arena of obstacles c. survival challenges that must be overcome — the desert, or conversely, a dense forest or jungle — but rather as a harmonious connection of the elements of air, water, and land.

SEI is realistic in her judgments and assessments. She critically evaluates information: she dislikes exaggerations and draws attention only to the facts and evidence. A sense of harmony and proportion is never lost. She takes her time carefully selecting everyday objects or people that expect to get close to her.

3. Ethical Sensory Extravert (ESE):

The Enthusiast

Cordial, caring, trusting, **while** obtrusive

General Description

ESE is emotional and communicative. He knows how to lift the mood to cheer up other people. He enjoys talking about his contacts and acquaintances. His emotions change sharply. At times he is lighthearted and friendly; other times he is hot-tempered and angry. He pays attention to the manners and proper behavior of people around him.

He is caring and hospitable and knows how to create comfort from what he has at hand. ESE watches out for the well-being of his loved ones. He enjoys giving gifts and doing pleasant things for others. He's an excellent organizer of events, vacations and celebrations.

He does not contain his emotions well and nitpicks people he doesn't like. He becomes very offended if his efforts are not appreciated. He's

quite fussy and scattered, and is constantly overloaded with things to do, many of which can be foregone or postponed.

He poorly predicts major life upheavals and events and expects only positive results and outcomes, thus is often subject to stress and disappointments from his unfulfilled hopes. ESE is consistent

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in his habits and with how he spends his free time, although he overestimates how much time he has left and doesn't finish everything that was planned. He often starts on important work at the last minute, which leads to unnecessary hurrying and agitation.

Appearance

ESE can be determined by the characteristics of his appearance, but you should always pay attention to his gait and movement first. The details of his face are usually small, but proportional. In the face, there is often noticeable some direction upward: a rush. The posture of ESE is always straight. A very typical characteristic of ESE is his gait. In fact, it is the most significant appearance marker to help determine a person of this type. The gait is always fast and very fussy. This mobility is especially characteristic of ESE men. It creates the impression of tugging and restlessness. With an enhanced sensory component, this is much less pronounced. The sharp change in facial expression is another characteristic of ESE. This is especially noticeable in the ethical subtype. After he hears statements of a logical nature, he looks like he is thinking about it intensely. ESE pays a lot of attention to his outfit. His clothing selection clearly shows that he wants to dress with taste and balance. The colors of the clothes are usually matched to the tone. There are no sharply highlighted details. The love for various kinds of jewelry (not necessarily expensive) is indicative of women of this type. Accessories are always used in harmony with the rest of his or her external appearance. In general, ESE's clothing tends to be decorative, and he always relies on his own taste, preferring something that appeals to him than to something trendy.

He also pays attention to the functionality and appropriateness of the clothes: in the theatre — evening dress; for leisure — sportswear, etc.

Detailed Description

ESE's forte is emotional influence on people. He is able to achieve much by showing his turbulent, sharp emotions. Other people often

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find it difficult to withstand his emotional pressuring. He is discerning of the emotional state of his conversation partners. ESE can raise his own mood and that of others. He is optimistic and instills in his loved ones hope for success and a positive outcome. He is very sociable and easily makes contact with other people. He talks about his friends, acquaintances, and relatives with pleasure. Although ESE usually aims for high social status, he is able to sacrifice it for the sake of his family. He organizes events and celebrations well within his social circle and sees to it that everyone is interested and involved, drawing people into conversation. He dislikes those who are overly skeptical and remain separate and aloof.

ESE is very caring in relation to his family and friends. He is attentive and responsive and takes care of people who are not feeling well. He also cares for those who seem impractical and poorly adapted to life, understanding who needs what kind of help. However, he won't lend a hand simply for the sake of a good relationship. He enjoys receiving guests and loves holiday dinners and gatherings. ESE knows who to invite, how to behave, what to serve, and how to leave a positive impression. He is practical in everyday life and quickly adapts to new places. He knows how to create comfort from what is readily available at hand. He gets rid of unnecessary things by selling them or giving them away. He is picky in his aesthetic taste and analyzes whether the appearance of others is put

together well. He gives thought to how he dresses, masterfully combining various aspects of his outfit.

ESE is active and enterprising in professional and business spheres. He is very mobile and energetic. He moves around a lot, meets new people, and makes various deals and contracts. He is offended if he is considered unprofessional and unserious, yet he is quite fussy and scattered. He often overloads himself with things to do, which exhausts him. He actively and directly pushes for his interests or projects, often making several attempts. In life he achieves much on his own without relying on the help of others. He comes across as an agile, expeditious, and skillful person. ESE often

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thinks he's impractical, since it requires a lot of effort and work for him to achieve visible results. He does his work quickly though, and likes it when he is helped with some things. He could use outside help for running small tasks and assignments. He aims to accomplish several interrelated tasks at the same time, preferably in one swoop.

ESE poorly assesses how much time is available for his activities. Sometimes he starts on the most important task at the last minute, which sentences him to unnecessary rushing and stress. He appreciates people who warn him about how much time he has left. He vacillates for a long time before undertaking major, potentially life-changing decisions. Even though he remembers his past mistakes, he doesn't act based on practical experience, but on subjective tendencies. He suppresses any apprehensive feelings of misfortune and disaster, and instead focuses on positive outcomes. Due to this, many of his hopes and expectations lead to disappointments. He is impatient and dislikes waiting. He does not respect those who run late, philosophize on empty topics, or waste valuable time.

ESE feels calm and confident when there is order around, a system in place, and no unclear questions. He absorbs complex information only when it is presented in a clearly-structured form. Often a conscientious

person, he has a responsible attitude towards his assignments and duties and cannot relax if he hasn't done something as it should be done. He builds his relationships on a basis of trust. He does not like having to prove something, to explicate, or to repeat something many times. He expects others to simply understand his problems and concerns. An objective and impartial analysis of a confusing situation calms him, while what he concretely needs to do he will figure out himself. He searches for ways to rationally organize his household as well as leisure activities. He has a good sense of his body and tries to find methods to avoid sickness or to conceal any physical imperfections.

He readily supports new, promising initiatives. ESE needs alternatives that fuel his enthusiasm and stimulate him. He feels very pleased when his abilities and energies find a proper application. He

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feels very much suppressed by the inability to do something. He needs others to notice and to appreciate his efforts and provide him with encouragement. He provides emotional support for people who walk their own path and don't follow the beaten track. He frequently comes up with new ideas and tries to push them through to promote them. He strongly desires to be needed by someone. He offers many ideas for the organization of events: conferences, speeches, presentations, holidays, celebrations, advertising campaigns, etc. He avoids clichés, commonness, and vulgarity.

ESE critically evaluates relationships between people. He openly condemns rudeness and boorishness and demands people treat him respectfully and attentively. He likes to teach ethical behavior to other people — how to be courteous, show good manners, etc. With others, he usually keeps close personal distances. He dislikes arrogance, pomposity, and affectation. Ironically, he strives to create an impression of

aristocratic courtesy. He grows angry when someone gets into disputes with him. In such cases, he attempts to shame the person to evoke feelings of guilt in them. If such persuasions are not effective, he may even start a scandal. He does not tolerate when someone looks down on him or speaks to him with a haughty tone. He is distinguished by a painful sense of fairness and sees to it that no one is offended or overlooked. He will go to great lengths for the sake of his loved ones.

In business relations, he is persistent and nitpicky. If a person does not do things the “right” way, he will remind them about it, not leaving them alone until he gets his way. He is very self-sufficient and independent as a businessperson. He knows how to defend his interests and tries to not miss out on benefits. He takes initiative. ESE constantly prods other people towards activity and tries to manage and guide their actions. Slowness and halts in activity irritate him. He doesn’t purchase anything just because, but purposefully searches for a product or a seller. Then he makes his purchases quickly, but always tracks that the items correspond to their prices.

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Manner of Communication

The most characteristic feature of ESE’s manner of communication is heightened expressive emotionality. He likes to talk with emotion and details. One of his favorite topics of conversation is art. He also enjoys talking about the plots of movies, plays, and books. He may go watch his favorite movie or performance several times. In interactions, this sociotype can often be seen expressing negative emotions.

Periodically, ESE openly expresses his indignation, often over minor things. He rapidly flares up in temper but calms down just as quickly. This show of emotions cannot be explained by objective logic: from any detail he can create drama, but at the same time he won’t notice an almost direct insult. In conversation, he pays attention to ethics and good manners. He

likes to express norms, using ethical evaluations to analyze who acted well and who acted poorly. He tracks that the social standards of courtesy are being followed. If people don't follow ethical norms of interaction, ESE puts pressure on them by means of negative emotions. Because of this, he may be viewed as a scandalous, quarrelsome person. It's not easy to get along with ESE. For most people he proves to be too demanding, too linear and too straightforward. He explains his opinions in detail, several times, asking his companion whether he or she has understood him. With this he might offend his listeners, who may think that he regards them as stupid. ESE likes to talk about his social connections, contacts, and acquaintances. He easily creates them thanks to his sociable and friendly nature towards his conversation companions. Long-term constant relationships require selflessness from others.

Features of Behavior

The behavior of ESE is rather demonstrative. When he wants to achieve something, he leans into his role so much that he begins to believe in it himself. Although he can accomplish much with his cheery enthusiasm, in work and business he is typically practical and resourceful. He won't purchase just anything, but tries to buy only the

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best. He is easily recognized by the following trait of behavior: of all the sociotypes, ESE is most prone to go back to the store and request a replacement or refund for defective goods. He skillfully combines and composes things, knowing how to create a cozy environment seemingly out of nowhere. His possessions may not be the newest, but they are always of good quality. He tracks the health and well-being of his loved ones. After visiting the doctor, he wants to make certain of a diagnosis to figure out treatment for himself. ESE loves it when he is being helped and when someone is doing something around the house with their hands. The

result is not what's important, but the fact that someone has decided to help him. Another quality that identifies this sociotype is incredible hospitality. He tries to impress his guests with something unusual to amaze and dazzle them. He gravitates towards social gatherings that feature food. While at this, he can be rather intrusive and not restrain himself reasonably, as in Ivan Krylov's fable "Demyanov's Soup." ESE's uneconomical, useless waste of energy manifests itself in almost everything. He's always in a hurry, running somewhere, and visiting acquaintances. He's constantly overloaded with things to do, tasks, chores, and activities, many of which aren't necessary. He poorly tolerates criticism on this point and becomes offended.

I. Command Function +E — Emotional Ethics

ESE's strong point is the emotional impact he has on people. By showing violent, harsh emotions, he can achieve a lot. It's not easy for the surrounding people to withstand his emotional pressure. He is able to easily distinguish the mood of others, and he is able to cheer himself and others. He is an optimist and tends to infuse his loved ones with his belief in their success. He is very sociable and easy to contact. He enjoys talking about his connections, acquaintances, and relatives. Although he aspires to a high social status, he is willing to sacrifice it for the sake of his family. A good organizer of leisure and celebrations in his own circle, he keeps everyone interested

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and involves the invitees in general conversation. He does not like skeptics and those who stand apart.

2. Realization Function —F — Force Sensation

In business relationships, he is persistent and rather picky. If people do not behave as he thinks is right, he will constantly remind them and not

leave them alone until he achieves his goal. He is very self-sufficient and independent in business. He is able to defend his interests. He doesn't miss benefits and opportunities. He takes initiative and constantly pushes people to in the sphere of business by trying to lead their actions. Slowness and delays in business irritate him. He doesn't buy anything just for the sake of buying without looking for a specific product or seller. The decision to buy something happens quickly, but he always makes sure that the thing corresponds to its price and ensures he's getting a good deal.

3. Role Function +P — Business Logic

ESE forces himself to be enterprising and active in the business sphere. He moves a lot and starts various deals. He is very offended if he is considered to be an inexperienced or frivolous person. He is quite fussy and scattered and often takes on too much work, overextending himself. He tackles the issues and tasks directly head-on in several approaches. In life, he achieves everything by himself and does not count on the help of others. He produces the impression of a clever, agile person while he usually classifies himself as an impractical person, since it costs him a lot to produce a visible result. He works quickly, but at the same time, he likes to be helped. He needs an assistant to handle small trivial tasks. He tries to accomplish multiple tasks simultaneously, in one fell swoop.

4. Triggering Function —I — Opportunity Intuition

He willingly supports new and promising undertakings. He seeks alternatives that awaken his enthusiasm and stimulate him to active work. He is very happy when his abilities and energy find applications in reality. He grows very depressed when faced with a state of inability to do something. He needs his efforts to be noticed and encouraged.

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He provides emotional support to people who are unique and don't choose the well-defined path. He can become ignited by an idea and push himself to make it a reality. He wants very much to be of some use. He offers many ideas about organizing celebrations, events, speeches,

presentations, advertising campaigns, etc. He avoids templates and habitual vulgarity.

5. Demonstrative Function + S — Comfort Sensation ESE is very caring towards his family and friends. He is attentive and responsive and takes care of sick and impractical people. He understands who really needs help and which kind of help they need. But he will not help just for the sake of a good relationship. He likes to have guests and enjoys festive treats and entertainment. He knows who to invite, how to behave, and what to prepare and cook to leave the right impression. He is practical in everyday life and can create comfort from what he already has. He quickly settles in to new places. He gets rid of unnecessary things by selling them or just giving them away. He has a meticulous aesthetic taste and analyzes the harmony of the appearance of others. He dresses thoughtfully and know how to put an outfit together.

6. Dual Function -L — Structural Logic

He feels calm and confident when there is an established order or system in place, and when there are no vague questions. Complex information is comprehended only when it is presented in a clearly structured form. ESE has a sense of duty. He is responsible for assignments and cannot relax if something does not go as expected. His relationships are built on trust. He does not like to prove, chew on information or repeat himself many times. He expects others to understand his problems and concerns. He is calmed by an objective, impartial analysis of confusing situations, preferring to work out specific steps to be taken on his own. He looks for systems of rational organization for life and health. He understands his body and seeks to find methods to avoid illness or hide the flaws of his figure.

7. Braking Function +T — Temporal Intuition

ESE does not use his time wisely. He often completes necessary work at the last minute, dooming himself to pernicious rush. He appreciates people who warn him about his deadlines. He hesitates for a long time before accepting a cardinal, fate-influencing decision. He remembers his past mistakes but does not make decisions from practical experience; instead, he focuses on subjective predilections. He suppresses the misgivings of misfortunes and troubles and conditions himself to expect a positive outcome. Because of this, many of his hopes and expectations fail. He is impatient and does not like to wait. He does not respect those who are late, philosophize excessively, or squander precious time.

8. Controlling Function -R — Relations Ethics

ESE critically assesses the relationships between people. He openly condemns rudeness and disrespect and expects an attentive, correct attitude toward himself. He likes to teach people ethics — courtesy and good manners are important to him. He always keeps people close at hand. He does not like arrogance, pomposity, and mannerisms, although he himself seeks to create an image of the aristocratic upbringing. He gets angry when others argue with him and then tries to shame them, causing a sense of guilt. If the exhortations do not work, he may even quarrel. ESE has a painful sense of justice. He makes sure that no one is offended or ignored. For the sake of his loved ones, he will go on any adventure.

Recommendations for Self-Improvement

In everyday life, you are an open, sociable, well-wishing person; for these qualities, you are loved by people around you. You are well-versed in ascertaining the moods of other people. You sympathize with the misfortunes of others, and know how to feel their emotions. You won't leave a person in need or in trouble and try to assist those who have been wronged.

You know how to bring pleasure to people. You are hospitable, generous, and caring. You know how to fill your free time in an

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interesting and active manner by going to movies and performances, frequently visiting friends, going to parties, etc. You enjoy pleasant trips and travel and don't mind spending time in the fun, loud, boisterous company of people gathering, like holidays and dinners. You enjoy giving gifts, bringing joy to people.

Your main weakness is the inability to manage your time in everyday affairs. You are often too hasty, restless, and fidgety. You don't have enough time for anything. You get buried in endless tasks, chores, activities and concerns, often forgetting about the most important things.

Try to appropriately plan your day. Reject any small, minor questions and issues and set them aside for later. Try to isolate the main core of your tasks and to focus on its further development. Don't start doing everything at once, otherwise you won't be able to do it all in time. Remember — no one is safeguarded from surprises and unexpected happenings.

You can be too demanding and uncompromising in relation to family and friends, which serves as the cause of many disappointments. Once you feel deceived or disappointed by a person, you become suspicious and distrustful of everyone else. In a fit of emotion, you can exaggerate the faults of others and present people in a negative light.

Learn to balance your demands and wishes with real life. Be tolerant of people by developing a more sympathetic attitude towards their shortcomings. Remember that there are no ideal people. With excessive emotional pressuring you can destroy harmony in your relationships.

Your other problem is excessive expenditure of strength and material resources. The inability to control daily expenses prevents you from creating necessary material reserves and savings. Save your strength; don't overexert yourself. Don't take up activities and projects that do not guarantee reliable returns.

Forego countless meetings with relatives and friends and focus on household matters instead. You can carve out some time for

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leisure and relaxation later. Try to keep order and organization in your house. Get rid of useless things; do not accumulate them. The fewer small, useless items you have, the easier it will be for you to find the necessary thing at the right time. Temper your hospitality. Don't be too intrusive with treats. Try to observe a sense of balance in all.

Dominant Subtype

Enthusiast — Caretaker

Prototype: Volunteer, social activist, advocate or trade union organizer

He is an optimistic, cheerful and sociable person. He is considerate to people and actively tries to raise their moods, helping not just in word but in deed. He is capable of rejoicing in others' successes, willingly sharing their achievements, but when they fall into a bad mood, he finds no need to comfort them. He either immediately throws a tirade of negative emotions or simply waits until their mood changes.

He doesn't hide his feelings, whether positive or negative. He can never stand rudeness and deceit. Although quite irascible and short-tempered, he quickly forgives and forgets. He is able to perform on stage as a public figure, artist, or actor. He successfully organizes merry celebrations or festive events. He takes care of the weak and defenseless and is effective in organizing trade unions and charitable activities.

He is outraged by self-righteous, arrogant, or grouchy people. In protest, he can deliberately spoil their mood, demanding compliance with accepted norms or rules. He easily makes new acquaintances, in both personal and business affairs. However, close friends are few, since few can tolerate his emotional dominance.

He tends to be late for meetings and events. This happens because of fussiness and overwhelming present affairs. He never

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quite willingly engages in domestic issues, but is rather committed to social activities, preferring to talk to a wide circle of people and benefit many others. However, household chores are dealt with quickly due to practicality and skill.

He can be inspired by any idea and becomes an active supporter of the idea, striving to implement it, in reality, sparing neither strength nor time. His enthusiasm is unabated even if there are numerous difficulties.

Creative Subtype

Enthusiast — Pleaser

Prototype: Admirer of talent

This is the most charming representative of this type. He easily makes acquaintances. He is an effective receptionist when accommodating guests, as well as organizing cultural gatherings. Very quick on his feet, he doesn't like remaining in one place for prolonged periods. He tends to travel, learning about the lifestyles of others around the world. He always has something to talk about. Tourism activities, facilitating guests, working in or owning salons or boutiques, conducting concerts and celebrations — these are the best applications for his abilities. He respects experience and knowledge, although he won't delve into this deeply. He is interested first and foremost in people themselves: their character and feelings.

He is quite inconsistent and impulsive and poorly calculates his time. A lot of effort is spent on minor things. As a result of that, he never seems to find the appropriate time to schedule things. He's ashamed of his lateness

and disorganization and tries to discipline himself. He willingly volunteers, accepting new positions and organizing them, but never really thinking about the consequences.

Sometimes he is overly trusting or careless, poorly anticipating the future prospects of a proposed deal. As a result, he can make

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reckless decisions which are later regretted. When such an individual frequently make mistakes, he becomes suspicious, although he does not show this to others. He is quite jealous in personal relationships and won't rest until his suspicions are dispelled.

He poorly handles dull routines and may daydream or think about the pleasant memories from the past to escape. He never refuses to test himself in something new. He doesn't enjoy wasting time, and is always trying to fill his day with interesting experiences: visits to the theatre, cinema, exhibitions, parks, friends, etc. He describes events he experiences passionately and in detail, relating whatever he has seen or heard. He enthusiastically supports a variety of novelties, but will not be limited by them.

In life he achieves everything on his own and doesn't rely on others. His outer gentleness can be replaced suddenly by authoritativeness when a decisive moment affecting his personal interests comes. He successfully engages with any practical activity but likes to have his efforts and resourcefulness appreciated. When necessary, he can easily gain the confidence of others. He is good at distributing goods and signing trade deals. People reach out to him, but he is not interested in organizing and supervising them.

Normalizing Subtype

Enthusiast — Provider

Prototype: Family doctor

An organized and considerate person, he tends to restrain his current emotions. He won't give superficial, hasty judgments, or make sudden changes to his assessments in order to fit a particular situation. He collects clear and detailed information on subjects that are interesting to him. His conclusions are driven by moral considerations and competent sources found to possess rational explanations. He condemns bad taste, rudeness and tactless

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behavior. He strives to encourage good manners and a love of knowledge in people close to him. He is devoted to his friends and family. He is persistent and forthright in relationships if convinced of his correctness.

He is inclined to take a long time before making important decisions on complex issues. In order to gather his thoughts, he seeks solitude. He appreciates intelligent interlocutors who can competently explain intricate questions. Due to the chaos of his own thoughts and fear of making mistakes, he may withdraw at the last moment when he has to make a radical decision. More than other variants of this type, he is subject to confusion and excitement, especially when speaking in public.

Amongst his business qualities are distinguished organization and efficiency. He does not take criticism well, as he worries greatly about the work assigned to him and takes it very seriously. He may see negative comments as being made at his own expense, so he quite easily takes offense. He is less easily appeased compared to other variants of this type. He does not strive to take leadership positions and never overestimates his intellectual abilities. He frequently accepts seeing himself on the sidelines as a secretary, assistant, reference, nurse, etc.

He strongly reacts to ungratefulness and expresses his indignation by leaving. In disputes and confrontations, he does not get involved. Internally he has a lot of anxieties about people close to him. When making ethical assessments, he is always confident and knows who to maintain relations with (and who not to). He often questions aesthetic taste. Generally, he is moderate in fashion, dressing in appropriate attire for whatever event or situation he is in.

He prefers concrete work that is systematic in nature: for example, working in the countryside, growing flowers, needlework (embroidery, applique, crochet, etc.). He is good at conducting housekeeping matters and monitors his loved ones' health and nutrition.

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Harmonizing Subtype

Enthusiast — Alleviator

Prototype: Facilitator or project manager coordinating communication on a specific task

He is a diplomatic person who is calm and friendly to people. He is charming and welcoming towards people interested in talking to him. Unlike other Enthusiast subtypes, he is much less emotional and restless. In everything he seeks harmony. He is tasteful, although unobtrusively so, and dresses accordingly whether at home or at work, maintaining cleanliness and comfort. He is observant, especially when people notice his customs and habits. He knows people and what they need. He provides all possible support to the gifted yet modest in nature. To him, helping people adjust to their lives is his mission. It is very surprising that many of this subtype experience difficulties coming up with a problem to solve or attainable goals.

He cooks delicious dishes, designs them in a pretty way. He values pleasant and exquisitely-made things. He is committed to peace and

material sufficiency. He knows how to give pleasure and satisfyingly pleasant surprises. He makes a lot of useful things with his own hands. He is often successful in the service sector — window decoration and interior design, beauty salons, tailors, hairdressers, photography, applied arts, etc. His workplace must be comfortable and beautifully decorated. He does not tolerate a bureaucratic spirit, routine procedures, or coarse manners. He is capable of making specific work proceed easily and conveniently. He prefers not to experiment, rather employing proven methods.

He is curious, but when accumulating new information, he takes it critically while same time sensing contradictions and shortcomings. He is persistent in achieving short-term goals, especially in an emergency situation; however, under normal conditions, he lacks commitment and consistency. He is discouraged when his precautions do not work and he has to instead resort to radical measures. He does not

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The analyst

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overload himself, always finding an opportunity to organize in order to avoid overworking. Bustle and noisy festivities are preferred to quiet company, intellectual conversation, or leisurely retreats in nature.

He needs a reliable friend who happens to be interesting to him. He doesn't tolerate boring or dull companions. His enthusiasm is less than other subtypes and also extinguished quickly. He brightens up again only when information is presented visually and unconventionally, bringing compelling examples and memorable analogies. His own opinions are expressed only in those cases when he feels his competence in the matter is under discussion. He listens to the council of others, although he typically chooses his own way.

4. Logical Intuitive Introvert (LII):

The Analyst

Schematic, planning, self-sufficient, **while** displaced (lacks punchy qualities to accomplish his goals)

General Description

LII has a well-developed ability for logical analysis and is capable of clearly distinguishing the primary from the secondary. Creating structures, classifications, and concepts is her style. She is objective and impersonal, at times even harsh in her assessments and principles. If she is not satisfied with a guideline or regulation, she may simply ignore it.

LII poorly adapts to people's feelings and personal relationships. She is stubborn and inflexible in her relationships with others and obstinately attempts to keep the relationship the same. She is reserved and dislikes uninvited guests because she doesn't know how to entertain and occupy

them. LII is cautious in communication, often holding others at a certain distance. The more she sympathizes with a person internally, the less outwardly demonstrative she is of her interest.

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Once she has sorted out a problem, she presents new solutions. She is tolerant of other points of view and different lifestyles. Her behavior is often confusing to others because she makes decisions on an intuitive basis — by guessing. Frequently, she has one main interest in which she is constantly improving her knowledge and skills. She maintains a conversation only when it is on subjects that are of interest to her.

At home LII is modest and doesn't need many conveniences. Daily chores have a depressing, tiring effect on her. Despite her stubbornness, qualities of pushy, demanding, and domineering attitudes are not prominent in her demeanor. She cannot subordinate people, except by logically convincing and reasoning with them. In critical situations she can be somewhat indecisive. She cannot be made to do anything by coercion.

Appearance

The appearance of LII has a number of characteristic features that make it possible to identify this type of personality well, even from a distance. She often has a very characteristic ascetic face. There are two aspects of asceticism we can talk about here. First, the very structure of the face often resembles medieval profiles with its angularity, the combination of large parts of the face (usually the nose) with small parts (usually chin), and cheekbones and brow ridges. Secondly, the facial expression at a distance is always perceived as completely emotionless, severe, and gloomy. The complexion is usually pale, bloodless. Men of this type tend to have short haircuts. The figure of LII in most cases is thin. A very

characteristic feature that allows us to confidently assume that a person belongs to this sociotype is a bent back figure with the belly slightly protruding. The walk of LII is insecure and somewhat wobbly. Sometimes others even get the impression that she does not know where to go. In moments of excitement, she rushes from side to side, as if paving the way for decision in the physical space. An LII male dresses discreetly, not

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wanting to attract too much attention; however, his style of clothing is characterized by fluctuations. Sometimes he changes from one extreme to the other: dressing up in high fashion and then in a shabby form. The style of women's clothes of this type is reminiscent of the French — it emphasizes originality, unconventionality, and the desire to stand out.

Detailed Description

LII knows how to logically and convincingly express her thoughts. She creates schemes and conceptualizations and distinctly separates the important from the secondary. Once she develops a general idea of schematic, she works on reifying it and bringing it closer to practice. Pure theorizing, philosophizing, and discussions that are completely removed from life are not for her. She evaluates the correctness of the system by its internal logical consistency. She easily modifies the formal framework of a system. She prefers compact information that has been formulated as concisely as possible, although she may expand it in volume if necessary. LII is well aware of the potentialities and possibilities of ideas, concepts, models, schemes and systems. She gives an objective, impartial assessment of their potential and knows how to tie in details and particulars to the whole.

She seeks to improve or enhance any theory or development. She persistently fills the missing links of any system that is of interest to her. Alternative ideas do not escape her attention. She is very capable of generating ideas and proposals and brainstorming; she thinks very independently. Once she understands a problem, she puts forward innovative solutions to solve it. Ideas come to her intuitively — sometimes by guessing. Logic, for her, is only a way of framing information that she obtains intuitively. She is able to disentangle a confusing, ambiguous problem. She intuitively searches for hidden relationships. Lack of evidence is replaced with imagination. She penetrates deeper and deeper into an object of study.

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LII is not very sociable. She finds it difficult to build relationships with people. She makes an effort to behave kindly and enter into close contact, but she hides her personal life from outsiders. She does not like uninvited guests because she doesn't know how to entertain them. In communication she is very careful. She contributes to the conversation only when it concerns matters that are important to her. She treasures relationships that have already been established and stubbornly maintains the relationships she's accustomed to. She won't break established relationships, but neither will she cling to relationships that have outlived themselves. Indifferent to criticism from the outside, she is not afraid of a negative attitude directed towards her. With strangers and people who confuse her, she becomes restrained and internally clams up — she doesn't know how to behave around them.

LII assesses relationships between people by degrees of their ease and lack of constraint. She strives for simple, democratic relations. Heavy, tense relationships take away her energy and make her passive. Most often, LII is a gentle and pleasant person, not pushy or domineering. She is

balanced and self-sustained. She has a critical need for independence and territorial autonomy. She has trouble bending people to her will and defends her everyday interests. In critical situations, she may become indecisive and sluggish. Although she will remain cool, she needs some advice on what to do and how to act. She may ignore abuse and pressuring. One cannot achieve or obtain anything from her by coercive pressure.

Friendliness and positive emotions calm her down. She responds to them with pleasure and becomes sociable and witty. She tries to bring joy to people close to her. At a close distance, she becomes more positive, cheerful and friendly. Her optimism is transferred to the people around her. If emotions are negative, then she responds to them only if she considers them valid and reasonable; otherwise, she distances herself and tries to extinguish them by logical analysis. She expresses her own emotions only when she is at a close distance

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or feels that she is in a familiar environment. Otherwise, she behaves in a cold and detached manner.

At home, she is modest and satisfied with a minimalistic lifestyle. Effective care for her health and comfort lifts her spirits and makes her optimistic. When her domestic and financial problems are solved, her energy increases and she takes on resolving problems that she has put *off* until better times. She strives to dress harmoniously, without frills or artificial jewelry, but she is not quick to find her style. She feels uncomfortable if she is dressed non-functionally or in a way that is not appropriate to the situation. When she experiences discomfort for a long time, it leads to an accumulation of negative emotions. Over time, her patience may burst; all that has been simmering inside may spill over.

She is good at estimating prospects of new undertakings and projects. She gives advice on how to fine-tune a new or unusual project, and what should be considered in order for it to be successful; however, LII herself

is not distinguished by an entrepreneurial spirit. In business activity, she vacillates and thinks for a long time before she makes a decision. Often she is too cautious and inactive at first, then, all of a sudden, starts taking risks hoping for luck. In concrete work, she is either too meticulous and specifies everything to the last detail, or she's in too much of a hurry to finish in anticipation of starting on the next job. Raw results don't baffle her: if needed, she will come back and redo the steps. In areas of interest, she asks questions about what people typically do or what technology is in use. Based on this information, she decides how she should act herself. However, she quickly loses acquired work skills.

LII feels her dependence on the flow of time. She usually arrives on time for events and meetings; she may even feel a sense of pride in her punctuality and organization. She knows how to evaluate her capabilities accurately in order to complete the planned work by the deadline, but she tends to delay in the beginning and accelerate her working pace towards the end. Due to this, the quality or volume of

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her work may suffer. She has greater chances of having success if she starts on her assignments in a timely manner. She looks for methods and tactics that can save her time and hates it when time is spent uselessly. She warns others if she is very busy and has much to do that cannot be postponed. She feels that she is ruled over by fate that she cannot change. She quickly forgets past failures, but also does not expect anything good in the future.

Manner of Communication

With unfamiliar people, the LII behaves with some reservation and aloofness, keeping a psychological distance. She's not usually the first to take initiative in getting acquainted. Her speech is very clear and logical,

and she presents material in a coherent way, showing a tendency to stress important words with intonation. In the beginning, she gives a generalized or abstracted overview, and then later moves to supporting concrete examples. The reverse order is also possible: first, a number of actual examples, followed by a general conclusion. The logic of her speech, especially when defending an idea at the time of a dispute, can be rather rigid and categorical. She cuts out unnecessary details and is interested only in the general pattern. During a conversation or presentation she shows emotionality, which may be difficult to see in her before. Her emotions acquire a strong, dramatic nature corresponding to the degree of her excitement. Her eyes start flashing with a fanatical gleam. Nevertheless, she tries to behave in an emphasized correct manner. She supports a conversation only when it is interesting to her and doesn't voice her views on matters she's indifferent to, preferring to remain silent in such cases.

Features of Behavior

She is considerate of people and always gives a person an opportunity to speak. As she believes that every person has some kind of abilities, she tries not to interfere with the development of those abilities. She is usually tolerant of other points of view. She does not immediately

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reject any proposal and tries it out in practice first. In her behavior, she's usually private and does not readily share information about her affairs and personal matters. From a distance it may even seem that she has no personal life. She is characterized by a very strong need for independence and is satisfied only by complete freedom. In business and work activities, this desire for freedom is coupled with a sense of responsibility. Undemanding, she is often indifferent to food and decorations. Being captivated by her work, she may even refuse or forget

to eat. At home she is modest and is content with little. LII often has some interest, engagement, or hobby which she fanatically follows for a long period of time. At the same time, she doesn't care what others say about her. She doesn't advertise or draw attention to her position in life and lives by her own interests. Any rules or orders that are unsatisfactory to her, she may simply ignore. To most people LII is not understandable, thus they may keep some distance from her.

1. Command Function —L — Structural Logic

She is able to express her thoughts logically and convincingly. She constructs schemes and concepts, clearly separating the main points from secondary issues. Having developed a general system, she makes it concrete and brings it closer to practice. The pure theorizing, philosophizing, and reasoning that are separated from the realities of life are of little interest to her. The correctness of the system is determined by its internal logical consistency; she easily modifies the formal framework of the system. She prefers compact, extremely compressed information, although she can also expand it to the required volume. She easily sees the possibilities of systems, formal models and concepts. She gives an objective, often impartial assessment of their potential. She is able to tie specific details in with the whole.

2. Realization Function +T — Temporal Intuition

LII feels dependent on the passage of time. She arrives on time to meetings and events. She is proud of her punctuality and organization.

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She is able to calculate her energy so that she can finish planned work exactly by the appointed time. However, starting the work is usually delayed; closer to the end, her pace accelerates, which may affect the volume or quality of work. She looks for labor methods that save time.

She doesn't like it when time is wasted. She warns those around her about when she is busy or facing a multitude of cases that she can not postpone. She is ruled by fate, which she cannot reverse. She quickly forgets her past failures, but in the future expects nothing good either.

3. Role Function -R — Relations Ethics

LII is not a communicative person. It is very difficult for her to establish relationships with people. She makes an effort to behave in a friendly manner and establish close contacts, but she keeps her life private from strangers. She does not like uninvited guests because she does not know how to entertain them. In communication, she is very cautious. The conversation is supported only when it deals with topics that are relevant to her. She values already established relationships. She persistently preserves the system of relationships with which she has become accustomed. She will not break established relationships, but also will not cling to relationships that have outlived themselves. She is indifferent to criticism from the outside. She is not afraid of negative attitudes towards herself. Strangers or incomprehensible people make her tense and stressed, as she does not know how to behave around them.

4. Triggering Function +S — Comfort Sensation

In everyday life she is modest and content with minimal comfort. However, effective care for her health and comfort raises her mood, imparting an optimistic attitude. When her everyday and material problems are solved, her energy increases — she begins completing those tasks that were postponed until later. She strives to dress harmoniously, without pretentiousness or artificial adornments; however, her style is not immediately obvious and isn't always easy for her to articulate. She feels uncomfortable if dressed in a dysfunctional, inappropriate manner for the situation. When she is surrounded by

discomfort for a long time, it leads to the accumulation of negative emotions. Finally she will lose her patience, with all the negativity that has been accumulating spilling out.

5. Demonstrative Function -I — Opportunities Intuition She strives to improve or supplement any theory or development. Alternative ideas do not escape her attention. She persistently replenishes missing links in the system of interest. She has the ability to generate ideas and brainstorm. She thinks very independently. Having dealt with a problem, she introduces fundamentally new solutions. Her ideas come to her intuitively — from her gut and feeling. Logic is only a way to design and deal with intuitively received information. She is able to understand confusing, unclear problems and to intuitively find hidden links between things. A lack of facts is replaced by imagination. She penetrates deeply into research on interesting topics.

6. Dual Function +E — Emotional Ethics

She is relaxed and reassured by friendliness and positive emotions. She responds with pleasure and becomes sociable and witty. LII seeks to bring joy to people who are close to her. At a close proximity, she is cheerful and friendly. Her optimistic mood is easily transferred to others. If emotions are negative, she responds to them only when she considers them sound. In the opposite case, she estranges herself or tries to extinguish them by logical analysis. Her own emotions switch on only when she is close to someone or feels she is in a familiar, comfortable environment. Otherwise, she behaves coldly and seems detached.

7. Braking Function -F — Force Sensation

Relationships between people are assessed by the degree of their ease and relaxedness. She strives for simple, democratic relationships. Hard, strained relationships take away her strength and make her passive. She is a gentle, kind person and does not have an aggressive or overbearing personality. She has an acute need for independence and territorial autonomy. She does not know how to control or

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manipulate people, and she defends her everyday interests poorly. In critical situations, she is indecisive and wavering — she needs a clue on what to do and how. She ignores violence and forceful pressure. She is very balanced and sustained. You cannot gain anything by forcing or pressuring her.

8. Controlling Function +P — Business Logic She appreciates the prospects for new ventures and enterprises. She can advise how to set up an unusual or cutting-edge business, and knows what must be done for success, though she is not very businesslike or enterprising herself. She hesitates when it comes time to act and thinks for a long time before making decisions; she is normally cautious and inactive, but may suddenly take a risk, hoping for luck. When executing on a specific task, she is thorough and clarifies everything, hastening to finish it quickly so that she can move on to the next task. The raw result does not bother her: if necessary, she will come back and redo the project to achieve the desired results. In her sphere of interest, she wants to know *how* people are working and with what technologies they do their work. Based on this information, she decides how to act herself but then quickly loses the acquired skills.

Recommendations for Self-Improvement

Your strengths are a bend towards an analytical mind, an aptitude for structural thinking, and the ability to see the general laws behind any phenomenon or event. You are oriented towards objectivity and fairness in your assessments. In evaluating people, you pay attention to their contributions to the common cause rather than personal sympathies. In any task or project that you take up, you always distinguish the important parts and discard any unnecessary and irrelevant details. You also know how to convey information in a strictly logical manner and get the basic idea across to the audience.

After analyzing an idea and evaluating its importance and prospects, you become a strong supporter of it. Your creative intuition

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nourishes it, continually feeding it with new outbreaks of perceptions and insights.

You are endowed with the ability to treat other individuals with care. You are able to watch a person in action, and then help him uncover his abilities and instill self-confidence.

The main problem in your life is your inability to actively defend your interests. You have little confidence in yourself and in your ability to handle concrete affairs of life. You are characterized by indecision. You do not have an instant reaction to changing situations. Lack of agency, effectuality and low dynamicity can hurt you. Try to be bolder and more energetic in asserting your rights if you believe in their validity.

Take up those forms of sport that encourage decisiveness and speed of reaction — tennis, skiing, motoring, boxing, etc. Be sure to alternate mental work with physical work. Take up exercise that improves your ability to concentrate your attention, as well as activities that develop this quality, such as fishing.

You are in need of moral support in your endeavors. Try to associate with people who are determined and optimistic, who encourage and help you to overcome the pessimism and lack of faith in yourself you experience from time to time.

Your other weakness is a difficulty in communicating with people. You tend to set large psychological distances, which can be perceived by others as dryness, harshness, and alienation. Sometimes you knowingly doom yourself to loneliness.

Try not to be gloomy and morose; smile and be kind more often, but don't go too far with this or you'll find it difficult to turn people down. Carefully select a circle of friends that will allow you to avoid unnecessary strain and ethical issues. Try to not lose well- established

emotional ties. Remember that you can help many people by your good judgment and deep understanding. Keep in mind that not everyone is as adept at analyzing events and ignoring emotion as you are.

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Try to cultivate in yourself a sense of norms of social interaction and practice them every day. Be more considerate of the interests of others. Try to go deeper into the problems of other people if you want them to work with you. Remember that a person may feel offended by a superficial, careless attitude.

Dominant Subtype

Analyst — Improver

Prototype: Researcher who optimizes systems to maximize returns

This is the most purposeful representative of this type. She consistently and persistently pursues goals and is committed to working on her goals until they are brought to an end. She is mistrustful of new ideas until she verifies them, and analytical verification is her staunch asset. She is able to bring herself to do uninteresting but necessary work. She is inclined to hold herself to high standards. She keeps track of health as an essential assurance of her working capacity and is often in good shape.

She dislikes having to defend her personal interests, but is able to stand up for herself and her ideas, being stubborn and uncompromising. She abhors subordination, thus rejects being controlled by anyone. She responds to harsh and despicable criticism with the same criticism in return. She projects an aura of confidence, although this is more a means of hiding her doubts. Resorting to radical means is quite rare; it is only done when other measures are unsuccessful and the situation becomes critical. She believes that when people make choices on their own, they can be asked about those decisions openly. When necessary, she may reprimand others without respect for the other person. She is often

impatient and scornful at those who reject her ideas or demonstrate incompetence on serious matters.

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She can be fairly harsh and demanding with people she is close to. In a family, she often takes the leading role. She copes well with everyday problems but is poorly versed in how to treat those around her, so she has trouble dealing with the intricacies of informal communications; however, in business matters, she is talkative and engaging, often using humorous, twisting speeches and popular expressions. She needs to have a positive attitude towards her activities. Her initiatives should not be criticized, interfered with or resisted. She is direct and inflexible in behavior, which is why she has an awkward relationship with sensitive and delicate people.

Most of the time, her work or hobbies are beneficial. She is committed to personal mastery. She explores new methods, providing her own advanced techniques. She spends the minimum on things, but prioritizes their functionality. She strives for perfection in all her work and has a pronounced dislike for intrusive advice from incompetent people.

Creative Subtype

Analyst — Autonomist

Prototype: A scholar with an alternative way of thinking and independent behavior

LII acutely senses the prospects of certain ideas or initiatives and is able to present and promote them to a wide range of people. She knows how to discover a person's individual ability, finding the best application for them. She quickly grasps the essence of unusual phenomena and complex subjects. She is attracted to interdisciplinary questions and complex

systems. She cleverly uses comparisons and analogies and develops new ideas for the sake of theory and practical applications.

She is a good speaker, able to succinctly and clearly convey material to the listener. She is passionate in intellectual debates and

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able to inspire others with her ideas. Her thoughts are focused on the future; the past is recalled rarely or casually. She is well-suited for brainstorming activities. Distant projects are of little interest to her. She's mostly interested in the foreseeable future, which allows her to visually verify results and realize the ideas on which she is working.

She tends to delve into her inner world by reflecting. She spends a lot of time in deep thought. She is committed to understanding in her own words the maximum amount of information and idiosyncratic knowledge, so her statements are not always clear to others. Sometimes she is inaccurate or uncertain in minute details, given that she is merely interested in the intrinsic ideas and the main direction of development for the projects and not in the specifics. She makes decisions quickly, always seeing the situation holistically or relying on her intuition. Her second guesses tend to be more accurate than the first.

She always tries to add an element of novelty and surprise to her work. She does not like to engage in criticism, preferring to move forward to tackle any shortcomings. She is an opponent of rigid discipline and administration, considering it limits human expression and individual abilities. She is certain that the primary motive in work is not aided by fear or a sense of duty, rather an interest in the case. She seeks to maximize independence, requiring freedom to act, working badly in rigidly constructed systems. She is inefficient in the field of bureaucracy, waiting, for instance, for official clearance.

With a good sense of time, at events and meeting she usually arrives punctually or not at all. Sometimes her behavior is incomprehensible to others, as she may rely on alternative solutions and unexpectedly cease to participate in a project. Changed circumstances or new evidence can dramatically alter her opinion. At heart, she is sceptical and distrustful, but tries not to show it. She tries to envision different scenarios and to ensure against possible errors.

She possesses few friends, limiting her range to colleagues and associates. She is reserved and incommunicable and doesn't like to

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discuss her personal life. She remains withdrawn, except in those cases where she is well-versed in the issues being discussed. She prefers to talk about what interests her; extraneous details during a conversation skip past her ears. If the topic does not interest her, she tries to get away from the conversation since she does not wish to waste time.

LII is compliant in matters of everyday life. She monitors her health regularly. Aesthetic appearances are of little interest to her. She dislikes social rituals, although she is compelled to participate in them, as she considers them necessary to maintain social cohesion. She lets others take the lead and knows how to persuade gently but firmly.

Normalizing Subtype

Analyst — Explainer

Prototype: A scholar who knows how to express manifold data with simple models

This subtype possesses good analytical thinking: developed logic, through which she comprehensively covers complex objects. She is able to discern the primary and secondary factors when analyzing material and

tends to summarize the facts based on rigorous models, which she has found or developed. She is well-versed in schemes, classifications and structures. Complexities are dealt with simply and effectively. She realistically evaluates the feasibility of undertaking any affair, never losing sight of alternatives.

She is a proponent of discipline and order not rooted in administrative coercion, but rather desire, duty, and a sense of personal responsibility. By nature, she is kind and obliging, but her principles are placed above personal interests and relationships. Quite rarely does she lose her temper. She is domestic and devotes a lot of time to the education of her children.

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She leads a quite ordinary life. She can never do several things at once, especially in a hurry. She speaks fairly monotonously; therefore, she isn't a great speaker. In the interest of business, she can bring herself to ignore personal inconveniences. She is quite appreciative of fairness and reasonable order, even if her opinion is never imposed or even expressed out loud.

She never strives to win sympathy and is indifferent to both praise and criticism. She dislikes intruders and unexpected phone calls. Besides business initiatives, she doesn't engage in communication with unfamiliar people. Yet she is able to maintain and support existing relationships. She conceals her cluelessness under the guise of her strict routine. She is quite stern with feelings and affections but gets along well with cheerful people who know how to inspire and lift her mood.

Harmonizing Subtype

Analyst — Integrator

Prototype: Scientist with a global vision, conceptualist thinker

This subtype is gentle and jolly. She lacks stable working capacity and easily tires from routine. She needs an emotional release, usually in the form of new experiences and meeting acquaintances. Domestic chores and other mundane things are usually postponed when she is not in the mood. She pays a lot of attention to her health. In treating diseases, she employs non-surgical or non-traditional methods based on good regulations. She is fashionable, having good aesthetic taste. More so than other members of her type, she values individual convenience and comfort.

She possesses a special analytical imagination, which helps her build her comprehensive visions and ideological concepts. She looks at life philosophically and foresees danger and hidden threats. When preparing for an important event, her actions are calculated

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The Mentor

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accurately in advance. She is able to plan activities, avoid haste and have everything. She is not likely to be influenced by slogans, appeals or promises to achieve something in a short time.

She possesses a sensitive emotionality, trying to prevent quarrels and misunderstandings. She is attentive to people and tolerant of their weaknesses, as well as other points of view. She is able to listen in conversation and be reassuring. If necessary, she lucidly explains difficult questions as she sees them. She is quite accurate and equable with everyone. She is welcoming and responsive to those with opposing beliefs, being very diplomatic in her affairs. She is able to adapt to people and fears offending them. Therefore, she abstains or gives evasive answers.

She appreciates intellect and creativity in other people most of all. She often has diverse interests in various fields. She willingly responds to a person's feelings, to which she sympathizes, showing sensitivity and thoughtfulness. With people she is close to, she is affectionate and helpful. She understands that it's necessary to work constantly to ensure relationships remain stable.

She seeks support from active and strong people who are able to revitalize and support her in business matters. She requires an emotional, optimistic partner who can fuel her unstable vitality with positive energy. When trying to limit her personal freedom, she retreats into herself, stubbornly defending her principles until relationships turn sour, although it is difficult to experience such conditions.

5. Ethical Intuitive Extravert (EIE): The Mentor

Rebellious, gifted, imaginative, **while** impatient

General Description

EIE has a deep capacity for emotions and acutely feels the state of other people. He is artistic, sublime, and romantic in his feelings. He easily manages his external expressions, moving between being

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dramatic and being assertive. He aims for polite communication without coarseness and prodding.

He warns people of impending dangers and has a good sense of potentially negative events, which he prepares for in advance, thinking of alternative exits and options. He is interested in topics related to mysterious phenomena. He loves to spend time in solitude and ponder the meaning of life, thinking about the past and the future. He looks at problems from a global, generalized perspective.

When getting involved in a hobby or project, he may forget about eating and resting. He will take on major problems, although he has difficulty when he runs into failure. His goal is to mobilize other people to work, but the specifics of how to do the work is up to others to figure out. He has a tendency to accumulate and organize information in a field that captures his interest but rarely returns to something he has already assimilated.

He is tormented by doubts and hesitations concerning the need to provide for himself. He doesn't monitor his own health well and has difficulty getting rid of bad habits. He is distrustful of compliments. He dresses either in a very accentuated aristocratic manner or very plainly. With regard to nutrition, he tends to mix products of opposing tastes.

Appearance

Someone of the EIE sociotype is more easily distinguished by their facial characteristics and mannerisms. First of all, his sad, languishing eyes attract attention. If the ethical component is also strengthened, then

the shine of obsession is clearly visible in them, which gives off a strong inner emotional intensity. The figure of EIE is usually slim — his arms and legs are thin.

The faster his gait, the more pronounced is his emotionality. The ethical subtype of EIE is very brisk and mobile. At the same time, he is characterized by poor coordination of movements. He may even give the impression that he is intentionally awkward physically. One

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of the most characteristic details of the face is a rather large, often straight and sharp nose. We have never met the pug-nosed among the representatives of this sociotype. EIE is characterized by some majesty in appearance, perhaps even arrogance. This impression is created due to the fact that he holds his head high, directing his sight over the head of the interlocutor.

Detailed Description

EIE encompasses and manages a very wide range of emotional states. Dramatic emotions quickly turn into comic ones or interweave together. In the company of strangers and unfamiliar people, he can behave calmly and hold himself with dignity. He is endowed with the gift of emotional empathy and can experience the emotions of another person as if they were his own. He is expressive in gestures, gaze, intonation, and other emotional expressions, making him a good actor and speaker. He continually reinvents and reincarnates himself in some style. He often aggravates the situation and welcomes the emotional strain that comes with this. People in his proximity may experience difficulty dealing with his emotional pressuring. He cannot find peace and serenity himself and overflows with negative emotions, which often lead to mental breakdowns.

EIE is very perceptive of the development of situations over time. Sensing a potentially negative situation coming, he prepares for it in

advance and thinks about alternative solutions and ways out. He warns others about the risks they may face. He often wavers and experiences doubt and hesitation, which makes it difficult for him to make important decisions. However, once the decision has been made, he will not hesitate any longer and will not look back. Internally, EIE is very contradictory. He is attuned to inconsistencies between what people say and what they do, and between conflicts and hypocrisy. He is often interested in topics related to destiny, fate, and other mysterious phenomena. Over time, his worldviews may change to something diametrically opposed to what he has previously believed.

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He likes being involved in projects that bring about concrete benefits. He does quality work and does not like to go back and redo anything. He enjoys challenging himself and mastering difficult disciplines. By temperament, he is impatient and restless. Sitting in one place for a long time can even lead to muscle spasms. He finds it difficult to relax, even when he is sleeping. He usually has superior organizational skills; however, he becomes depleted by prolonged business activity. He gives others a lot of small tasks, but has no time to keep track of everything and becomes stressed by this. He has a hard time working while being watched. Any quick movements and sudden noises irritate him, but constant mild background sounds often improve his efficiency.

EIE often feels uneasy about any physical ailments and suffering. He has difficulty getting rid of bad habits. In sexual matters, he often falls to extremes: from indifference to perversion. He pays much attention to his own appearance, especially surface aesthetics that can bring him much joy or disappointment. In nutrition, he is capriciously selective and may combine products of opposing tastes. He can be quite unpretentious with food and only cares that it is available to him regularly. He estimates the

attitudes of others based on how much they are willing to do for him and how tolerant they are of his strange tastes and habits. He does not feel comfortable in confined spaces. He may choose the life of a recluse.

EIE is in need of a certain level of organization and order around himself, the absence of which can affect his physical wellbeing. Living within some framework of a strict system does much good for him. Uncertainty, unpredictability, and constant changes of schedule have a poor effect on his health. He is very keen on curbing the slightest deviation from the usual schedule of events. He relaxes over meticulous studies that require concentration. In his conclusions, he is often rather subjective and often makes generalizations that sound one-sided. He likes systematic logic and seeks to streamline everything, limiting everything with what seems

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to him a reasonable framework and rules; however, he can make exceptions for himself.

At times he vigorously protests the use of coarse force and brutality. He often strives for courteous and helpful conduct when interacting with people, but in a fit of passion won't stop at anything. His own strength increases dramatically in an extreme situation (e. g. panic, confusion). In such cases, he behaves confidently. However, he becomes helpless to counter an inappropriate use of force if he has been emotionally and spiritually broken. In such situations, his fate is inevitable. Only direct force can snap him out of a hysterical state of being. A sudden strike sobers him up from his emotional excesses. He needs external help to contain his uncontrollable emotions and reduce the grip that they have on him.

EIE is often not sure of the durability of his relationships with other people. Thus he seeks constant verbal or other kinds of reassurance. He treats his rivals with much jealousy and is capable of predicting the

development of their relationship over time. He criticizes the manners and philosophical viewpoints of others. He is either a loyal and devoted partner or a Don Juan. His sore spot is the reliability of people whom he trusts. He does not forgive those who have misled him or broken his trust. He is quick to take offense and can be vindictive. He prefers to keep a distance from people. Often he will greatly lower his own worth in the eyes of others, but is given to extremes and can just as easily narcissistically inflate and obsess over other people.

At work, he can show the most unexpected talents and abilities. He greatly desires that his achievements be praised. He gravitates towards unconventional, sometimes shocking behaviors. He knows how to use the power of the people as well as delegate roles within a group, and he often is a good teacher and mentor to others. His personality is shaped by hard work. He wishes for the well-being and benefit of all mankind and is not satisfied with only local and partial solutions to problems. He will often take an uncompromising centrist

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stance on issues that he perceives as only secondary. He looks for the most complex and exciting enterprises and worries a lot if he is criticized because he perceives this as a defeat of his ideas. He has an innate feeling of his own inferiority for which he compensates with demonstrative behaviors.

Manner of Communication

In communication, EIE gravitates towards company where there are manifestations of positive emotions, witty jokes and anecdotes. He loves to laugh and emotionally discharge at the same time. His own emotions have a turbulent, dramatic character. He tries in every way to restrain himself but can quite unexpectedly set off, jump forward, and turn all the attention to himself. In conversation, he often warns other people about possible troubles and dangers. He is inclined to dramatize events, to see

the world in dark colors. His speech may be full of pathos; sometimes he speaks with a voice that is aspiring and trembling from awe. In conversation he may be quite obtrusive, clinging to people with his conversation and commenting about external events. He cannot hold back and not express his opinions and views. With excessive development of the ethical component, people of this type can have dialogues with themselves. You might even see them delivering a speech on public transport. He usually possesses oratorical skill and knows how to speak sublimely. In statements of the intuitive subtype, there are often notes of caustic humor, sarcasm or irony with a touch of malice. The EIE skillfully combines humor with tragedy and builds intense, captivating stories. He trusts only the information that is officially published somewhere and distrusts any informal ideas and theories. He pays attention to social gossip, especially talk of the juicy details of the personal lives of others. He loves to fantasize and can talk about and develop the same topic for a long time. He knows how to bring people around to his own rightness. He is inclined to make mountains out of molehills. His projects are often global in nature, but he starts from small things.

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Features of Behavior

One of the most characteristic features of EIE's behavior that allows us to confidently identify this sociotype is his attitude towards people depending on their position in the hierarchy of power. If a person is lower in position than him, the EIE's attitude is coolly dismissive, while towards higher standing people he is respectful. The EIE believes in authority and respects the principle of leaderism. He emphasizes the uniqueness of whatever idea he is obsessed with at the moment. Another feature of behavior common to many EIEs is that he cannot work together with someone if others are around. He would rather give assignments and orders and send them to another place to complete the work. EIE manners,

especially in an intuitive subtype, can be very idiosyncratic and distinctive in terms of accordance with the current norms. Sometimes he behaves as a person from the last century. In his manners there is something noble, aristocratic. EIE is oriented by exclusively polite, appropriate, and correct interactions, without elements of coarseness, crudeness, or prodding. He easily takes up the resolution of the most difficult, as it would seem, problems; for example, learning several foreign languages in a short period of time. By his behavior, EIE demonstrates the conditional nature of the barriers that limit the possibilities of a human being. In this way Georgi Lozanov has devised a method of intensive study of foreign languages in a short period of time. Sometimes he shows an inclination to mysticism: unusual or mysterious phenomena, omens, and exotic religions, etc. He likes to isolate himself and reflect in solitude on the meaning of life, and the place and role of each person within it.

I. Command Function -E — Emotional Ethics

He has a wide range of emotional states. His dramatic emotions quickly turn into comedy or intertwine with comedic relief. When there are outsiders around, he can behave calmly and with dignity. He is endowed with the gift of emotional sympathy, empathizing and experiencing the emotions of another person as his own. His

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overflow of negative emotions often leads to mental breakdowns. He is expressive in facial expressions, gestures, gazes, intonations and other emotional signals. He is a good actor and speaker. He can constantly reinvent himself into some new image. It is difficult for people close to him to bear his emotional pressure. He is constantly exacerbating the situation and creating emotional tension. He is not likely to find peace or soul tranquility.

2. Realization Function +1 — Opportunities Intuition In his work, he shows unexpected talents and abilities. He really wants his efforts and

achievements to be praised. He tends to show unusual, sometimes shocking forms of behavior. He is able to utilize the different abilities of people in a business setting, distributing roles within the group. He is often a good teacher and educator of teams, and he self-develops through laborious work. He wants to benefit the whole of mankind; a partial solution to a problem does not suit him. He often takes an uncompromising position, it would seem, on minor or secondary issues. He is looking for the most challenging and exciting things in life; however, he becomes very worried if he is criticized because he perceives this as the collapse of his ideas. He is characterized by a sense of inferiority, which he compensates for with a demonstrative manner of behavior.

3. Role Function -P — Business Logic

He has to force himself to deal with cases that bring concrete benefits. At the same time, he does the work qualitatively and does not like to remodel. He likes to challenge himself by mastering difficult technologies. His temperament is impatient and restless. Sitting in one place for a long time leads to physical discomfort, even pain. It is difficult for him to relax, even during sleep. He often has organizational skills; however, long-term business activity is severely draining for him. He delegates many small assignments to people so he does not keep track of everything. It is hard for him to work with people watching him. Any rapid movements and sharp sounds annoy him, but a moderate background noise increases his efficiency.

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4. Triggering Function +F — Force Sensation

He adamantly protests strength and rudeness; he is set on exclusively polite and precautionary treatment. In a state of affect, nothing will stop him. His own power sharply increases in extreme situations of panic or confusion. In these cases, he behaves confidently and decisively. At the same time, he is defenseless against force if emotionally and mentally broken. In such a situation, he perceives submission to fate as inevitability. Only a sudden force can bring him out of a hysterical state. When unexpectedly dealt a forceful blow from someone else, he becomes sober. To suppress his uncontrollable emotions, he needs help from the outside.

5. Demonstrative Function -T — Temporal Intuition EIE well understands the development of a situation in time. He anticipates alarming situations, prepares for them in advance, and thinks over the alternatives. He warns people about dangers that threaten them. He is constantly hesitant and fluctuating; it is not easy for him to make an important decision, but once the decision is made, he will not change his mind and will not turn back. Over time, his worldview can change to the diametrically opposite. Internally he is very contradictory. He catches falseness and discrepancies between the words and real behavior of people. He is usually interested in topics related to fate and other mysterious phenomena. He likes to retire and think about the meaning of life, past and future. All problems are viewed from a global, philosophical point of view.

6. Dual Function +L — Structural Logic

He needs organization and order around himself. His physical wellbeing depends on this. He is relaxed by slow, scrupulous activities that require concentration. A strict system is good for him. Ambiguities, unpredictability, and constant change of routine weaken his health, his firm support. He is highly aware of even the slightest deviations from the usual scheme of events, while in his logical conclusions, he is rather subjective. His generalizations often suffer from one-sidedness. He likes the logic of the system. He strives to streamline

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everything and limit it to reasonable frameworks and rules; however, for himself he makes an exception.

7. Braking Function —S — Comfort Sensation

He is afraid of disease and physical suffering, yet he struggles to give up bad habits. In the sexual sphere, he often fluctuates from indifference to perversion. He pays attention to his appearance and dresses either with emphatic pretension and an aristocratic air, or quite simply. Aesthetics of the exterior can bring him great joy or sorrow. In food preferences, he is capriciously selective and inclined to enjoy a combination of products with a wide variety of opposing flavors. He can also be quite unpretentious in food preferences, as long as it's served regularly. His attitudes toward himself are informed by people's desire to take care of him and to tolerate his strange tastes and habits. He does not like to be touched and feels bad in confined spaces.

8. Controlling Function +R — Relations Ethics

He's not sure about the strength of the relationships that link him with other people. He is looking for constant verbal and other types of affirmations of feelings. He is very jealous of his rivals. He predicts the development of relationships over time. He is a critic and promoter of morals. He himself is either a loyal and faithful partner or a fair-weather Don Juan. He is deeply pained by the lack of reliability in people he once trusted; he does not forgive those who once failed him. He is very touchy and vindictive. He prefers to keep other people at a distance. He underestimates his own assessment in the eyes of others. His other extreme in relationships is obtrusiveness and self-admiration.

Recommendations for Self-Improvement

The most developed characteristic of your personality is the ability to experience intense emotions. You are a person with a complicated spiritual

world, full of contrasts and contradictions. For the sake of true, deep feelings, you are willing to sacrifice quite a lot.

You have an inherent poetic nature that you can express in metaphorical form, often in a dramatic way, sometimes tragicomedy.

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You may have the talent of an orator who knows how to use speech to ignite the passions of many people.

You can be said to be a visionary, a man of great foresight. You have a good feeling for crises ripening within developing situations and can take measures beforehand to avoid them. You seek to warn others about the possible troubles that threaten them. This is the expression of the humanitarian focus of your personality. You are a rather principled person and do not forgive insults and humiliations. To achieve this, you, weighing all pros and cons, are able to take the most drastic measures. In some cases, your principles can be inflexible and your decisiveness can be excessive. Aim to exercise restraint in emergency situations; try to make decisions in a calm state of mind.

Your main problem is the inability to avoid situations which bring you misery and discomfort. You do not always fit easily into society and avoid unpleasant contact with uninteresting people. You show a lack of confidence and certainty in your own tastes, and have an inability to properly track your own well-being.

The inability to find an inner balance with yourself is characteristic to you. Avoid over-dramatization of events. Discharge the accumulated emotions via outlets of *creative* self-expression: singing, playing musical instruments, theatre, etc.

Do not seek to make an impression at all costs; your interests and health will suffer for it. Follow some order in nutrition, and favor healthy foods.

Try to keep your dress style consistent with the situation; dress according to the weather.

Do not be sensitive to compliments and evaluations of your appearance. Try not to assume wrongdoings immediately. Train yourself to work openly and in public to stop perceiving others' attention to your work as painful. Try to trust people more and avoid thinking they mean harm to you.

Another problem area is a desire to show yourself as an enterprising, active man, but then not putting these skills into action. Do not exaggerate the significance of your initiatives. Always ask

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yourself realistically how likely is it that you will take action and whether these actions will lead to positive results. Overcome your desire to ignore daily affairs, including maintenance of your home. Articulate your problems more concretely. Do not be pushy and intrusive with others.

Your interactions with people can also be difficult because of the manifestations of excessive formality. Avoid arrogance and be more democratic and straightforward with people. Don't overdo it with irony and ridicule. Your penchant for sarcasm can hurt people and turn them away from you.

Dominant Subtype

Mentor — Leader

Prototypes: Public figures, radical clerics, tactical commanders, charismatic leaders

This subtype is emotional and eloquent. He is a good speaker who can speak with enthusiasm, expressing various shades of emotions from the sublime to intonations of irony and sarcasm. He knows how to captivate people with his ideas and leadership. He uses mass-audience suggestion techniques such as persistent repetition of slogans or repackaging the

message in various ways. He can rally people against his opponents. He is skilled at psychological influencing techniques and is capable of seeking justice for victims and defending ideals such as law and order, as well as driving ideology, creating, destroying, or interpreting symbols, explaining perceptions of ideas.

He is inclined to dramatize events and escalate tensions, warning others of impending danger. He always calls for decisive action. He is subject to constant inner emotional tension, and periodically needs to discharge such accumulated tension in a drastic way.

He never resorts to compromises: it is easier for him to fail than to renounce his beliefs. He generally believes that concessions

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and appeasement do not contribute to restoring stability in society. He focuses on major, fundamental problems for humanity. Sensing impending danger, he’ll promptly take necessary measures to avoid it.

He is impatient and does not like to wait. He’ll weigh ambiguity or uncertainty immediately when making decisions, going from bold and resolute to recklessness in extreme situations. He operates on the principle of “sink or swim.” He is not afraid to go ahead with “blitzkrieg” tactics; he is categorical and authoritarian, and does not accept criticism and objections.

Creative Subtype

Mentor — Actor

Prototype: Multifaceted actor who can play both the genius and the villain

This subtype is heavily dependent on his emotional state. When he is in a good mood, he is amiable, animated, and happy to make compliments. He becomes the soul of the company and the life of the party. His behavior is quite dramatic: when he gets into the spotlight, he wins over the audience with sudden tricks, jokes, and unpredictable changes. In a bad mood he is pensive, gloomy and pessimistic and will seek solitude.

With his developed sense of humor, he knows how to mimic others' voices or mannerisms. His constant interest in people and their customs leads to a significant expansion of his circles, which is why he can spend a lot of time getting to know people, who can then turn out to be strongly disappointing.

When he feels like he can't do anything, he can overcome his laziness by pulling himself together and doing a lot of work in a short period of time. In the routine of everyday life, his vitality drops. In conversations, he pauses at interesting details along the way, fantasizing and giving his story shades of sensationalism or drama.

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He believes in unlimited possibilities and people's abilities, and is capable of mentoring and developing them.

He knows how to beautifully express his feelings. His spirits can be dampened by failures and frustration. He is daring and original in his judgments, and often defends those condemned by others. By nature aristocratic, he does not always fit into the ways of the ordinary. His preference for creative freedom willingly demonstrates his ability. He oscillates in the selection of solutions and is subject to doubts and contradictory reflections.

He loathes the idea of being watched, and may perceive he is being scrutinized, so he is inclined to do household chores without people

watching. He is reluctant to talk about topics related to his health and appearance, and is suspicious of compliments addressed towards him.

Normalizing Subtype

Mentor — Mentor

Prototypes: Founders of religious and philosophical movements, such as Voltaire, Hegel, Nietzsche, and other great thinkers

He is able to understand people's underlying motives and stands on moral principles, educating and mentoring those around him. He is proud and vulnerable and is in need of sensitivity or a caring attitude towards him. He does not tolerate familiarity, inappropriate informal conduct, or forwardness in communication. Resentment will linger in his memory long after the issue is resolved. He dislikes being interrupted when in a hurry. He is prone to halt his speech as the audience rattles, making noise. He is very persistent in his moralizing efforts, preventing people from immorality. He may even seem intrusive in his encouragement, being quite forward in addressing tasks.

He is emotional, barely hiding his feelings, though outwardly he aims to be cheerful and friendly. His actions are cautious, but

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with careful consideration and consultation; he is capable of making radical decisions but he is afraid of making mistakes. At heart, he is a romantic and puts feelings above reason, often idealizing loved ones. He is capable of making sacrifices for their sake. He will not find comfort or solace in circumstances when loved ones are lost or delayed without any news.

He has potential organizational skills in humanitarian and educational spheres. He is not afraid of undertaking big projects, though sometimes he

may have difficulty handling them due to overestimating the possibilities. Therefore, he prefers to share responsibility with others to maximize performance. As a leader, he consults many people with a variety of requests and errands, afraid to miss something important that's out of his sight. Due to his highly- developed sense of responsibility, he experiences tension when he's unable to fulfill his obligations.

When evaluating general laws, he is able to identify the most important details by strongly arguing his position. The influence of emotion and reason varies in his decision making between work with people and work in the scientific theoretical activities. Over time, he constructs logical systems in abstract fields. He desires order and aesthetics in everyday life. Meticulous about his appearance, he tries to dress tastefully. He is careful with detail and dislikes superfluous or useless things. He is very sensitive to smells and sudden movements.

Harmonizing Subtype

Mentor — Visualizer

Prototypes: Seers and interpreters like Nostradamus or Helena Blavatsky

He is very imaginative and is able to see what is happening around him in terms of fate or hidden meanings. He waits for an event or sign

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to alert him that it's time for change. He is prudent and far-sighted, capable of planning things far out into the future. He is able to wait for an ideal situation. He is inclined to be pessimistic in his visions, favoring them over common sense.

He is often interested in the unusual and mysterious phenomena. He frequently anticipates future developments. His health and mood fluctuate.

He is distrustful of information that is not consistent with his own views, be it from phenomena or people. He is slow in his decision making as he weighs all the pros and cons. He rarely violates his inner balance; therefore, he responds irritably to those who disturb his peace.

He is able to patiently listen to people, gently expressing his opinions without giving stern or intrusive answers. He sometimes mediates between disputing parties, trying to appease all parties, aiming for a mutual win-win solution. He may spend a long time trying to bring conflicting friends together, explaining the position or motivations of their opponent.

He is devoted to pursuing a stable and relaxed way of life; at home, he is undemanding and disorganized. He is inclined to pursue an artistic expression in literary work or handicrafts. He is fairly suspicious and is afraid of diseases and injuries. He is able to manage in a minimally relaxing environment, though he greatly appreciates comfort. Taking care of his health systematically is difficult.

He dislikes handling many things at once and is capricious and picky when faced with options, from clothes to personal relationships. He will postpone unpleasant things until the very last minute. He is quite unsure of himself and is afraid of being ridiculed or rejected. He is self-conscious about his physique or abilities.

He spends a lot of time alone, reading books from rare authors or listening to music. At such moments he conjures visions, pictures of unusual events or archetypal characters. He often suffers from recurring depression or panic attacks. Something attracts him to the dark side of life.

6 Logical sensory introvert Lsi

The inspector

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6. Logical Sensory Introvert (LSI):

The Inspector

Ordered, precise, persistent, attentive to details, **while** faultfinding

General Description

LSI is distinguished by thoroughness, precision, and concreteness in professional matters. She carefully plans events and thoroughly examines and works out all the specifics. She puts work matters above sentiments and takes all regulations into account. LSI keeps her personal things in order. She can always be relied on. She stoically endures life's hardships.

This is a person of strong will who is diligent and enduring. She is insistent and demanding in her execution and verification of tasks. She takes care of those who are confused and uncertain and explains to them how they can do their work. In her assessments, she is a sober realist who does not tolerate infertile, unrealistic fantasies. She proves her point and supports her case, citing the numerous facts that she has collected.

In communication with friends and colleagues, she is polite and courteous. She can make an impression of an intelligent and well-mannered person; however, in closer, more familiar relations, she can be rather insensitive. Despite the fact that she is quite communicative in small groups, she needs to spend time alone periodically. She has a tendency to be didactic, to deliver lengthy explanations on her understanding of a subject. She may lecture on ethical topics.

What she deems herself capable of doing, she will also require of others. She may become too deeply immersed in the details and calculations, at which point she risks losing sight of the broader view. She is uncompromising in her convictions; she considers the fall of the ideas

she has previously followed a personal tragedy. She is distrustful of strangers and people about whom she knows too little.

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When she discovers some negative traits in another person, she loses trust in them for a long period of time.

Appearance

LSI is easily identified by external signs from a distance. However, this applies to men specifically; women of this type do not carry any obvious signs in appearance. The first thing that catches your eye in the figure of the LSI is his fundamentality or thoroughness. A man of this type firmly stays on his feet, making an impression of solidity and fortitude. The head sits smoothly on the shoulders, motionless; it does not rotate. The head turns with the body. When walking, his hands never swing — they are fixed from his elbows, and sometimes you may even get the impression that he's holding hands at the seams. The gait is generally soft, smooth, and sliding; however, periodically he makes sharp turns, deviating from a straight trajectory. His cheekbones are the most noticeable feature of the face. Because of this, on the exterior, there is often something Eastern or Asian in appearance. The tip of the nose, however, can be raised. The facial expression is static, emotionless, and focused. Men of this type are characterized by beautiful, lush mustaches. Clothes are carefully and neatly worn. Clothing, as a rule, is strict, not striking, and never dirty or wrinkled. Men of this type seem to fit in a military uniform. They are very critical of violations of the form of attire when somebody comes to work in an inappropriate form.

Detailed Description

LSI studies any matter that occupies her in great depth. She stubbornly and persistently collects information to attain a thorough understanding of

the subject. She views well-organized and smoothly functioning systems favorably. Anything that does not fit into the system, she rejects as nonsensical. She will regularly check on the progress of any venture that interests her. She is consistent and operative; she strives to do her job well and looks for the same

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in others. She is perceptive of existing hierarchies and does not take personal sentiments into account when it comes to business. She cannot tolerate when someone takes her things or moves her belongings without asking.

As a sober realist, LSI sets only feasible goals for herself, and, in most cases, achieves them. If her explanations and warnings do not have any effect, she can shift to pressuring methods of influence. She knows how to force her opponents into a corner and squeeze them. Being stoic, she can keep herself in control and is tolerant of adversities. She will force herself to do that which is necessary but uninteresting to her. She helps and protects those who are weak and defenseless and looks after the old and the sick. She can be a lone-wolf fighter for justice who keeps a low profile.

In public, she holds herself politely and appropriately. She can make herself behave cheerfully and sociably. She easily makes shortterm, situational contacts. With this behavior, she evokes trust. LSI listens patiently to those who have approached her, sympathizing with them and demonstrating her disposition. Even though she comes into close contact with many people, she rejects excessive familiarity. She is stern with family members and loves to educate others using terse statements. She is reliable in her affections, although it can happen that she finds herself torn between two objects of sympathy.

She is very attached to her worldview and does not change her views easily. She is not inclined to make concessions or compromises. She

chooses friends whose views are compatible with her own. She uses herself as a metric by which to judge the capabilities of others: “If I can do this, then why not others?” Knowledge gained through direct experience serves as a substitute for intuition. She can trust someone who is well-wishing and is an attentive listener who does not take sides. She values intelligent, artistically gifted people, and may even forgive them for selfish and unethical actions.

LSI is often in a gloomy, serious mood. She accumulates negative emotions. She periodically pours them out on someone else and

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feels temporarily relieved. To be in good condition, she needs frequent fluctuations of emotional background. She cannot stand to be pressured by negative emotions — crying, whims, accusations, etc. — and it is easier for her to give in than to ignore them. Internally, she is rather touchy and vulnerable, although she does not show this, considering it to be a weakness.

She finds it difficult to tolerate people who are not punctual and who cannot adhere to an allotted time. She lives at a measured pace and does not like unnecessary disruptions to her schedule. She is frightened of what fate may bring, and of unpredictability. Although she generally rejects mysticism, she will warily listen to prophecies, divinations, and interpretations of dreams. She becomes mobilized when there is an unexpected but important job that needs to get done in a short period of time.

LSI is very thrifty in her work and shopping. She will keep used and worn-out things just in case. She seeks to do more with less effort and is a supporter of mechanization and automation. She would rather control revenues than expenses. She exercises control over the actions of other people. If they are illogical or inappropriate, she suspects that something is wrong.

She monitors her appearance and pays attention to the appearance of others. She strives for tidiness in clothing, at home and in the workplace, although she does not always maintain it. LSI is often is capable at handiwork, repairing or tinkering with objects or appliances in her home. She is good at delicate manual operations, especially if they are related to design and decoration. She likes simple but healthy food and is steadfast in her tastes and habits.

Manner of Communication

LSI can easily communicate with other people and knows how to establish close personal relationships. She catches the attention of others with her witty commentary or jokes, especially people of the opposite sex (for male LSIs). The male LSI often behaves like a gallant

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cavalier, exquisitely and politely considerate. He knowingly courts the ladies and plays well the role of a macho (for the sensory subtype). She often becomes the communicative center of a group. She gravitates towards performances of romantic songs with a guitar in the spirit of the movie *A Cruel Romance*. On an official level of communication, she appreciates accuracy very much. She pays great attention to numbers, indicators, factual material, and concrete logic of objects. She considers any question or issue thoroughly, considering and working through all the details. In her judgments and assessments, she is a sober realist and dislikes unsubstantiated speculations and reckless proposals. She believes that resolving any issue requires thorough preparation. In her speech, one can frequently hear basic truths and educational statements which are appropriate for the particular moment; LSI is characterized by a tendency for edification. She likes posters, wall prints, and other visual aids. In an informal atmosphere, such as a tight circle of close friends, she is inclined to discuss and speculate on philosophical and moral topics. Sometimes she

has a certain attraction to religion, mysticism, predictions, and other manifestations of deep intuition. When someone comes to her with a question, she doesn't turn the person down. She will always give advice about where to go, whom to talk to, and which order exists in some business or project.

Features of Behavior

A characteristic behavior that allows us to confidently identify a person of this type is good adaptability to her position within a hierarchy of power. As a child, the LSI tends to be an obedient, well-behaved child who is respectful of her elders. At school she may set an example for others and be given responsible assignments by her teachers. She is very operational and a good organizer. When she is appointed to a post, she shows clear administrative inclinations. She maintains strict discipline and doesn't cut slack for anyone. She is tough in asking about implementation and completion of adopted decisions. She likes and respects the hierarchy of degrees,

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titles, and positions and follows the chain of command. LSI is very trusting in matters of human relations. Being aware of this, she is suspicious of people who violate basic ethical standards of behavior. Sometimes she imagines conspiracies based on the poor intentions of other people. Those who do not openly express their relation to her fall under suspicion. She loves and collects books, especially reference books, encyclopedias, and dictionaries. She doesn't like to admit that she doesn't know something in her field. At home she maintains almost a military order: all her things are strictly within their designated areas, even if she has many of them. LSI dislikes it when they are moved or handled carelessly. She constantly creates comfort and order around herself. She knows how to tinker, repair things, and in general how to work with her

hands. At home she is unpretentious and doesn't need sophisticated food. Her diet can be monotonous, but has to be of good quality.

1. Command Function +L — Structural Logic

She thoroughly delves into matters that she is engaged in. She stubbornly and persistently collects information in order to fully master a situation. As a collector or bibliophile, she is especially interested in reference literature. She's a supporter of strict order and a well-functioning system; everything that does not fit into that system, she rejects as illogical. In business she is interested in, she regularly checks in and controls the progress. Equilibrated and fulfilled, she demands the same from others. She respects subordination and does not take into account personal preferences when it comes to business. Her items are placed in strictly designated places. She does not tolerate when someone takes without asking or shifts her things.

2. Realization Function -S — Comfort Sensation

LSI watches her appearance carefully: her clothes are always neat and she is meticulous at home and at work. She can work with her hands by repairing or making things for her house. She performs fine manual operations well, especially if they are related to design and

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decoration. She likes simple but healthy food and is characterized by a stability of taste and habits.

3. Role Function +R — Relations Ethics

In public, she is polite and correct. She can force herself to be cheerful and sociable, and easily enters into conversations of a situational, non-extended nature. Her behavior is credible. She patiently listens to people

who address her. She sympathizes with them and demonstrates her disposition. Although she gets close to people, she rejects familiarity in the relationship. At home with her family, she behaves sternly. She likes to educate and teach morality. She is reliable in her attachments, although it happens that she can be painfully torn between two objects of sympathy at once.

4. Triggering Function -T — Temporal Intuition

It is difficult for her to stand non-punctual people who are never on time. She prefers a steady, predictable schedule and does not like unreasonable shifts and breakdowns of the schedule. She is afraid of fate and unpredictability. Although she rejects mysticism, she cautiously listens to prophecies, fortune-telling, and dreams. She is mobilized and encouraged when an unexpected but important event that must be accomplished in a short time arises.

5. Demonstrative Function +F — Force Sensation

A sober realist, she sets only feasible goals for herself. That's why in most cases, she achieves them, even if not immediately. If explanations and warnings do not help her to convince those around her, she includes pressing and other power methods of control. She knows how to squeeze the enemy, driving them into a corner. She is stoic and knows how to keep herself under control. She survives any adversity. She makes herself do that which is not interesting but necessary, and she helps those who are weak and defenseless. She cares about the old and sick. She is an invisible fighter for justice.

6. Dual Function —E — Emotional Ethics

LSI is usually in a gloomy mood and tends to accumulate negative emotions. Allowing them to spill out on someone is a relief. To stay

in good physical condition, she needs a frequent change of emotional background. She does not tolerate directed pressure by negative emotions, and it is easier for her to give in than to ignore them. Internally, she is quite touchy and vulnerable, although she does not show this, as she considers this a weakness.

7. Braking Function +1 — Opportunity Intuition

She is very attached to her worldview, making no concessions and no compromises. She chooses her friends based on similar worldviews. She evaluates human abilities by comparing them to herself. “If I can do this, why can’t someone else?” Intuition is replaced by a personal attitude. She can trust a liar or pseudo-sympathizer. She appreciates people who are intelligent and creatively gifted, forgiving their selfishness and unethical behavior.

8. Controlling function -P — Business Logic

LSI is very frugal when it comes to work and shopping. She strives to save even small amounts of money and rarely gets rid of old, worn out items. She strives to eliminate unnecessary work. She is a supporter of mechanization and automation. She controls revenues rather than expenses. She monitors the actions of other people; if they are illogical or inexpedient, she suspects something is wrong.

Recommendations for Self-Improvement

Your strengths lie in being realistic, careful, and capable of following through with any project or activity you take upon yourself. You are a responsible person who doesn’t throw promises to the wind. You are characterized by a desire for order, discipline, clear rules and regulations. You grow impatient when faced with any kind of negligence or irresponsibility. Your thinking is realistic, grounded and guided by objective, concrete factors rather than by sentiments. You can perform an in-depth development of specific areas of operations. You are assertive and purposeful. There is no doubt that you would make a good administrator.

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You advocate the use of disciplinary measures for people who are not performing their duties, but do not over-apply pressure on others. You first try to understand what constitutes a true instance of misconduct worthy of punishment. You maybe too uncompromising in meeting high standards in the home and at work.

One of your main problems is a lack of confidence in situations that require breaking the established pattern without a clear purpose, as well as a distrust of unexpected ideas and proposals that require rejection of past values. In such cases, you may be overtaken by a feeling of impending chaos. Try to abandon old outlived stereotypes after carefully weighing the pros and cons. Keep track of new, unconventional ideas so that they do not catch you by surprise.

Trust people more; don't imagine the causes of failures as someone's deliberate machinations. Do not demand the same performance out of everyone. Remember that everyone has different abilities and talents. Try to develop a more individualized approach.

If you are the leader, do not suppress creative initiative in your subordinates or try to monitor their every move. Do not seek to prove yourself by following every regulation and instruction, however obsolete. Extend your range of interests and hobbies; do not focus on one thing exclusively. Remember that the most advanced ideas of present times were not recorded in any book in the past.

Your other problem is occasional sharp variations and irregularities in your dealings with people. You display unnatural, abrupt transitions from showing kindness and sensitivity to manifesting authority. Remember that you have a tendency to show insensitivity and rudeness in close relations. Try to keep a moderately restrained attitude to avoid escalating possible misunderstandings and conflicts with dramatic resolutions. Do not assume others are obligated to help you. Do not bore people with redundant

moralizing and lecturing. Even if you are right, your didactic tone can make them shun you.

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Dominant Subtype

Inspector — Demander

Prototypes: Secretive, non-fussy oligarchs who prefer to distance themselves from publicity; major generals; historically, the creators of centralized states; general architects

This subtype is quite tough and competent. She is a persistent goal achiever and good organizer. Demanding of her subordinates, she is incapable of tolerating any slacking or irresponsible behavior. It is virtually impossible to change her mind, let alone deeply held convictions.

Although she is inflexible when dealing with people, she fails to consider individual abilities. She won't tolerate objections to her methods of working. If challenged, she will impose her will. She respects formal education and fundamental knowledge and prefers to put knowledge into practice.

She knows how to defend business interests in various scenarios, consistently and persistently overcoming obstacles. She is always confident in the validity of her views, given their basis on facts and personal experience. She confronts challenges when they appear. Somewhat suspicious, she often explains her failures as enemies' machinations.

A sober realist who knows how to find ways out of difficult situations, she is stoic, overcoming any difficulty without complaining. She hides her feelings, whether it's hunger, fear, or pain. She tries not to encumber

others and requests the aid of friends and family only in extreme circumstances.

LSI distrusts superficial and frivolous people. Poorly versed in the intricacies of relationships, she prefers to have her partner direct and manage interpersonal matters. She feels entitled to make decisions for two, requiring full devotion from her partner.

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Creative Subtype

Inspector — Rescuer

Prototypes: Firefighters and emergency services staff, lone inventors who create complex mechanisms from improvised materials, competent instructors of complex activities

This subtype is inclined to humor people, knowing how to improvise, give compliments and entertain publicly. She is able to captivate listeners by providing exciting information with humor and an emotive manner; however, when she falls into disputes, she can become violent and aggressive. Her playful threats can escalate into real action.

She is able to exert pressure on others in the interests of business, forcing them to work on a task while at the same time resorting to authoritarian methods. Greatly mobilized in dire situations, she shows a natural wit and ingenuity. She possesses the qualities of a rescuer in an emergency.

She is curious and loves books and other sources of information, which she accumulates if deemed useful. She shows interest in a wide range of topics and is fascinated by technical novelties, as well as humanitarian ones, such as psychological methods for personal growth.

She is a master of practical training. She dislikes long explanations for what she views as simple facts. Often an inventor, she may collect parts in her yard for original constructions and creations.

This LSI ardently resists any attempt to subjugate her to any rules. She is pretty clever and cunning, resorting to little tricks as well as complex ones. She may overlook others. Not all she does is what has been promised.

She makes a fierce defense against encroachments on her territory. She cannot tolerate people touching her things. If her arguments are ignored, she can easily lose her cool. She estimates work output based on the difficulties she has previously experienced in the course of implementation.

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She reflects on psychological problems a lot and is eagerly interested in the relations between people, even though her personal life says little. She needs a periodic emotional discharge to release internal stress. She is inclined to provoke others in various ways in order to determine their true attitudes.

This subtype takes good care of the ladies (men) or gladly accepts courtship (women). Despite her sociability and curiosity, breaks must be taken from communication, and she avoids useless amusement. When alone, her high spirits are nonexistent.

Normalizing Subtype

Inspector — Reliable

Prototypes: Exemplary executors, fair officials, humanistic actors, teachers able to work with difficult teenagers, news presenters

This subtype of LSI is a reliable and meticulous executor. She is a systematic person with a highly-developed sense of duty. She loves all that

is accurate and concrete, trusting only official or trusted sources of information. She is an excellent researcher, narrowing down issues and delving into all the details.

LSI accurately documents processes and events and likes to clarify the facts. She informs those who turn to her for advice of any regulations and laws, which she is usually well aware of. She loves learning and organizing knowledge. She thoroughly applies theory.

She tries to be appropriate and reasonable, never going to extremes. She won't push people away, even though she gets tired of talking to them. She's attentive to the elderly and sick and often has the appearance of a polite and intelligent person. She is good at coping with solitude.

She's secretive, never sharing her feelings with strangers, but is inwardly sentimental. She often has a penchant for literature, poetry

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or music.

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This LSI is law-abiding. As an administrator, she competently maintains systems that are already in existence. Instilling discipline and order, however, is not easy for her. She always feels uneasy if something is not done. She puts business above her mood and personal interests. At work, she adheres strictly to the chain of command, handling herself formally and unassailably. The principle meaning of life is seen in work and duty.

She prepares for everything in advance and dislikes impromptu or more hectic activity. She is afraid of sudden change and instability. This subtype is fairly conflicted at heart and prone to doubt, but keeps herself together and won't allow these swings to undermine her inner stability. She will not ever get ahead of herself by rushing things, and instead waits patiently for the results of her labor. At home, she is modest, unpretentious, and loves simple work in the country.

Harmonizing Subtype

Inspector — Selector

Prototypes: Farmers, beekeepers, antique collectors, museum workers, master restorers, landscape painters, the unfortunate statesman who lacks an inclination toward drastic measures

In communication, this subtype is an attentive and friendly conversationalist, able to listen patiently and give good advice. She empathizes with others during difficult moments, showing attention and sympathy. She is able to provide small services and is very courteous and kind. She gives the impression of a smile. When engaged in casual conversations within her inner circle, she is inclined to joke and display her abilities, although with large groups in public, she may get confused or stop, becoming distracted and unintelligible.

She loves family, children, and kinship ties. She is caring, especially when she is in a good mood and nothing is bothering her.

7 sensory logical extrovert sle

The marshall

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However, she does not always maintain good stable relations, owing to irritability and the tendency to impose her views and judgements. She is often irritable and dissatisfied with everything around.

This LSI gravitates toward a comfortable life. She is demanding and picky with food, eating only what she is accustomed to or what she thinks is good. She has distinguished aesthetics in daily life and in her clothing, keeping track of cleanliness (especially hygiene, as she is squeamish and often takes a shower), as opposed to maintaining strict order.

She rarely uses procedures but carefully keeps things in order, freeing up space. She is good at making things by hand and provides everything necessary for the home. She seeks comfort, prosperity, and material acquisitions.

Due to her contradictory nature, she seems unpredictable to those around her. At the very last minute, she'll change her plans and is inclined to be late. At the same time, interpersonal confrontation quickly tires her, so she seeks compromises. Internally she is sensitive by nature. She will verbally agree with a person, but then do everything her own way. She suffers from depressive states and is prone to sentimentality, sometimes even tearfulness.

7. Sensing Logical Extravert (SLE):

The Marshall

Grasping, active, maneuvering, **while** unable to curb his instincts

General Description

SLE is a decisive and goal-oriented person. He prefers to set only major goals and will move towards them no matter the obstacles. His persistence increases proportionally with the number of difficulties he must overcome. Without the excitement of a struggle or competition, he plunges into low moods and doubts.

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He attempts to give instruction and orders, but dislikes commanding tones himself. He makes others concede and fall under his influence, often assuming the position of a “shadow” leader. He can accept a temporary compromise.

SLE logically calculates a plan of action in advance, as if playing a game of chess; he’s a flexible tactician. He poorly foresees the future development of events and may halt in indecision if things get out of control or take an unexpected turn. He controls his activities from the point of view of the final result. In a decisive moment, he is able to concentrate all his forces.

He is distrustful and tests people in action. He feels unsure about how others relate to him. Prone to noticing weaknesses and shortcomings, he finds it difficult to restrain negative emotions in his relationships. He can be intolerant in communication with his loved ones. In extreme situations, he leaves no room for pity or sympathy. His feelings always have a physical component of possessing his partner.

Appearance

SLE is best recognized by the shape and nature of his movements. An SLE with enhanced sensation has, as a rule, a thin figure. If it’s a woman, she often has a fragile, refined look. Movements are unhurried, phlegmatic. From the side, he gives the impression of calm self-

confidence. The figure of SLE with reinforced logic is different: it is more or less dense, stocky, and tightly knocked down. Movements are unchained, free. When standing still, he is characterized by involuntary oscillations of the hands and the whole body, but calm, not sharp. The nose is neutral, unremarkable. The eyebrows often have a kink, and may be asymmetrical. Showing his dissatisfaction, he threateningly brings them to the bridge of the nose. His eyes, if the sensation component is strengthened, become swollen with age, framed by fairly large folds of skin in the eyelids. His lips are heavy, full, and slow-moving. Because of

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this, sometimes there is some indistinctness of speech. His dress is unshowy: he tries to stick to a neutral style and is not subject to the fluctuations of fashion. If this is a woman, she prefers soft, pastel color tones. Men often have an official dress code, such as a suit. This is the manifestation of the desire of the SLE not to stand out, to remain in the shadow.

Detailed Description

SLE is a resolute person who can provide volitional pressure if the situation requires it. He is determined to win at any cost. The more obstacles he encounters along the way, the more collected and energetic his advance becomes. Doubt and hesitation are foreign to him; he feels convinced of his right. Categorical in his assessments, he always has the last word. He is primarily interested in the result, not the process of achieving it. He is adept at calculating various plans of action in his mind, choosing the most logical one for the given situation. He knows how to find the weakest point of his opposition. If a direct attack does not bring success, he may try to attack indirectly and work through third parties. He feels lost in unusual, illogical situations.

He is able to unite people around him to achieve a specific goal. He clearly delineates everyone's position on the team. SLE confidently

coordinates joint actions. He presents an ultimatum: “you have chosen me; now you have to listen to me.” He explains everything simply and clearly, citing illustrative examples. He tries to focus on the key points without wasting effort on details. He grasps the situation as a whole and flexibly readjusts if the activity is no longer promising. For each task, he devotes a certain period of time, after which he makes a final decision: to continue or to stop. He easily understands the logic of the actions of other people; thus the only ones who can win with him are those who are constantly changing. He tests people through action, throwing those who lack training into the midst of things.

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SLE experiences difficulty establishing personal relationships in informal situations. Often he is too intolerant and uncompromising, predisposed to having his own way in his relationships. He's intolerant when someone else places demands of personal commitment on him. He constructs a system of ethical values for himself which often does not correspond to what is generally accepted. He frequently disbelieves that pure, platonic relationships exist. Sometimes he declares that he is for “fairness,” supportive of equal treatment of everyone; nevertheless, he has favorites and scapegoats. He treats those who respect his friends and oppose his enemies well. He does not let go of those to whom he has grown attached and attempts to make them enter a dependent relationship with him, to “tame” or “placate” them in any way he can.

He prefers calm words, positive forecasts, and faith in the future. Pessimism and superstition anger him. He is soothed and relaxed by a light, hassle-free communication style and optimistic outlook. He turns to thoughtful introspection periodically, withdrawing into himself and reflecting on future prospects and emerging opportunities. Time softens his harsh temper. After suffering a series of inexplicable losses and defeats, he begins to wonder about fate, and may turn to religion or occupy himself with charity work. He is very enterprising and venturesome. He enjoys competition and boisterous company where he can relax and

emotionally recharge. He likes to be inspired and uplifted. His emotional state heavily depends on the emotional state of others around him. He likes to listen to music. It puts him in the right disposition and creates balance in his soul. He grows offended if he is called an uncaring person.

He forces himself to achieve what may seem almost impossible for others. SLE boldly responds to challenges when his abilities are questioned. He considers himself to be intelligent and handles problems that test for ingenuity with ease. In public, he gladly demonstrates his erudition and knowledge of the fundamentals. He is not averse to acting as a patron. If he is taken to the edge, he is able

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to manifest merciless and relentless fury. At such moments he cannot stop his anger. He does not give more than one chance.

Comfort and good material conditions for life are his secret desire. He seeks to provide for himself and his loved ones. Without this, he feels unfulfilled, a failure. He does not respect people who are frail or lacking in physical exercise and training. He is proud of his own good physical constitution and feels upset if he does not possess one. Due to excess drive and energy, he is prone to quickly dissipate his natural reserves of health. His external appearance tends to be either inconspicuous or underscoring of his high status. He has a poorly-developed sense of harmony and aesthetic taste. He is highly susceptible to physical drives and tends to meet his physical needs before emotional ones.

SLE is a good manager and skillfully handles his affairs. He tries to derive benefit out of any business venture. He's not inclined to save money, especially small amounts, and he pays attention only to substantial sums of money. He often teaches himself a few handy skills. When faced with an excessive work load, he will try to hire other people to do the work for him. He likes to manage complex technology in extreme and trying situations.

Manner of Communication

A correct and somewhat restrained manner of interaction is characteristic of the SLE. If the logical component is emphasized, his communication is more relaxed and less inhibited, with smiles and expressions of positive emotions. SLE often greets people first. He won't directly express his opinion on a topic of discussion. He tries to positively predispose a person towards himself with attentiveness and sensitivity, asking many questions and inquiring about their problems. He voices a desire to hear others' opinions. All of this is done in a delicate, appropriate manner, which very much predisposes people to give him answers. In a dialogue, the following moment is characteristic of this sociotype: after an inquiry of his conversation

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partner, SLE makes a pause, as if thinking things over, trying to comprehend the information and provide the needed answer. During this deliberation, he tends to squint his eyes. Another peculiarity of his manner of communication is his lack of fear in showing his ignorance or lack of understanding about a question. SLE doesn't hesitate to ask and re-ask, and to then clarify things once again. When he is giving an explanation, he does so slowly, with logical prioritization, explaining everything in terms of simple examples from practical experience. For the purposes of type diagnosis, SLE's way of finishing up a discussion is also noteworthy: once he has given everyone the opportunity to speak, he expresses himself, as if giving a summary of the discussion, keeping the last word for himself. If necessary, he can deliver a powerful verbal "final blow," crushing his interlocutor or opponent with one remark or phrase delivered at just the right time. If this moment hasn't come in a long time, he can provoke a person in order to strike at their weak spot.

Features of Behavior

SLE's behavior is characterized by ironclad self-control and composure. He reaches the conceived goal no matter what. He pays no attention to the hustle and fuss around him. If discipline is needed, he won't stop at anything, not taking ethics into account. His activities grow and expand in breadth. As SLE starts to lose control of his project because of its large scale, he turns over the control of the less significant parts of it to other people, with whom he establishes mutually beneficial relations on a contractual basis. After this, he does not interfere with their work. A flexible tactician, he can adapt to the situation while not losing sight of the main target. He agrees only to temporary concessions. He knows how to arrange his own people according to their usefulness towards his purpose and prefers an informal and undemonstrative leadership, and so he stays in the shade while directing people. He may attempt to get rid of opponents through someone else. He is characterized by a large capacity for

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work and perseverance, which increase proportionally to the number of obstacles he faces. Under normal circumstances, without any difficulties and excitement, SLE walks around relaxed yet pessimistic. When difficulty comes, he comes alive and regains his passion. He tends to give ultimatums: either it is done the way he wants, or he won't do anything at all. It is difficult to make him lose his temper, but if he does, he cannot stay angry for long. In order to achieve his goals, he attracts all subordinates to work — even the people who are not prepared for its implementation. He assesses efficacy only by the final result and does not control the methods of accomplishing a project. He likes games that involve risk and gambling in which one has to think; he often wins them because he is able to confuse his opposition and provoke them to make false moves.

1. Command Function -F — Force Sensation

With this function, he is a determined person who can exert strong pressure if the situation requires that. His mindset is to win at any cost. The more obstacles he encounters on the way, the more concentrated and active he becomes. Confident in his rightness, doubts and hesitation are alien to him. He is categorical in his estimations. He always has to have the last word. He gives ultimatums: “you have chosen me; now, obey.” He knows how to find his enemy’s weakest point. If a direct attack does not bring success, he tries to go around indirectly and may act through third parties.

2. Realization Function +P — Business Logic

He is a good owner who knows how to organize things. He is able to elicit benefit from any enterprise. In business, he is not inclined to savings. He does not appreciate small sums but behaves economically only with large amounts. He has good skills in crafts. When faced with a heavy workload, he will hire people who will do it for him. He is best at managing complex technical appliances in extreme situations. He likes to test people in real-life situations, and may throw someone who is untrained into a project to see how they’ll do — trial by fire.

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3. Role Function —I — Intuition of Opportunities

From time to time he becomes pensive. He may be introspective, reflecting on prospects for business and returning to previous opportunities. When he forces himself, he is capable of achieving what others think is almost impossible; he boldly accepts the challenge when they question his abilities. He considers himself endowed with an extraordinary mind. He considers and evaluates the whole situation. He can flexibly rebuild a business if it has lost profitability. In public, SLE

demonstrates his erudition, or his fundamental knowledge with pleasure. He does not mind acting as a protector or benefactor.

4. Triggering Function +E — Emotional Ethics

When he lashes out, he can show merciless rage. At such moments, he cannot control his anger as he is very passionate. He loves having competitions and noisy company, where he can relax and emotionally release. He likes when he is encouraged and cheered up. His emotional state largely depends on the emotions of others. He likes to listen to music. It balances him and creates mental equilibrium.

5. Demonstrative Function -L — Structural Logic

He calculates various plans of action in his mind, stopping at the most logical for a given situation. He copes with the tasks with savvy acumen. He is able to group people around him for a specific goal with everyone taking a clear place on his team. He confidently coordinates joint actions and controls only the key points without going into details. He is interested in the result, not the process. He tries to explain everything simply and easily, giving illustrative examples. He understands and is aware of the logic of the actions of other people, and so can only be won by someone who constantly changes it. In non-standard, illogical situations, he is lost.

6. Dual Function +T — Temporal Intuition

He perceives and prefers words of calm, positive predictions, and faith in the future. Pessimism and superstition make him angry. SLE is calm and relaxed in an easy, problem-free style of communication

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with an optimistic outlook. For any situation or decision, he allocates a piece of time, after which he makes a final decision: to continue it or stop it. He does not give more than one chance. Time softens his hard temper.

After suffering a series of hard-to-explain defeats, he begins to think about fate, can turn to religion, and may engage in charity.

7. Braking Function -R — Relations Ethics

It is difficult for SLE to establish personal relationships with people in an informal situation. He is intolerant and uncompromising, inclined to dictate terms in a relationship. He does not believe that there are pure, platonic relations. He often states that he supports “justice” — equal relations with everyone — yet he has his own favorites and those he is hard on. He appreciates those who respect his friends and oppose his enemies. He builds a system of ethical values, which often does not agree with generally-accepted views. He does not tolerate when others demand personal obligations from him. When SLE is attached to somebody, he doesn’t let them go; he strives to make them dependent on him, or to “tame” them.

8. Controlling Function +S — Comfort Sensation Comfort and good material conditions are his life’s cherished desire. He strives to provide this for himself and for loved ones. Without it, he feels unfulfilled, a failure. He does not respect sickly people or those who are physically weak. He is proud of his good physical form or is very worried if he is not fit. Because of the excessiveness of his driven personality, his natural health reserve is quickly depleted. He can be offended if he is not considered a caring person. His appearance is either non-demonstrative or underlines his status. He has a poorly-developed sense of harmony and aesthetic taste. He has strong physical instincts, in particular sexual ones. Bodily needs are satisfied before spiritual ones.

Recommendations for Self-Improvement

You are without a doubt, a strong-willed and determined person. You always set big, far-reaching goals and do not like to waste energy on

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small, inconsequential things. You know how to respond to situations with flexibility and accept temporary compromises, but do not lose sight of the main goal.

Your character is particularly evident in critical situations. Your persistence in overcoming challenges increases in proportion to their number. You are very reckless, although you will not take unnecessary risks. You like activities that allow you to show your qualities of resourcefulness, strength of will, and composure during an emergency. You have good organizational skills. You know how to find the right people and the right places. Depending on their skills, you are able to direct their efforts to achieve the main goal.

You do not try to put your accomplishments on display. You prefer to stay in the background, encouraging others to accomplish necessary activities. For you, a sense of responsibility is characteristic.

The main problem of your life is the lack of tact and diplomacy in dealing with people. Sometimes you openly demonstrate intolerance of other people's shortcomings and weaknesses. To achieve your goals, sometimes you step over the interests of other people, which can evoke negative evaluations and moral judgment of others in your address.

Remember that the formula of "the end justifies the means" is not always true. Cultivate tolerance, and respect the dignity and feelings of others. A deep study of philosophies and religions where human values are advocated and justified will help you to better understand the essence of man. Cultivate in yourself polite and proper manners.

Show more respect towards people of the opposite sex. Do not lose your sense of romanticism, without which your life can turn into a colorless existence. Do not always expect exceptional initiative in expression of feelings from your partner; try to demonstrate or communicate to him or her your disposition. Another problem is your excessive focus on the shortcomings of other people. This can create an unfair attitude toward him or her. Be more sensitive and careful:

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take care of people, not only in words but also in deeds. Do not leave questions that were asked of you unanswered. When listening to someone, do not think of extraneous things; instead, focus on the person's problems. Do not underestimate the role of intellectual labor in the workplace.

Reflect on the possible consequences of your actions more often. Never shift the responsibility for mistakes onto the shoulders of other people — it may affect your reputation in the future. Try to keep track of situations that go beyond formal communication. You can put yourself in an awkward position by asking irrelevant questions, which can be perceived by others as tactless.

Dominant Subtype

Marshall — Promoter

Prototype: Stern commander

This subtype is a strong-willed, determined, goal-oriented person who is aggressively ambitious and demanding. Being energetic and active, he grows up developing uncommon ways of doing things. He achieves his goals by any means possible and is able to make enormous sacrifices in resources for his cause.

He operates both directly and through intermediaries. He knows how to manage people, imposing his will on weaker parties, or offering favorable conditions where possible. He is quite proud, but sensitive, although he tries to conceal this. Considering it a weakness, it is unthinkable for him. In anger, he is insensitive to other people's shortcomings.

He is a natural leader, though failing to overcome obstacles lowers his vitality. Configured for achieving realistic targets, as flexible a tactician, he is able to adapt to the process. He never hesitates taking risks, weighing chances of success on the fly. He will not rest till his targets are reached.

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He dislikes indecisive people who evade bold action. He rejects advice, preferring to make all decisions on his own. He can listen while conversing, but has to have the last word. Bureaucrats are intolerable to him. When under pressure, his resistance is even stronger.

Creative Subtype

Marshal — Attacker

Prototype: A warrior or brave fighter

The creative subtype is active and volatile, boldly attacking in combat situations. He has a desire for freedom to fight, passion, and victory. Instantly adapting to dynamic circumstances, he is always ready for action. He seeks recognition for his work and is proud of his successes and achievements.

He is perceptive, witty, and possesses a critical mind. He knows how to give a brief and succinct description of a person, and if necessary, how to entertain strangers. He actively promotes his interests and hectic endeavors. At the same time, he has a good sense of humor.

For objectionable people, he may create a hostile environment, but for loved ones, he tries to provide comfort and welfare, showing care and attention. He respects influential and authoritative people. He aims to protect the weak and defenseless. Trust in others can be severed without regret, as he has no fear of becoming a renegade. In the interest of business, he demonstrates diplomatic skills such as courtesy and helpfulness.

In personal relationships, he will have a hard time if forced to adjust to his partner. He is very uncompromising and independent. Self-reliance is of the utmost importance to him. His actions are often unpredictable and

dependent on mood swings; it is best to vacate his personal space when he succumbs to rage and anger. His quests often exceed his available options. He responds to present situations

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promptly, though he is badly prepared for long-term projects and distant prospects.

With his willpower, he can suppress surging emotions, though he experiences some difficulties expressing shades of emotion. Monotony quickly tires him, which is why he likes playing psychological games with his partner.

Normalizing Subtype

Marshall — Withstander

Prototypes: Athlete, confident economist

This subtype maintains composure and won't lose equanimity under any circumstance. The inability to prove his strength triggers frustration. He doesn't enjoy leaving his comfort zone to be in front of strangers.

He maintains his bravado, hiding his unease when in unfamiliar territory. He is discreet and polite when in public. A rational man, he deals with matters judiciously and impartially.

He prefers to talk about what he is competent at. He is confident with only official or trusted sources of information. He is interested in laws and regulations and competently handles documentation. When consulted for advice, he delves into the details of the matter, giving concrete answers. He won't persuade strictly by arguments, but also relies on facts. He hardly finds words in speech; he is not very expressive in conversation.

He is easy to talk to, and when talking to strangers, he uses indirect questions to determine where he stands in society along with his connections and opportunities. He seeks firm ground to form relationships on, both when dealing with business and solving collective problems. He likes to do big things, with everything carefully weighed and concrete plans for action in place.

This SLE is a sturdy worker who is consistent and practical in business. He provides services, organizes people, and handles

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obligations and subordinates accordingly. His plans and results do not always reflect each other, as surprises which cannot be taken into account in advance tend to arise.

He prides himself on self-reliance and will even undertake temporary employment if necessary. He will not waiver under pressure from someone else. He is able to withstand heavy weight loads. He is effective in the sport as a weightlifter and is good at physical activities in general. He requires simple, but high-calorie foods. He is inclined to accumulate wealth, especially in real estate.

Harmonizing Subtype

Marshal — Schemer

Prototypes: Human resources representative, strategic planner, overseer of business mergers

He is prudent and foreseeing. He can sense threats, but hopes they won't come to fruition. He is quite secretive and dislikes having people look into his personality. He is able to evade intrusive conversations, but will display insolence if necessary.

He devotes himself to the right people, showing care by serving them. He will organize avenues for collective work to prove his competence.

He considers himself a strategist and works out different solutions, finding ways out of sticky situations. He is able to wait for the right moment, but, the fear of risk-taking can cause him to miss opportunities. While showing kindness to others and being friendly, he requires unanimity and solidarity.

At heart, he is quite superstitious and suspicious. Periodically, he finds himself in pessimistic and melancholy states, trying to figure himself out. In moments of despair, compassion, understanding, sympathy, and consolation are what he needs, though he could never pour his heart out to everyone.

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He tries to maintain the upper hand over his enemy through maneuvers and proactive action, never directly fighting. He deals with the struggles of life through ignoring anything that hampers his efforts.

He is afraid of opening up for fear of becoming dependent on people who sympathize with him; however, with a change of environment, his emotions can follow through. He is flexible with matters regarding friends or leisure and entertainment. He requires steady support from close friends and family; he needs a place of solace. He will neither deny himself gourmet food nor pleasure.

8. Intuitive Ethical Introvert (IEI):

The Lyric Poet

Light, reconciling, hopeful about the future, **while** disorganized

General Description

IEI is a romantic dreamer and visionary. She is curious, and interested in anything that is novel, unusual, or fascinating. She leaves an impression with her unexpected, sometimes extravagant behavior and statements. She has a refined sense of humor and knows how to comfort a person and uplift their mood.

She is emotive and charming, and may smile even when she is saying something unpleasant. She is insistent in her demands when she is strongly motivated. She knows how to pick a good moment to approach a person with her requests. She freely manages her own time and that of others.

IEI is attentive to her own appearance and that of others, and is aware of how appearances influence people. If necessary, she dresses elegantly,

even exquisitely. In a demobilized state, she complains about her life and hardships. She likes when she is looked after, when someone is attentive to her worries. She finds it difficult to give up comforts that she has grown accustomed to.

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Without strong directives, she becomes disorganized and demobilized. She cannot focus her attention on a task for lengthy periods of time. In handling money, she is uneconomical and careless: she may spend a large sum of money on something “for the heart and soul.” She may make promises that she hasn’t considered thoroughly. She entertains herself to drown out disturbing premonitions.

Appearance

The most characteristic feature, which makes it possible to assume with certainty that a person belongs to this sociotype, is an elegant appearance. IEI is very sensitive to harmony and balance. The feeling of composition allows her to dress very exquisitely at times. She perfectly selects her accessories and makeup, etc. She can be overly concerned and particular about her appearance. This applies to both women and men. The second feature relates to gait and figure. Figures of IEI can be both thin and quite full, and the more developed the intuitive component, the more pronounced the propensity to fullness. But regardless of the figure, IEI owns her body well. The gait is often graceful, sometimes even artsy, with pacing. A more emotional version of the IEI is easily recognizable by vigorous gestures. The eyes are typically narrow, but the more intuitive subtype’s eyes are wide and curious. During a conversation, sometimes she has a tendency to look into the eyes of the interlocutor, and also take them by the hand.

Detailed Description

In her behavior, the IEI is guided by her intuitive presentiments. Due to this quality, she is capable of surviving in the most difficult situations. She quickly distinguishes falsehood, hypocrisy, artifice, and degradation. She often acts as if she has time to spare and puts off much until tomorrow. She is inclined to optimism and believes in a bright future. Pictures and visions that IEI creates in her mind are usually much more attractive to her than everyday life proves to be. She can calm people down, instill hope and inspire them by

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telling of coming changes for the better. In conversation, she dislikes highlighting mistakes of the past.

IEI is well-versed in nuances and ways of emotional life. She is able to discern when a person is in a good mood and will then turn to them with a request; therefore, it can be difficult to turn her down. She graciously responds to the humor in life. She tells jokes and anecdotes, acts in jest, and prods those close to her, evoking positive emotions in different ways. She responds to conflicts between people who are close to her with sensitivity. She seeks reconciliation and readily agrees to compromise. She will willingly sacrifice herself to settle conflicts. She is internally troubled and experiences a lot, but hides her agitation and poor mood behind a soft smile.

IEI invests time and effort to look after her appearance. She knows how to dress in style and good taste. Her graceful, aesthetic movements are pleasing to the eye. She is flexible and adaptable, and she does not impose herself on anybody. Instead, she puts in the effort to adjust to the habits and tastes of those around her. Sometimes she complains about her health, poor care, or indifference; however, in extreme situations will pull herself together and suppress her pains. In a comfortable environment around

familiar acquaintances, she gains confidence and strength. In such situations she may even allow herself to issue orders.

IEI is not inclined to save up money or keep strict track of her finances. She may spend substantial sums on aesthetically pleasing (from her point of view) items that aren't always useful. If she falls into financial difficulties, she knows who to turn to for help or finds something that she can sell. In long-term relationships, she does not forget to take into account pragmatic considerations. She does not get along well with those who force her to work at an unusual or uncomfortable pace and rhythm. She hopes for leniency, indulgences, and “smoke breaks” at work.

She gets along with people who are sure of themselves, who are strong and determined. However, she does not allow her relationships to turn into despotism — in such cases, IEI will openly declare the

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stupidity and primitiveness of blunt force. She has a good sense of which kind of force to apply to achieve her goals. She resorts to forceful methods only when she feels a physical threat to herself or her loved ones. If she is in a constant state of discomfort, she begins to behave provocatively, rudely, and aggressively; she does it to hide her soft nature. In the absence of strong leadership, IEI becomes relaxed and disorganized to the point of carelessness. It is easy to knock her off the right track, to tempt her with something that promises a pleasant experience. She easily acquires bad habits, and getting rid of them requires a lot of effort.

When there is no clarity and the situation is ambiguous, IEI's mood spoils; she feels lost and confused. Chaos, disorganization, and lack of support plunge her into despair. She begins to act enthusiastically when she is relying on a thoughtful, logical plan aligned with a clear end goal in sight. She is in need of various designs, schemes, and methods. In extreme situations, she becomes cool and unemotional. Her thoughts become

clearer, and she finds it easier to undertake informed decisions. She dislikes strict, meticulous control. Constant, firm discipline is not for her.

Life values and ideals are one of IEI's weak points. She feels very worried if time passes, compromises and concessions become delayed, and still no resolution has been found. She is intolerant of oppression, of the leveling of her and others' abilities. She lives by the principle of non-interference in the internal world of the individual, though she can give valuable advice on unraveling one's abilities if she is asked about this. Of her own abilities, the IEI is usually very critical and often underestimates them. She is afraid of being incompetent, not useful, and unneeded; therefore, she is in need of compliments and encouragement. She is good at choosing the most promising ideas from available ones. She searches for an occupation that would correspond to her ideal of service to others.

She supports her attitudes with actions. For those whom she loves, the IEI can do a lot. She is adventurous and enterprising if

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she feels she has the approval of others. She regularly performs her duties only on a team with an established system of interpersonal relations. She warns that personal enmity and discord will lead to the collapse of the project. She tries to ensure that her professional relationships are also accompanied by favorable informal ties. She contributes to a group a harmonious beginning. When persuading people, she manages relationships in a manner that seems most beneficial to her. She successfully relates to her acquaintances and uses personal charm.

Manner of Communication

In interaction, a notable trait that allows us to reliably identify a person belonging to this sociotype is an apprehensive, somewhat shy smile, which appears when IEI feels agitated, or when the conversation subject turns to

her. She is curious about all that is unusual and original and is inclined to chatter about all sorts of interesting trivialities. It's difficult to focus her attention on essential things. She may disrupt the general line of the conversation by suddenly asking off-topic questions. She likes listening to interesting or simply entertaining and funny stories and will also recall funny episodes from her life. Sometimes in conversation she wavers, becomes coquettish, and delays giving a final answer, but has already decided on everything for herself. She is inclined to make empty promises and always finds excuses to get out of her commitments such as: "I wanted to, but could not," "because of the circumstances," etc. She likes to talk about her impracticality, but despite this, she also can take up and finish commercial and business projects fairly well. She is flexible and resourceful; this helps her to keep her position for a long time. She's not a bad manager or leader due to the fact that she can usually pick reliable associates. She persuades and calms people who are upset and confused, telling them that not all is lost, that everything ahead is still to come, and other encouragements in the same key.

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Features of Behavior

Watching the IEI for some time, it is easy to notice a particular contrast between her behavior in public or unfamiliar company and among familiars, including at home. In public the IEI always behaves gently and politely, not permitting herself any rudeness or disrespect. But in a circle of close friends, she can sometimes behave uninhibitedly. She likes to fool around, to create unusual situations. She stirs people up to evoke positive emotions. At home she can be moody and capricious, stubbornly getting her way. She may even put on tears and provoke scandals. These emotional outbursts pass quickly, however, without hurting her very deeply. Her emotions are very flexible, switching on and off consciously. In dealing with money, she can be a spendthrift and cannot refuse herself anything, even going into debt if her own means are not enough. She loves a beautiful, lush life, and thus makes great demands. She is inclined to marriages of convenience. She likes to be cared for, to be healed and treated, for someone to listen to her complaints about her poor state of

health, suffering, etc. She accumulates complaints about herself so that later when a good opportunity comes up, she can spill them out all at once.

I. Command Function +T — Temporal Intuition

In her behavior, she is guided by intuitive presentiments. Due to this quality, IEI is able to survive in the most difficult situations, as she quickly distinguishes artificiality, falsehood, hypocrisy, and degradation. IEI freely disposes of her own and others' time. She always acts as if she has plenty of time to spare. Much is postponed for tomorrow, as she is a great dreamer and has a lyrical nature. The paintings that her imagination draws, vivid and bright, are much more attractive to her than everyday life. She believes in a good future. She calms people and gives them hope in phrases about quick changes for the better. She does not focus on the mistakes of the past.

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2. Realization Function —R — Relations Ethics

IEI reinforces her attitude with actions. For loved ones, she will do a lot. She becomes enterprising if she feels she is gaining sympathy from others. She reliably performs her present duties only in a team with an established system of interpersonal relationships. She warns that personal enmity and disagreement will lead to the collapse of the business. She does everything she can to ensure that business relations are accompanied by favorable informal ties. She introduces a harmonizing force into the work collective. Capable of persuading people, she manages her relationships in such a way that the business turns to its advantageous side. She successfully uses acquaintances and personal charm.

3. Role Function +S — Comfort Sensation

Much effort is put into her appearance. She can dress elegantly and tastefully. Graceful, she pleases the eye with aesthetic movements. IEI is not intrusive and makes efforts to fit in with the habits and tastes of other

people. She is very agreeable, yet, she complains to people about health, poor self-care, and indifference. Nevertheless, in extreme situations, she collects and suppresses the pain. She acquires confidence and strength in a comfortable environment with a familiar circle of acquaintances. In this case, she allows herself to lead.

4. Triggering Function -L — Structural Logic

When a situation is unclear and ambiguous, it spoils her mood, and she becomes confused. Chaos, lack of organization, and a lack of support cast her into despair. She acts with enthusiasm when relying on a thoughtful, logically adjusted plan with a clear ultimate goal. IEI appreciates schemes and technologies created by others. In extreme situations, she becomes cold-blooded: her brain works more clearly, making informed decisions more easily. Her mood is ruined by micromanagement and petty control. A constant firm discipline is not for her.

5. Demonstrative Function +E — Emotional Ethics

She is well-versed in the laws of the emotional lives of people. She is able to make requests at the right time (when a person is in

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a good mood), so it is difficult to refuse her. She reacts sensitively to the funny things in life and she loves humor. She jokes, fools around, and bothers people close to her, creating positive emotions in a variety of ways. She is peaceful and cannot tolerate quarrels between people who are close to her. She forgives easily and is willing to make sacrifices for the sake of remedying a conflict. She is inwardly anxious. IEI experiences a lot, but hides excitement and a bad mood behind a soft smile.

6. Dual Function -F — Force Sensation

IEI gets along with people who are strong, determined and self-confident. However, she will not allow this to come to despotism. She

openly declares the primitivity of dull power. She knows the amount of force to exert to achieve her goals; however, she decides to use forceful methods only when she feels a physical threat to herself or her relatives. If she is constantly in uncomfortable situations, she begins to behave in an emphatically rude and defiant manner. She does this in order to hide her mild, victimized character. Without firm leadership, she is relaxed and can lean toward disorder. She is easily knocked off of her path and can be seduced by something that promises pleasant sensations. She develops bad habits easily and abandons them only with the help of an external force.

7. Braking Function +P — Business Logic

She does not know how to save money or keep a strict accounting of her finances. She spends her money on beautiful, but not necessarily useful things. If she gets into financial difficulties, she knows who she can turn to for help; she may sell some of her possessions if necessary. Long-term relationships with her often include pragmatic calculations. Marriage of convenience is more attractive to her than a union for love. Relationships with those who make her work hard or work in a rhythm that is not characteristic of her are bad. Instead, she hopes for indulgence, forgiveness from bosses, and mini breaks during periods of hard work.

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8. Controlling Function -I — Opportunity Intuition

IEI's life values and ideals are one of her vulnerable points. She becomes very worried if time passes and compromises and concessions are delayed without finding a solution. She does not tolerate oppression or the leveling of abilities, both her own or those of the people around her. She lives by the principle of noninterference in the inner world of an individual, though she could offer valuable advice on the disclosure of abilities if allowed. She is very critical of her own abilities and often

understates them, yet she is afraid to remain mediocre and unnoticed. She needs compliments and encouragement. She chooses the most promising ideas among those available and is always looking for an occupation that would correspond to her ideal of serving people.

Recommendations for Self-Improvement

Your forte is a developed intuitive perception that allows you to learn from the mistakes of the past in order to ensure a better future. You envision the future in optimistic terms. You are imaginative and romantic in nature, and enjoy the beauty and art in life. Your creative nature does not tolerate banality and mediocrity. You bring elements of elegance and originality into anything you do.

You are well-versed in the attitudes of people and have a good sense of humor, knowing how to use it to improve your own mood and the moods of others. You possess a rich inner world of diverse impressions and feelings, and you're very dependent on the nuances of your own inner states. You experience heightened, sublime emotions and tend to idealize people. You introduce aspects of celebration and sublimity into your surrounding world.

Your main problem is that you find it difficult to regularly perform boring, everyday tasks of a purely material or pragmatic nature. You are usually not economical with your finances and have difficulty with housekeeping. You find it difficult to resist the temptation to purchase beautiful things, the cost of which may be beyond your budget. Be

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careful not to waste money on unnecessary trinkets: you are at risk of suffering financially.

how more restraint in spending so as to not put yourself into a humiliating position that requires you to find ways to pay off debts, even

selling your things. Don't be tempted by your lofty visions and illusions of an "easy" life while ignoring moral considerations and attempting to avoid the daily grind. Let your sincere feelings guide you towards the right choice when you have to select between the material and the immaterial aspects of life.

Your other problem is that you are not inclined to hide your frustrations and complaints from others; you may tire others with your complaining, making them question the sincerity of your sentiments. Refrain from making excessive demands of others or complaining about the lack of care in your relationships. To gain the attention and goodwill of others, try to temper some of the moodiness in your character.

Be more generous and show active support for people. Try to earn good favor through diligence and hard work and by active participation in common affairs. Refrain from giving empty promises. Do not spend your free time in dreams, barren emotional conversations, or analyzing secret anxieties. If you devote more of your time to real concrete activities, your chances to succeed in life will increase significantly.

Dominant Subtype

Lyrist — Mocker

Prototypes: Those who mock the shortcomings of an existing system

Distinguished by impulsivity, this subtype is prompt in her actions. She suddenly initiates work, then gets distracted by something else, though after a while she returns to her task. She's internally restless

and inconsistent in her desires. She can have sudden mood swings — from laughter to tears and vice versa. Passionately arguing her ideas, she takes advice only when she's calm and then follows it only until her next emotional outburst.

She loves to talk about a variety of unusual events or emerging developments. Sensing danger, her anxious mood spreads. At the same time, she doesn't lose faith in winning. She may even reassure the discouraged, giving them an emotional boost. She closely associates moral anguish with physical suffering.

She never backs down when faced with sudden aggression or tension. In extreme situations, she inspires admiration or surprises others with her fearlessness in the face of danger. She never gives in to forceful pressure and is able to stand her ground.

She has tendencies towards practicality and thriftiness, but a regular working rhythm is something she cannot sustain for a prolonged time. Sometimes wasteful and uneconomical, under a rush of emotions, she may indulge in superfluous purchases. She looks down upon people who are miserly or greedy with small things.

She is often ironic and sarcastic, and even prefers to present unpleasant things jokingly, with a smile. Quite in need of praise and encouragement, she is sensitive when her work is criticized but also takes offense if her efforts go unnoticed. She seeks to lead in personal relationships.

Creative Subtype

Lyrist — Excited

Prototype: Admirer of rare phenomena or unusual behaviors able to reflect and direct their feelings into creative products

This subtype is emotional, charming, and sociable. She easily and naturally makes contact with people, although it is difficult for her to keep herself constantly in high spirits. Her gifts are spontaneity,

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sincerity, and cordiality. Figuratively, and with subtle humor, she talks about her experiences and what she has seen. She knows how to lighten the mood around her, discussing unusual situations and stories.

She does not tolerate routine and monotony well, and she dislikes stereotypical expectations and strict rules. She cannot submit to regulations and instructions and is prone to impromptu and improvised actions. She chooses an opportune moment to suddenly attract attention. She willingly gives compliments, especially to those considered authorities. Her requests are laid out in such a manner that makes it difficult to refuse.

Well-versed in the feelings and moods of people, she is able to find an individual approach for each person. Using her ability to inspire confidence, she forges useful contacts to achieve her goals and finds the most appropriate players available. It happens that successes occur in those instances where she is motivated by a strong desire and favorable circumstances.

She permits an “artistic” mess in her apartment or workplace. She hardly considers economical and sober approaches to her affairs, yet in extreme situations she can be quite adventurous.

She is graceful and gentle in motion and strives to express herself through clothes, but she won’t cross the line separating originality from vulgarity. She demonstrates sophistication in her specific manner of communication, from which she draws the attention of others.

Normalizing Subtype

Lyrist — Reconciler

Prototype: A mediator between parties on the same team with conflicting interests

Sensitive and attentive to people, she is able to maintain friendly relations. She can be relied upon. She exhibits a tolerant attitude to other people's shortcomings and weaknesses. She finds it difficult to

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create or deal with conflict. In disputes, her focus is not on differences but rather on unifying points, aiming to reconcile. She hopes that her kindness and dedication will eventually be rewarded.

She is fairly apprehensive and is prone to doubt and fluctuations when making important decisions; therefore, she's in need of moral and physical support. She needs to be involved in matters with clear objectives in front of her. She completes assignments responsibly. She respects strong, influential people who confidently explain their position and give specific instructions. In work, she tends to lose a sense of reality, and is distracted by trifles she never has time to complete within a set period due to more important things.

Owing to distractions, she sometimes forgets to fulfill promises, but is then eager to make amends. For the sake of maintaining good relationships with family and fulfilling the requirements of her position, she tries to develop business skills and carry out family responsibilities. She is quite organized and thorough in everyday life.

She will not impose her own feelings if they are not reciprocated; however, relationships that have run their course aren't severed immediately, as she becomes accustomed to people. She is able to wait patiently, coaxing them to start all over again. She may endure severe hardships for the sake of her ideals or present feelings.

Harmonizing Subtype

Lyrical — Dreamer

Prototypes: Naive optimistic dreamers, such as Manilov of *Dead Souls* by Ukrainian playwright Nikolai Gogol

The harmonizing subtype is soft and considerate. She has a soulful, poetic personality, and at heart is a dreamer and romanticist. She possesses a sophisticated view of the world and is willing to share her views and concerns with others. She seeks understanding, empathy and support.

9 sensory ethical extrovert see

The politician

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Highly developed in feelings, she worries about dangerous courses of events, and gradually applies contingencies accordingly. She dislikes hurry and bustle, believing that fate is predestined. Despite noticing all the imperfections of the world, she believes good will always triumph over evil and the future will be bright.

She is generally interested in philosophical and mystical arts, literature, history, and unconventional religions. She possesses a good imaginative memory and is a well-mannered communicator.

She dresses tastefully and is elegant in presentation, even when negligent of her own appearance. She cares about the health of her loved ones and others. She adapts well to difficult living conditions and knows how to relax even in a tense situation.

9. Sensory Ethical Extravert (SEE):

The Politician

Confident, transfigurative, negotiative, **while** impulsive

General Description

SEE is confident and has an aptitude for leadership. Enterprising, adventurous, and active, SEE strives to take practical actions within the sphere of communications. He prefers to solve problems immediately; otherwise, he may cool off due to his variable nature. He gives a lot of attention to external appearance and marks of prestige. He likes to talk about culture, politics, and influence. He is open to new impressions and experiences.

SEE enjoys being the center of attention and evoking admiration in others. He presents himself as a promising person of great potential and

with many open possibilities. He stresses his own personal originality and uniqueness. Easily giving out compliments, he says what he knows others would like to hear.

He knows how to make useful contacts and utilize them. In political games, he often maneuvers masterfully between his contacts on the

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opposing side. He reconciles with people just as easily as he quarrels with them. During his down time, he likes to lament, to complain that he is not understood. In situations when he is well-informed, he will cite different quotes and facts, demonstrating his erudition.

It's difficult for him to discern what needs to be done now and what can be postponed until later. He doesn't explain the reasons for his actions. He often makes off-topic comments. He has trouble maintaining order for himself and will violently protest if he is being subjected to any strict order or regulations. When he needs information, he prefers to interact and deal with people face-to-face rather than read manuals and instructions.

Appearance

SEE is noticeable primarily in the shape and features of the face. This type often has a full, voluminous figure in all parts of the body. This is especially evident in women. Because of this, SEE produces the impression of an indomitable mass. When looking at the face of SEE, the first thing that is noticeable is a soft, sometimes pouty mouth, as well as nervous lips, the corners of which are often heavily pulled down. Because of this, in adulthood, lateral vertical folds of the skin around the mouth are formed. The face is oval and smooth, without protruding parts. The eyes are mobile and brisk, gliding over the surface of people and objects, taking note of the space. The eyes are not planted deeply. Sometimes the heavier lower part of the face is noticeable.

The two subtypes of SEE — sensory and ethical — differ in the nature of their movements and gait. The ethical version of SEE is fast, restless, and impudent. The sensory variant is calm, measured, and moves confidently. Watching his movements for some time, you may feel you are seeing a “viscous, sticky mass” or a “ball of mercury.” His clothing usually separates SEE from the surrounding crowd: he pays attention to fashion, but doesn’t follow it blindly. He dresses in such a way as to attract the attention of others. Always

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confident in his appearance, he sometimes allows himself original outfits that are immediately noticed.

Detailed Description

SEE is perceptive of the balance of power. He quickly detects who is strong and who is weak, who can be pushed around and whom it’s better not to touch. He looks for weak spots in people who are close to him. Exerting pressure on these points, he is able to change their behavior in a way that is most favorable for him. He himself is not susceptible to such manner of pressuring and will skillfully dodge it. He knows how to stand up for himself and reacts boisterously when his freedom and opportunities are being limited. He orders around those who are less resolute and decisive and less confident in themselves. With a stronger partner he talks on equal terms and always finds a way to draw attention to himself.

SEE is very discerning of the system of relationships that exist between people. He knows how to tell someone precisely what that person wants to hear from him. However, he does not rush to fulfill his promises if he doesn’t feel a particular need to do so. He balances between interests of the opposing groups, successfully negotiating and bargaining. If it’s in his best interest, he easily reconciles with former adversaries; he knows how to mend and improve previously broken relationships, but more often, he

plays on negative relationships and dislikes rather than on sympathies and positive relationships. He finds it difficult to break connections that have run their course; instead, he will let a person know indirectly that he or she is no longer interesting to him. He doesn't like people getting too close to him because he feels that this imposes certain obligations on him. He easily strikes up acquaintances and new contacts and feels better and more confident in groups of people rather than alone in his everyday environment.

SEE presents himself as an original, unusual personality which can't fit into any framework. He is inclined to contrast himself with others around him. Often he can maintain a conversation on any

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topic, little by little demonstrating that he is knowledgeable on a wide variety of topics. He captures new information quickly, but mostly on the surface. He is periodically absorbed by reflections and contemplations, during which time he becomes self-absorbed. At such times, it seems to him that people do not perceive him as he really is. He is quite capricious, moody and choosy. He will often highlight his broad potential, his opportunities and great prospects. Often he argues and does not readily agree and will defend his point of view and values on principle.

SEE dislikes it when others don't take his arguments and conclusions on a given situation or problem into consideration. He considers those who ignore his remarks to be his opponents. He is dependent on the established order within the area where he lives or works. He may complain about lack of organization and disorder, although he won't enforce it himself, since he doesn't want to ruin his relationships, and his actions are often not methodical. He only responds to an already established hierarchy. With a person, he communicates either from a lower position, as a subordinate, or from a higher position, as their superior. With subordinates he is not

ceremonious. He cannot tolerate people around himself whom he dislikes and does everything in his ability to remove them. He doesn't have any daily system of action.

SEE feels enlivened and inspired when he has things to do. Otherwise, having an excess of time may lead to a sedentary, lazy lifestyle, despairing and criticizing everything. He enjoys constant change, development, and therefore displays contrariness. He often wants to leave for somewhere else and completely change his situation. He tries to impose time that is most convenient to him. Sometimes he is hurrying and rushes others, while at others times he slows down and strongly inhibits any quick decisions. If he needs to, he will always find something to pick on. He likes when he is being persuaded, approached from the some respectful distance, and told many examples and instructive stories from the past.

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His mood depends on how well things are going for him. To improve his emotional state, offer him some profitable or beneficial activity. He has an inclination to show generosity, up to extravagance, when his mood is elevated, and frugality and stinginess when he is emotionally depressed. In any case, emotions and personal relationships are the most important thing to him. He cannot work if the occupation is uninteresting to him. Any activity or undertaking can turn into entertainment; he can make it feel like a show. He becomes very nervous and angry if he is outdone in business or if rewards and material benefits have been distributed in a way that looks like he is getting less than others. He can start a quarrel over this.

SEE hates it when someone violates his peace and relaxation. He is very concerned for his financial and physical well-being and will not allow anything to interfere with his own leisure. Cleanliness and the standards of hygiene are important to him, to the point of being squeamish. He

criticizes the quality of products and value of goods if, in his opinion, they are not on par. He feels comfortable with his body and physiological processes. He is distinguished by his personal aesthetic taste, which doesn't always coincide with accepted tastes. When taking trips in nature, he is cautious and won't venture first to an unknown location. He is conservative in his habits and home life and sometimes falls to an extreme and becomes indifferent to his own appearance.

His productivity at work is highly dependent on his mood. When he is in high spirits, he will undertake hard work, but when he is not in the mood, even very important work may remain undone. SEE is energetic in carrying out those tasks that can be done immediately. If there is no quick return and a lot of hard work ahead, he soon loses interest and looks for another course of action. Excitement and emotional arousal increase his efficiency. He creates an atmosphere of a celebration around himself. He is best at resolving his problems and issues by informal means. Dissipating his energy in various

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directions, he deals with several things at once, easily switching from one to another. If the number of his interests continues to grow, then his efficiency falls.

Manner of Communication

The main trait that identifies SEE in communication is a turbulent reaction when he has to submit to rules that limit his concrete activities. In such cases, SEE may behave in a very assertive and bold way. He becomes irritated when he is being criticized for whims, illogical actions, or when someone tries to figure out motivations for his behavior. He is very self-confident and doesn't take logical arguments into account. In interactions, SEE readily displays his feelings. He openly expresses personal

sympathies and antipathies. SEE's feelings are very flexible and mutable. He can quarrel with a person and leave slamming the door, but after some time, he will come back and reconcile, as if nothing has happened. From time to time, he enters periods of relaxation and meditation. He likes to feel sad at such times, to complain that he is not understood, that in reality he is not how he seems to others. In such moments, his gaze looks off into the distance and his eyes become shrouded by a cloudy haze. In company, he aims to bring out people's positive emotions. He doesn't like to entertain others, but will with pleasure support a free atmosphere of absolutely uninhibited communication. He is sociable and likes to talk about many topics. He often has a habit of talking on the phone for a long time. In a circle of friends, he transfers his mood onto others. If he's in a bad mood, it's bad for everyone; if he is merry and cheerful, he can be up to anything.

Features of Behavior

The main feature of SEE's behavior that becomes apparent after some time is the ability to manipulate people's feelings. When he needs it, he is always able to turn people's attention to himself. He does this openly, without any embarrassment. He usually has a large number

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of acquaintances. SEE doesn't always want to break up relationships that have exhausted themselves and become boring, so his circle of acquaintances is always expanding. He always acts in accordance with existing possibilities. He never takes up projects that are unfeasible and unrealistic from his point of view. A tactic that is characteristic of SEE trying to solve a problem is trying to solve them at once, with a single onslaught. He wants to see quick results for his work. If this doesn't happen, his desire to do any work wanes. Impatient, he cannot occupy himself with the same task or activity for a long time. He rarely feels bored, as he is always able to find some activity or occupation for himself

depending on his mood. In everyday home life, he behaves carefree and carelessly. He forgets to turn off appliances. Meal preparation that doesn't require constant attention often ends up with burned food. He is inclined to show tenderness towards animals. He is emotionally moved by cute birds, kittens, and dogs if he sees them on the street; however, he is not inclined to keep many pets in the house for reasons of cleanliness and hygiene.

1. Command Function +F — Force Sensation

Easily feeling the alignment of forces, he quickly recognizes who is strong and who is weak, on whom you can press, and who it is better not to touch. He fumbles for the weak spots of people with whom he is familiar. Influencing painful points changes people's behavior in a favor for his side. When direct or indirect pressure is applied, he does not obey and dexterously dodges the situation. He knows how to stand up for himself and reacts violently when limited in choice. He commands those who are less determined and less confident. With a stronger partner, he communicates on an equal footing. He always finds a way to attract attention.

2. Realization Function -E — Emotional Ethics

His performance depends strongly on his mood. When in high spirits, he undertakes hard work, but if there is a bad vibe, then even very important work is not done. He is energetic in those matters that can

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be done immediately, but if there is no quick payback and the work is long and tense, he soon loses interest and looks for another direction for his efforts. Excitement and passion increase his efficiency. He creates an atmosphere of celebration and festivity; his best work is done in an informal atmosphere. He disperses his energy in different directions by

doing several things at once, easily switching from one to another. If his circle of hobbies continues to grow, then the effectiveness falls.

3. Role Function +1 — Opportunity Intuition

He strives to present himself as an original, non-standard person who does not fit the mold. He is inclined to look outstanding among others. He can support a conversation on any topic, demonstrating his knowledge of everything little by little. He grasps information quickly, but not deeply. Periodically he reflects, plunging into himself. At such moments, it seems to him that people do not perceive him as he really is. He is quite capricious and fastidious. He will not fail to emphasize his wide opportunities and great prospects. He often argues and does not agree, defending the principle from the opposite point of view.

4. Triggering Function —P — Business Logic

His mood depends on how well he's doing. To improve his emotional state, present him with a profitable venture. He is inclined to show great generosity bordering on extravagance when the mood is upbeat, and economy — even stinginess — when emotionally depressed. In business, emotions are important to him. He is not able to work if the occupation seems boring. And so, any business can turn into entertainment for him, giving it the character of a show. He is very nervous and angry if he is circumvented in business or the distribution of material resources provides him with less than others receive. Because of this, he may quarrel.

5. Demonstrative Function +R — Relations Ethics

SEE perfectly understands the system of connections that develop between people. He knows how to tell people what they want to

hear from him, but he does not hurry his promises if he does not feel any special need for it. He balances between the interests of the opposite camps, successfully negotiating or bargaining. If his own interests require it, he will easily reconcile with former adversaries. He knows how to build relationships. However, he plays on negative attitudes and antipathies rather than positive connections. It is difficult for him to sever boring relationships. He tries to give the person indirect understanding that he is not interested in them. He does not like to let people get close to him because he feels that this imposes certain obligations on him. He easily makes acquaintances and feels more confident in a big group than in a private and casual atmosphere.

6. Dual Function -T — Temporal Intuition

He feels vigorous and healthy when he is busy. Otherwise, having an excess of time, he leads a sedentary, lazy way of life, moping about and criticizing everything. He likes constant change, development of events, and inconsistency. He often wants to go somewhere and completely change the situation. He imposes a time which is convenient for him: he hurries and hastens others, and then lingers and hinders quick decisions in every possible way. SEE always finds something to find fault with. After being persuaded for a long time, he loves telling instructive stories from the past and providing many examples.

7. Braking Function +L — Structural Logic

He does not like it very much when others do not take into account his conclusions on this or that situation or problem. He considers those who ignore his remarks to be ill-wishers. SEE depends on an established order in the area where he lives or works. He complains of a lack of discipline and lack of organization, although he can't provide it himself because he does not want to spoil relationships and can't work methodically. He accepts existing hierarchy. He typically communicates either from a position from below, as a subordinate, or from a position from above, as a boss. With subordinates, there is

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no ceremony. He can't stand to be near people who are antipathetic to him and does everything he can in order to get away from them. He does not know by what system he acts.

8. Controlling Function -S — Comfort Sensation He does not like to disrupt his comfort. He is afraid for his material well-being and health. He will never act at the expense of his interests. He likes to be clean and observes hygiene rules. He is fastidious and criticizes the quality of goods and products. He isn't ashamed of his body or the physiological processes of it. He has a peculiar aesthetic taste, which does not always coincide with what's generally accepted. He is careful in nature and will not be the first to settle in an unknown place. He's conservative in his habits in everyday life. The other extreme he can adopt is an indifferent attitude toward his appearance.

Recommendations for Self-Improvement

Your strong traits are decisiveness and resourcefulness. Your type of personality often has a tendency towards leadership. You are not afraid to take the initiative in managing people to solve large problems. You always believe in yourself.

You know how to stand up for yourself and how to defend your authority from unjust attacks. You actively take care of the everyday needs of your loved ones to ensure a good standard of living for them.

With your business and organizational skills, you attract other people's attention. You have a large circle of acquaintances, among whom you are granted respect and trust. You have a good perception of the business capabilities and work habits of other people, and you know how to properly use them in the interests of business or a project.

Your sensitivity and charm allow you to gain friends and win the sympathy of others. Your many friends and acquaintances are willing to do much for you.

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You experience difficulties in life because you cannot always separate the primary from the secondary within the flow of activities, work, chores, and projects you are engaged with. This ultimately leads to wasted strength and effort, tiredness, and fatigue.

You need to develop perseverance and patience in yourself. Try to bring everything you have started to its conclusion before you start something new. Do not try to solve everything immediately in one fell swoop. Be consistent and use different approaches to solve difficult problems.

Spend more time on self-development and self-education. Raise the level of your theoretical understanding. This will allow you to avoid accusations of incompetence and help others support your authority.

Concentrate your attention on big issues. Do not waste your energy on minor things and arguments over trifles. Do not make hasty decisions. Try to analyze a situation as a whole before springing to action. Be more objective in assessing the merits of other people. Subjectivity in your estimates may lead to unwanted conflict in a work group or team.

Your other problem is that you are too sensitive to criticism. Being vulnerable and touchy, you react poorly to innocuous remarks, which complicates your relationships with other people.

You have a tendency to overvalue your own physical and mental abilities. Try to be more critical in evaluating your own potential: overestimating your own strengths and capabilities can lead to stress, physical weakening, and exhaustion.

Be more selective in your acquaintances to minimize the risk of being compromised.

Nurture temperance in your desires. Remember that you cannot grasp the immense and ungraspable. To avoid feelings of guilt and remorse, try not to lose your sense of personal dignity, even in the interests of your work or business.

VICTOR GULENKO**Dominant Subtype**

Politician — Representative

Prototypes: Film and show-business producers, liberal politicians

This subtype possesses leadership characteristics. He exhibits good organization and also fulfills his word. He is better at managing large teams, as opposed to smaller ones. He is energetic and impulsive, but able to restrain himself around others. He looks presentable and respectable. SEE cultivates the image of a guardian fighting for the rights of a group of people. He cleverly lobbies the interests of his group.

He constantly expands his circle of acquaintances and areas of activity. For him, it is important to be influential, having authority in the various circles he is in contact with. He knows how to mobilize people for new business, although not in convergence. He's unafraid of initial difficulties and has a tendency to rapidly move profitable ideas into practice.

Tactically flexible, he improvises in accordance with the course of events. He rapidly adapts to extreme situations and looks for methods to stabilize situations, at least temporarily. SEE is definitely committed to never taking sides publicly and is good at negotiating, bringing opposing parties to a compromise.

He acts confidently and decisively, but only if surrounded by support. He seeks a lot of formal council, making decisions independently after assessing the relation of forces among stakeholders. In the interest of business, he may become very demanding and, at times, even rigid. He is good at selecting assistants for himself.

SEE always knows what he wants. He needs big goals and new, challenging tasks. Without a constant influx of new ideas, his spirit sours. At the same time, he lacks strategy and long-term calculation. He prefers

to solve emerging problems immediately; otherwise, he may become distracted and lose interest.

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He is able to seek, and more importantly, unravel talents. Fortunately, this is popular among creative people seeking to be discovered. Thanks to him, society has enhanced social mobility; however, the implementation of excessive and badly-prepared liberalization often leads to unhealthy competition and breakdown.

He strives to be involved in the course of various events and loves to move from place to place, leaving each visit having made useful connections. At heart, he needs admiration and recognition, so when it is given, he doesn't spare any energy. This stimulates him for even greater activity: for him, it is very important to have his prestige recognized and acknowledged.

SEE is indifferent to theory and engages purely in practical activities. He prefers specific attainable goals that will bring real benefit. He tries to improve his expertise in various fields in order to raise his prestige and strengthen his position. He finds it important to have a variety of titles and awards.

He makes decisions based on personal experience, although if the issue isn't familiar to him, his choices fluctuate. He prefers to hide his inner thoughts and fears from others. In such situations, he seeks the advice of experts. He appreciates those who supply him with systematic information and warning of errors.

Creative Subtype

Politician — Mercurial

Prototypes: Event planner, comedy artist

This subtype is distinguished by uninhibited and demonstrative behavior. Amongst company his wit becomes apparent. He prefers democratic humor without sarcasm or mean and inappropriate jokes. He is good at conducting toasts and amusing guests during feasts, and he enjoys telling anecdotes and jokes that please everyone.

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SEE is sociable and knows how to secure valuable contacts, although he lacks the time to consistently support them. He prefers to negotiate depending on the situation and on mutually beneficial terms. He confidently finds applications for others' skills and abilities and waits for others' reactions and evaluations. He praises his intelligence, insights and other advantages or abilities alongside his pragmatic motivation, which stimulate him in pursuing his host of activities.

He loves freedom and cannot tolerate being regulated with precise instructions detailing when, how, and what he can and can't do. He resists any restrictions placed on him, often in a manner that is harsh and rude. At the same time, he is capable of neutralizing a serious looming conflict by changing the subject or refuting the offensive words by turning them into a joke.

SEE rarely pays attention to general laws and independent tendencies, often based on the fact that all actions are subject to his subjective desires and gains. Complex logical explanations do not suit him. He sticks to simple diagrams and explanations. He prefers compromise and arrangements instead of harsh confrontation. He looks for the right way to approach a person.

He can be emotional and impetuous, boldly expressing his feelings and concerns. He is able to proffer compliments. His behavior is unpredictable due to sudden changes in his goals and desires. His mood affects those around him: if it is good, he can affect everyone with his optimism, and if bad, spoil the fun. At times, he can be excessively dramatic.

He is sensitive to criticism and becomes nervous when attention is drawn to his mistakes. He is offended when people do not take his advice on remedial provisions; he may even protest. However, over time, he begins to listen to legitimate concerns and changes his stance. He respects smart people when they warn him about a hasty decision in advance, cautioning about potential adverse effects.

As practical psychologists, this subtype is also good at reading people's intentions by focusing on their appearance, facial expressions

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and gestures. He can cleverly make advertisements, persuading people to make particular choices. He stimulates, encourages, and persuades others. He revolves among his friends and relatives, and has the necessity to be social; however, in his narrow circle of people, he often criticizes rather than gives praise, though he does so gently in a half-joking manner.

SEE is inclined to start a lot of things at once, but never manages to finish everything due to a lack of time, loss of interest, or falling into a bad mood. He has a poorly-developed sense of proportion, often wanting to do more than is objectively possible. He performs well in advertising fields, intuitively understanding what is interesting and how to hype something up to make it seem better than it is. Focusing on minor things, he may miss what is most important and necessary.

Routine and monotony tire him quickly; therefore, he is inclined to relax and seek new interests. A characteristic curiosity leads him to new information and even self-improvement. Switching between various activities and people is vital to him.

Normalizing Subtype

Politician — Supplier

Prototypes: Caterer, concierge, or manager with an established network of personal connections; shuttle trader (who provides product from one country to another)

He is distinguished by an accommodative character. SEE knows when it's best to remain silent and when it is better to give up. He is good at maintaining relationships. He listens and calms people when they are agitated. Although he can be coarse, it is in retaliation against the insolent and for the sake of his interests. Overall he tries to be sensitive to others, sympathizing with those in need. He attempts to soothe and cheer others during difficult moments.

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He nurtures confidence, knowing how to create an atmosphere that puts people at ease. His democratic demeanor, informal ease, and simple emotionality help him win others' sympathy. While that gives the impression of openness and sincerity, his openness has a limit, which he never admits. He really only trusts a few people.

He is aware of the circle of rules and obligations that must be respected and won't exert his will beyond this. He likes to share experiences on specific issues. He values his independence and practicality. In everything, he strives to be self-sufficient and not to be dependent. He has a penchant for organic farming and mutually beneficial exchanges.

He appreciates coziness and comfort and is concerned with the welfare of loved ones. He never disturbs others' peace, especially when resting. He can be a good cook and uses delicious food to cope with stress, so often he has a full figure. He creates a safe home, where his friends and loved ones can relax after work. Family ties are important to him.

In the interest of business, he is able to compromise. In disputes, he tries not to finalize outcomes and is able to hold back with time or soften the requirements. He aspires to understand general patterns and trends of

the issues being dealt with. He tries to understand situations in detail; however, he still lacks insight and sometimes finds himself in a network of dealers and swindlers.

In affairs, he is quite practical and dependable. At home he is tidy, taking care of the shopping errands and managing the budget. He expects good manners from his loved ones, as well as cleanliness, order and responsible spending. SEE is economical in small things, but not sufficiently prudent in major purchases.

It happens that he can be quite the avid football fan, sitting by the television with a beer. Among women of this type are fans of soap operas and dramatic series that focus on relationships; they especially adore common people that find themselves in a wealthy society.

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Harmonizing Subtype

Politician — Nudger

Prototype: Highly sociable habitual cafe-goer who enjoys discussing local life

This subtype is relaxed and unhurried in motion. From a distance, he seems quite patient and calm, but this is misleading. Inner balance comes to him with difficulty: tranquility is halted by heightened impressionability, as well as contradictory feelings and desires, which he does not even understand. He often places higher expectations on new acquaintances than they can manage. Acutely sensitive to emotional discomfort, he is experienced in handling matters where there is a discrepancy between desirable and actual results.

He avoids strain by tackling his distant goals. Not inclined to sports, he prefers passive recreation such as gatherings with friends, cigarette breaks on the porch, lying on the beach, etc. He does a lot for his company.

Reclusive lifestyles are boring to him, which lends to difficulty. He becomes active only when he feels it's safe to do so without much hassle. Unabashedly, he turns to neighbors to borrow small amounts of money.

He is attracted by everything that is officially prohibited and he is capable of making concessions to a person, gaining confidence and offering a quick deal. After receiving a deposit, his promises may eventually be forgotten. He exploits such human instincts as greed and the desire to get something just like someone else's without much effort.

He prefers to act quietly and will quickly remove unsuccessful contacts or unanswered proposals; he has the ability to make it seem as though he had nothing to do with it. He is good with complaint techniques and shows his innocence to the offended side in the event of conflict. He knows that this easily arouses public pity and sympathy. He can't withstand direct confrontation for a prolonged period of time; it is easier for him to hide and wait out the conflict.

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He apologizes for his inconsistency and impulsiveness periodically, but the sense of guilt quickly dissipates. He is inclined to write off all of the circumstances. He gives little thought to the future and its implications for his life; he lives for the present day, though may make mutually optimistic plans for the future. He likes gambling and other activities that allow him to relax and enjoy a pleasant occasion. He successfully leads small or medium trade when in a reliable environment.

His thinking is very concrete and speculative, but not selective and critical. Once relaxed, he is able to discuss everything, especially social life and political events. Sometimes he is superstitious and does not try to get to the natural causes of failures. He has an inherent elevated gullibility and easily falls under the hypnosis of eloquent speakers, political persuasion or leaders, promising unprecedented discounts or a quick income.

By nature he is gentle and compliant; at the same time, he is restless because of individualism. It's not easy for him to maintain stable relationships with people because of his rather capricious and fickle nature. He prefers to live separately, to be free from all sorts of obligations, but at the same time have someone like a pleasant neighbor he can ask for help when necessary.

10. Intuitive Logical Introvert (ILI):

The Critic

Foreseeing, having exceptional memory, optimizing, **while** skeptical

General Description

ILI has a good eye for noticing contradictions and omissions in actions and words. She is skeptical about the prospects of hasty initiatives. She can provide a character analysis of someone and predict their main reactions. Patiently she leads a person along towards taking

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necessary steps, preparing him or her in advance for something that she sees is going to happen.

She takes up only those tasks that ensure reliable returns and is thrifty with money. ILI does her job scrupulously, slowly and attentively examining the details. She calculates everything in her mind and tries to control the process. She is able to capitalize on information that she has accumulated.

She is prudent in matters of comfort and health. Reckless methods and unfounded enthusiasm are not acceptable for the ILI. At home, she surrounds herself with familiar items. Often, she is a food gourmand. She observes cleanliness and standards of hygiene.

She likes to discuss and debate on a variety of topics, but growing hot-tempered, she can spoil the mood for herself and others. She doesn't control her emotions well: her states range from melancholic depression to outbreaks of discontentment and frustration. Her problem lies in finding inner balance. She does not like when she is interrupted from a state of tranquility and relaxation.

Appearance

The most characteristic external sign of ILI, by which this sociotype is easily determined, is posture. The representative of this sociotype, as a rule, hunches her head, as if drawn into her shoulders and tilted forward. ILI's eyes are expressive and sad. It is often victimhood (sacrifice) read in them. It is easy to imagine her surrounded by a crowd proclaiming,

“Crucify her!” In her facial expressions, there is wisdom intertwined with good-naturedness in the intuitive version, and dullness with touchiness in the logical. The lips of ILI are poorly outlined and inexpressive. During a conversation, sometimes she exposes the lower lip, and the lower jaw is poorly controlled, sometimes hanging. The clothing and appearance of ILI are very dependent on the subtype. ILI of the logical subtype often looks sloppy and neglected, as if there is no care for this person. The shoes

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are worn or warped. The intuitive subtype, on the other hand, is neat; her clothes are usually well chosen and clean and tidy.

Detailed Description

ILI attentively follows the flow of life. She is keenly perceptive of details and barely discernible tendencies. She explains which causes have led to which consequences in a present situation. Immersed in the past, she studies recurring phenomena. With an associatively-organized memory and a love of learning, she is often erudite. She clearly discerns contradictions and inaccuracies in the positions and opinions of others. Possessing a thoughtful mind can make an impression of that of a clever and insightful woman. She is cautious when making decisions. Her position is that you need to run a little ahead of the game, always choosing the safest course of action.

In her mind, she considers the rationale for actions and calculates the resources and costs incurred, drawing the balance of the useful to the useless. She seeks the shortest and most worthwhile route to the goal. Thrifty with money, she knows how to save for the future. She continually monitors revenues and looks for places and ways to make profitable investments. Before starting on something, she thoroughly thinks through the methodology and examines all the necessary specifications. She directs her efforts toward the creation of sustainable structures and monitors ongoing situations in her field of interest. She is capable of

deriving benefits from information she has accumulated. She easily handles fluctuations in markets of goods and services. She creates catalogs, databases, archives, and collections.

ILI is prudent in matters of comfort and health. When going out or going on a trip, she brings along items that provide a guaranteed minimum level of convenience. She holds herself to certain standards of hygiene and maintains cleanliness. She makes an effort to stay healthy, sometimes resorting to alternative medicine. Often she is a food gourmand and can prepare special dishes that satisfy her tastes.

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She is predisposed to using high-quality, sophisticated products, although during times of shortage, she is able to get by on very simple food. Her external appearance is either unkempt and neglected or, on the contrary, carefully devised in accord with the current norms. This depends on her social circle and the nature of her audience.

She determines how others feel about her based on their displays of emotions. Boisterous and intrusive are emotions she finds irritating; they have a subduing and depressing effect on her. In extreme situations, or when she feels hidden antagonism, she can openly express her annoyance, fly off the handle and make demands in a sharp manner. If she is in a bad mood, she transforms her annoyance into black humor. She can deliver short, acerbic remarks. Her gravitation towards other people is, once again, dependent on her current mood. When in high spirits she can be obsessive and intrusive; in a bad mood she may withdraw and rest in seclusion.

When in good physical shape, she is confident in herself, assertive, and calls for decisive actions; however, they rarely come to implementation. She needs to be prodded from an outside source and requires strong support. An absence of such support leads to demobilization and laziness. Direct aggression is detestable to her; she opposes it in everyway. She

cannot endure drawn-out confrontation; she will simply leave or may even fall ill. For her physical well-being, she engages in athletic types of sports. She tries to build stamina, overcome her natural weaknesses, and toughen herself, but she usually does not have enough willpower to engage in this regularly.

Her emotional state depends on how she is treated by others. She feels depressed if others do not pay attention to her or if nobody responds to her proposals and objections. If she is in a bad mood, do not try to comfort and cheer her, but leave her alone with her thoughts or express indirect sympathy. In dealing with strangers, she can be polite and behave as a well-mannered and intelligent person. She has a diplomatic streak and can work on reconciling the

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interests of all parties. To close interpersonal distance and strike up a friendship, she jokes and behaves in a playful and unrestrained manner; however, if the other party does not respond, she stops her attempts at rapprochement.

ILI resents that knowledge and intellectual skill rarely lead to desired results. She knows a lot, but to come up with something herself is difficult for her. She is skeptical about the prospects of new initiations and adventurous ideas. She envisions and presents things as more complicated than they really are, although she can instill hope into those who have been demoralized. She is also keen to try her hand at different activities in order to gain confidence in her abilities; however, she rarely attains multifaceted development. With pleasure she studies all the novelties and innovations in her spheres of interest. She is able to find uses for things that otherwise seem outdated and worn out.

She does her work in accord with the established methods, slowly and scrupulously going over all of the specifications. ILI can be rigorous with details, and meticulous to the point of pedantry. Professional activity and diligence are characteristic, but only within a formal system where there is structure and regulation. She tries to have a set of necessary tools at her workplace and at home. She doesn't like to borrow anything. In business activity, she is independent, self-sufficient and effective.

Manner of Communication

The two subtypes of ILI are quite different from each other in their manner of communication. The logical subtype of ILI is often active and assertive in dialogue and sometimes can be demonstratively rude and vulgar; however, she cannot keep up this informality for a long time and eventually subsides. The intuitive subtype of ILI speaks softly, unobtrusively, and with a smile. She leaves behind a general impression of an intelligent, educated woman. If it is necessary, she knows how to positively predispose others in conversation and

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politely make requests to which others usually respond. Unhurried, her manner of speech is often languid and stretched out, especially when giving presentations and talks. This speech has a soporific, hypnotic effect. She is good at noticing and drawing attention to inconsistencies and contradictions in theories or someone's views. ILI is able to predict the course of upcoming events in an imaginative, associative form. Modeling the behavior of a person based on her past personal experience with them, the ILI can describe her future actions in great detail, by which she evokes much interest in her listeners. She never shows any kind of turbulent emotion, hustle and bustle, or fuss and hurry; these irritate her and make her feel sleepy and demobilized. She dislikes it very much when she's prodded from a state of calm and relaxation. She communicates with

people at close distances, earning their respect by her wisdom and foresight. She skeptically evaluates any undertakings and activities. She may be characterized by statements such as: “It won’t work,” “Nothing will come of this,” “You’re hustling around for nothing,” “Better save your efforts,” etc.

Features of Behavior

One of the characteristic features of the behavior of ILI which becomes apparent after some time observing her, is a tendency to be involved in business activity of a commercial nature. Under normal conditions, the ILI is quite lazy and relaxed. She will take up only those projects and activities that guarantee large profits. She knows how to sell a product profitably. Moreover, her business activities can involve a rather large area. She is usually distinguished by frugality. She doesn’t like giving gifts or lending money to others; however, she’s quite generous when it comes to herself and is not stingy with personal expenses. When going out or going on a trip, she always carries a standard set of things to ensure a minimum of comfort. She follows rules of hygiene to maintain her health, frequently washing her hands and trying to maintain cleanliness. A clear logical sequence of actions

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is characteristic of ILI, which at times reaches pedantry. She does her work accurately and without hurry and dives into all the details. Scrupulous in home life, she tries to have an appropriate instrument for every task. When leaving the house, she checks appliances, water faucets, and so on.

1. Command Function -T — Temporal Intuition

The Critic is an attentive observer of the course of life. She subtly notes details and barely emerging trends and can explain what causes led to certain consequences. Immersed in the past, she studies repeating phenomena. Thanks to her associatively-organized memory and love of knowledge, she is often an erudite. She easily reveals contradictions and factual errors in positions and opinions. Possessing a philosophical mindset, she can make an impression of a wise and insightful person, yet she is cautious in making decisions. She comes from the position that it is better to be slightly ahead of events, and she always chooses a safe option.

2. Realization Function +L — Structural Logic

Her work is done strictly on technology, slowly and clearly, delving into all the details. The Critic is scrupulous and meticulous to the point of being pedantic. Business activity and diligence are inherent in her only in the system of formal relations when order and executive discipline prevail. She strives to have a set of necessary tools for performing her work, both in everyday life and in business matters. She doesn't like to borrow anything and is independent and self-sufficient. Law-abiding and responsible, she does not have dodgy or criminal inclinations. In business, she is reliable and leads an honest game.

3. Role Function -S — Comfort Sensation

This type is prudent in matters of comfort and health. When going out or going on a trip, she has a set of items that provide a guaranteed minimum level of comfort. Forcing herself to comply with hygiene standards, she tries to stay clean, often washing her hands. Much effort is given to the prevention of disease, including folk methods.

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She is often a gourmet and can prepare elaborate dishes appropriate to her taste. She tends to use quality products, although, if necessary, she is

able to manage with very simple food. Her appearance is either untidy and neglected, or, conversely, carefully thought out, corresponding to the latest fashion. It depends on what kind of audience ILI communicates with.

4. Triggering Function +R — Relations Ethics

Her emotional state depends on how she is treated by others. ILI feels depressed if people do not pay attention to her or do not react favorably to her proposals. In a bad mood, she does not need to be comforted or amused: it is better to leave her alone with her thoughts and show indirect sympathy. In dealing with strangers, she knows how to be polite and to behave in an educated and intelligent manner. She possesses diplomatic features and strives to harmonize the interests of all parties. To foster a closer relationship, she may be playful and behave in a quite uninhibited manner; however, if the partner does not respond, she pulls back and stops trying.

5. Demonstrative Function —P — Business Logic

ILI calculates the logic of actions and the costs of resources as if reducing the balance of useful and useless. She strives to find the shortest and most profitable path to a goal. She is thrifty in handling money and is able to save. She constantly monitors revenues and looks for ways to make profitable financial investments. Before starting work, she thoroughly thinks through its technology and also collects all the information involved in the matter at hand. Her business efforts are aimed at creating sustainable structures. She keeps track of the state of affairs in the area of interest and knows how to use the accumulated information to profit. She is well-oriented when facing changes in the market, and manages card files, databases, archives, and collections with ease.

6. Dual Function +F — Force Sensation

In good physical shape, she is confident in herself. When energetic, she calls for decisive action, although it rarely comes to realization.

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ILI needs to be pushed from outside to accomplish her goals. She needs powerful support. The absence of power leads to relaxation and laziness for her. She cannot stand direct aggression and opposes it with all her might. She also cannot stand lengthy confrontation and will remove herself from it or simply fall ill. In order to maintain physical well-being, she engages in powersports where she hardens herself and tries to overcome her natural weaknesses; however, she lacks the willpower to do this regularly.

7. Braking Function -E — Emotional Ethics

ILI assesses others' attitudes towards herself from the manifestations of their emotions. Stormy, intrusive emotions irritate her and cause depression. In an extreme situation or when she feels concealed ill will, she is able to openly show her irritation with flare-ups and sharp demands. She is ironic and can flash with a sharp and witty remark. If she feels bad, she will respond with black humor. Her craving for people depends on the current mood. In high spirits, she can even be intrusive; in a bad mood, she distances herself and lies in solitude.

8. Controlling Function +1 — Opportunity Intuition She worries that her awareness and intellectual abilities rarely lead to the expected result. She knows a lot, but it's difficult for ILI to think up something new for herself. She is skeptical about the prospects of new initiatives and bold ideas, and typically presents things as more complicated than they really are, though she can inspire hope in the desperate and disappointed. She strives to try herself in various activities to prove her abilities; however, it is rare for her to become a comprehensively-developed personality. She studies all the novelties in her particular field of interest. She knows how to find a new application for old things.

Recommendations for Self-Improvement

Your forte is the ability to foresee and anticipate the future course of events — you can predict the evolution of a situation over the course

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of time and give timely advice to warn others of impending dangers and difficulties.

You have a well-developed aptitude for mental representation and can envision and present what you have seen or read in great detail. You are inquisitive and able to retain and store information on questions and topics that are of interest to you, thus distinguishing yourself with enviable erudition. You are cautious and prudent in making important decisions, which makes others think of you as a clever person with foresight.

You have the ability to create for yourself an environment in which there is everything necessary for the rational organization of work and rest. You value convenience. You know how to motivate others and orient them towards beneficial activities and enterprise in order to achieve higher levels. Good tactical sense allows you to discover many methods of achieving your goals.

Your main problem is an excessive skepticism of new ideas and initiatives and the lack of energy and enthusiasm for their realization. This leads to conservatism and passivity in your life.

You are predisposed to a pessimistic perception of life. You often reject radical solutions to current problems and optimistic prognoses. You value stability and peace of mind, which in itself is valuable to you, but times of crisis call for more activity, greater energy, and hope. Try to overcome apathy and a tendency toward inactive contemplation. If you bury your head in the sand like an ostrich, you may lose interest in life and find your professional activities impacted negatively.

Excessive grouchiness leads to others resenting you and avoiding your company. Cultivate a sense of tact: try to refrain from making inappropriate comments. Try to discern the virtues of people, celebrate

their dignity, and give more compliments for their good qualities and deeds. You shy away from scandals, yet give free rein to your negative emotions. Sudden and excessive expression of your negative emotion can shock other people and place you in a ridiculous position.

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Another problem in your life is excessive fastidiousness and pedantry. You delve into every detail and exercise too much scrupulousness in performing tasks. These wasteful expenditures of time and energy can lead to general fatigue and even loss of interest in work. This will lead to you quitting a job prematurely due to loss of interest and desire. In that case, remember the reasons that led to this unwanted situation.

You can make excessive demands on the quality and freshness of food. It is characteristic for you to have ingrained, well-established tastes and habits in your daily life. Pay more attention to advice that would broaden your scope of tastes, habits, and views. Avoid following fixed stereotypes.

Because of excessive suspicion during times of illness, you can abuse drugs and may refuse to visit doctors or listen to their advice. You can underestimate the importance of an active lifestyle and engaging in sport, especially the outdoor variety. Aim for a healthy life and maintain a balance between enjoyable physical and mental activities.

Dominant Subtype

Critic — Optimizer

Prototype: A banker, a financier inventing complex business schemes

In the activity he is engaged in, he is quite energetic, although he becomes very tired of large doses of communication. He has high organizational abilities, often with an authoritarian inclination. He encourages people to be active, but warns against useless, from his point

of view, decisions. A supporter of decisive action during the transformation.

He is demanding in spheres which he considers strategically important. Able to force himself to do unpleasant and uninteresting,

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but necessary work for some time. Afraid of becoming dependent on someone due to his democratic nature, so tries to keep the role of a self-sufficient person.

He can be very stubborn and quick-tempered if sees that his advise not taken into account his interests are infringed. His sudden rebuff has a sobering effect on the offender.

Such ILI is not afraid of conflicts, boldly goes to aggravation. A violent force clash whips up his thought, allows him to see the situation more clearly and to get rid of unnecessary details. Although such situations exhaust him, at the same time they allow him to dump the load of accumulated problems in one fell swoop.

Strives for useful, rational actions. He sets realistic goals, knows how to calculate the best ways to achieve them, taking into account all the details of the case.

Economical, ergonomic and practical. Finds a way to organize the process with minimal cost. Gathers expert advice before making a lasting decision. It is difficult to convince him in a dispute since he proves his rightness by facts and similar cases that occurred in such situations.

He uses everything that is available on his territory. Expresses the abilities of the utilizer and the processor. He is drawn to the variety of experiences that he finds in various fields of activity and fields of knowledge. He despises amateurism but carefully listen to the opinion of

competent people. With latter type of people seeks to maintain friendly relations.

He does not like extremes, therefore, with his irony, he tries to cool the excessive ardor of enthusiasts. Because of the negativism and cynicism that accumulate in him as a result of individual experience and disappointment in people, he is inclined to dramatize his experiences.

The inner balance is hard to obtain for this ILI. His mood is contrasting: he can be sometimes too picky and grouchy in work, then kind and compliant in a friendly conversation.

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Creative Subtype

Critic — Ironic

Prototypes: TV show and entertainment program presenters or producers; satirists

The creative subtype is quite sociable and won't refuse to have fun in good company. She feels insecure if her appearance or manner does not match the tastes of the society she is part of. ILI looks for intellectual novelties and is proud of her acquaintance with famous people. She loves to share her knowledge and to assess the prospects of development in new areas of knowledge.

Independent and obstinate, she resists volitional force. She seeks support and approval of her ideas and initiatives. Suitable partners are only those who see her inherent cynicism and share in her assessments of people or projects. She cannot resist making offensive comments, so it is difficult to have smooth relationships not only with foes, but with close friends, too. At the same time, she shows generosity, assisting people close to her in difficult situations.

When in a good mood, she is a clever companion. Attentive and democratic, she is inclined to trust people and is willing to give advice or recommendations if asked to do so. She appreciates talent and respects people who have intellectual achievements in her field of work instead of people who easily rose to fame or borrowed ideas. When in a bad mood, it's best not to disturb her, as she is very irritable and volatile.

In the interest of her affairs, she won't spare anyone's feelings. She is skilled with irony and cynical humor. She is usually loyal and tolerant, forgiving of weaknesses and passions. She respects authorities and values the past, without which, in her opinion, the future cannot be understood. She loves to emphasize her dissenting opinion on resonant issues.

Creative ILI lends her skills and expertise to creative fields. She possesses a special sensitivity for music and happens to be endowed

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in the humanitarian sphere; for example, in languages, journalism, film (sound engineering, in particular), etc. She knows how to find a niche in the creative intelligentsia. She often has clear political or ideological positions.

Normalizing Subtype

Critic — Aggregator

Prototype: Quiet person, inclined to thoroughly assess information

The normalizing subtype is diligent and executive. She is very slow, but pedantic in her work. She dislikes surprises and impatient people who rush ahead; she never hurries developments herself. She loves old, reliable, and familiar things that are proven to be time-tested and true. This ILI strives to be competent in affairs and knowledgeable in all aspects. She is interested in laws and regulations and accumulates necessary and

interesting information. She is good at maintaining documentation and records. Appreciating high-quality work and qualifications, she respects authorities in her field. She is inclined to intellectually assimilate information.

She notices all the contradictions and imperfections in the world around and often advises others to exercise caution and restraint in order to avoid surprises and troubles. Despite her observation and insight, owing to scepticism, it is difficult for her to assess the possibility of new beginnings and people's abilities. Her speech can be monotonous, slow, and soporific, and she feels awkward in public.

ILI takes everything into account in advance, disliking impromptu actions and unforeseen risk. She is cautious and indecisive in new endeavors. Subject to doubts and fluctuations in her decision-making, she won't promise anything unless she is completely sure that she will be able to deliver. A creature of habit, she likes stability above all.

The normalizing ILI finds it difficult to be pressured or persuaded by someone with a strong will. She prefers to make agreements on

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mutually beneficial terms, wanting others to comply with her demands. She carefully studies contracts and agreements. Conservative in her habits, she is an opponent of radical actions and harsh statements.

Polite in communication, she dislikes familiarity, vulgar displays of emotion, and heated arguments full of shouting. She is amicable by nature and expects people around her to be calm and prudent. She isolates herself when in a bad mood so as not to do or say anything she might regret later.

Due to her relatively inert nature, she may underestimate the role of a healthy lifestyle. This may lead to poor health and stress. Some, on the

other hand, may attach great importance to the prevention of disease and hygiene.

Harmonizing Subtype

Critic — Prescient

Prototypes: Scholars, participants in intellectual games, scientists with encyclopedic knowledge, programmers and consultants

The harmonizing subtype is gifted with a good memory and thorough imagination. She perceives the world philosophically and reads a lot and thinks. To address problems, she collects all the available information. The process and method of her thinking interests her more than the product of thought. An excellent, although slow narrator, she can recall material in detail and vividly recount the ambient. Having strong visual intuition, she is capable of foreseeing the outcome of affairs or an individual's behavior in the future by extrapolating the behavioral patterns from the past. She is configured to the knowledge of the objective world and the study of its underlying causes.

Her feelings are restrained in their manifestation. She doesn't like to give compliments, believing it's much fairer to start with disadvantages. Strong emotions drain her nervous system, and she is deprived of romantic illusions. She greatly understands the opposite

11 logical intuitive extrovert lie

The Entrepreneur

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sides that contribute to a relationship's development. Passive in personal relationships, she is outwardly relaxed, but internally focused. When asked, she offers advice on what must be done to achieve ambitious goals.

She gravitates towards a persistently smooth, contemplative life. A fatalist at heart, she feels vulnerable to the winds of fate. She doesn't handle discomfort well, whether external or internal. On a journey, every little detail comes to mind and she takes everything necessary with her, from electronic devices to soft slippers.

At home, her clothing is usually modest, yet comfortable and cozy. Quite compact, she strives to dress neatly and conveniently but avoids bright colors and accessories. She is punctual, and therefore doesn't need to watch the clock.

She tries to look after her health, but is unlikely to systematically train to maintain physical fitness, as she is quite doubtful on these issues. She prefers to devote a lot of attention to prevention of health issues, rather than to dealing with the consequences of bad choices.

11. Logical Intuitive Extravert (LIE):

The Entrepreneur

Agile, risky, successful, **while** turbulent

General Description

LIE is an enterprising person who can literally "light up" with what he's doing. He is given to innovation, taking notice of new ideas and theories and aiming to find a practical application for them. Active and restless, he is often interested in travel and active types of sport: hiking, climbing, running, etc. He loves nature and endows it with a special meaning. He

always knows what he is aiming for and explains this goal to those around him.

He boldly experiments and disproves ordinary notions; he is not afraid to take risks, relying on his intuitive foresight to orient himself

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in various situations. He is often endowed with a rich imagination and is able to come up with the most unusual ideas. Distinguished by having intellectual interests in various fields, he is a good inventor, experimenter, and technician. He seeks to act in advance because he knows that tomorrow will be too late.

Optimistic, LIE possesses a good sense of humor. His jokes, however, are not always appropriate. He experiences problems with reliable relationships. Because of his lack of discernment in making contacts, he can be pulled into questionable ventures. Restless, he talks a lot without paying attention to lack of time.

He does not assign much importance to the order and comfort around him. Nature usually endows him with health and stamina, which he is committed to supporting by employing various methods. He does not tolerate idle pastime, which means he cannot relax even during vacations. He is not really worried about the outer appearance as long as his plans and goals do not suffer.

Appearance

To determine if a person belongs to this sociotype, you first need to look at his gait. While walking LIE slightly jumps or rolls from the heel to the toe so that the foot of the retracted leg occupies a position at a large angle to the ground. However, this feature does not affect all representatives of this type, but only those who have a strengthened logical component. In the intuitive version of the LIE, this feature is absent. The intuitive

subtype can also be distinguished by a fat, full figure in contrast to the logical version of the LIE, in which the figure is rectangular, or “logical.”

The glance of LIE is bright and moving. The eyes rotate back and forth with little tendency to linger. He does not like to look into the eyes of another person, and he periodically manifests an intuitive detachment: from time to time, LIE looks to the side or to the ceiling, completely disconnected at this moment from the situation. LIE’s lips are large and prominent, especially in the intuitive version.

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Always ready with a smile, the open unbuttoned grin of this sociable fellow reminds one of the French actor Jean-Paul Belmondo. The appearance of the LIE is often disharmonious and disheveled, and in men, even directly untidy. It may seem that the person has just returned from hiking. In a logical variant, this is much more apparent. In his clothes, especially if it’s a man, sometimes there are combinations of items that are not compatible with conventional attire, for example, training pants and a suit jacket. There is also a tendency to wear the same items over and over.

Detailed Description

LIE is very perceptive of positive possibilities of new projects and undertakings. He knows how to turn things around so that they bring him tangible benefits. He criticizes those who, from his point of view, are engaged in useless theories. Adventurous, he easily takes off at any moment and often takes up dynamic types of sports such as running, hiking, climbing, etc. He is not afraid to travel and to change his place of residence. He pushes objective proposals and presses for their implementation. If the possibilities of the project have been exhausted, he quickly changes direction and switches to something new. LIE takes care of his finances, and if he has a sum of money, he tries to keep turning it

over, playing on price differences. He tries to concentrate the managing levers of material interest in his hands.

LIE intuitively captures the main trends that develop over time. He is not afraid to take risks, relying on his intuition. He is proactive and tries to act in advance because he knows that tomorrow it will be too late. LIE is usually one of the first people to take advantage of new technologies and methods of organization. In his thoughts, he is constantly referencing the past, analyzing events and drawing lessons from them for the future. LIE attempts to find the basic laws of life and fate by analyzing what has occurred over time. He is interested in unusual and mysterious phenomena. He tries to test them, to find their rational basis.

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As an optimist, he does not get discouraged under any circumstances. Life upheavals and stressful events only toughen him and make him more confident. He likes to laugh and entertain people. He connects with a new acquaintance by including him in a humorous remark. His humor is often sly and contains hints and double meanings. He enters into arguments and bets easily, especially if he is challenged. When arguing, his points are often ironic, and he ridicules the views of his opponent. His irritability and hot temper may be unpleasant to others; however, he himself is not perceptive of this and believes that he is simply exchanging opinions.

LIE can live and work in conditions of discomfort and a lack of amenities. Nature usually endows him with stamina and good health. He is not picky about food or the design of his living space. Not concerned about his appearance, he has a tendency to wear the same clothing once he has gotten used to it. He dresses up only when it's likely to have an impact on his personal or professional relationships. He positively relates to those who relieve him from having to take care of day-to-day matters and routine chores. He dislikes those who hide behind their weakness and poor

health. Behaving carelessly, he may be frivolous by nature. He tends to be extreme in relation to bad habits: either he openly engages and flaunts them, or he actively counters and fights against them. These extremes apply to his sexual life as well.

LIE interacts with other people at close psychological distances. Democratic, he is predisposed towards positive attitudes and friendliness in his territory. He feels relaxed in an atmosphere of warm, sincere, and soulful communication. One should settle disagreements with him in an informal atmosphere, first persuading him of good intentions. He is very much in need of reliable, stable relationships. Due to his inability to immediately recognize falsity, he can allow himself to be drawn into poor company and questionable enterprises. He appreciates reliable, time-tested friends. He is usually aware that he can be too insensitive and inattentive in relation to others and is wary of this trait in himself. If he ruins his relationship

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with someone, he searches for methods to make amends. To this end, he gives gifts or shows a particular concern for his partner.

LIE becomes active in extreme situations. He is able to stand up for himself and rejects emotional pressure. He is directed by the desire to direct, lead, and achieve his goals, using other people for this purpose; however, he is adept at directing only those who are of the same mind as him. In moments of emotional highs, he feels strong and capable of resolving any problem. If he doesn't find emotional support, his fighting spirit quickly dwindles. He is bold in romantic matters and enjoys some measure of competition. He can be venturesome and persistent if he is being turned down or resisted. He likes to throw a challenge. A life that is calm, even, and unemotional makes him soft, clumsy, and ridiculous.

He does not attach much importance to things being orderly around him. Among his scattered things, he will always find what he needs. He monitors operative discipline and compliance with his projected plans, yet he is ineffective in regulating and controlling processes. He is obstinate in his understanding of a situation or problem. He predicts future development of events too mechanically, which causes his optimistic plans to fail often. He is usually either a supporter of one strict system, deriving all the possible consequences from this same system, or, conversely, does not structure information at all, giving in to an arbitrary, random sequence.

It is difficult for him to tolerate situations of hopelessness and futility where there are no solutions. He takes up any activity with enjoyment only when he is confident of its success. He likes to test himself at various activities, thus he often changes hobbies, profession, place of work, etc., until he finds what he is looking for. He is curious and often acts contrary to what is expected of him. He likes to experiment, to follow the unbeaten path, to fill the role of an inventor or explorer. He gives himself wholly to his favorite occupation. LIE is vain. If his abilities are not appreciated, he is inclined to put himself in opposition and contrast with others.

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Manner of Communication

The surest sign of LIE's manner of communication which makes it easy to identify this sociotype is the manifestation of sly humor and the love of making jokes, often with sexual undertones (usually for LIE males). The slyness of LIE's jokes is due to the fact that he has a certain ambiguity or double entendre nature to him that can be interpreted in various ways. Another side of LIE's humor is irony. He has a tendency to ridicule and mock the opinions of his opponent, sometimes even making fun of or mocking the person rather than his views. He may insert impersonations and unexpected comments that make other people laugh. He easily

connects with people who are of interest to him. When communicating, he always maintains a close proximity. LIE considers any ideas or proposals from the point of view of their usefulness and application. He seeks to obtain actual returns and strives for pragmatism. He likes to discern, figure out, and check everything for himself. He is very distrustful of any kind of mysticism or irrational phenomena such as biofields, karma, telepathy, UFOs, etc. He likes to direct and manage, giving directives and guiding statements indicating what should be done and when. He calls and appeals to use everything that is the most cutting edge in the given field. He can be compared to a stereotypical American businessman.

Features of Behavior

Among the peculiarities of LIE's behavior, the most notable is his ability to light up when involved in a project or undertaking he is interested in. When LIE is engaged by something, he forgets about everything else. Starting with small things and switching to something larger, his circle of interests is constantly expanding. Due to his restlessness and curiosity, he often experiments and gets involved in issues that were taken up by others but were not resolved. His logic works well when he is in the process of searching. His behavior may exert pressure on other people; he may be obtrusive and demand

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things from them. At times, he is quarrelsome, demonstrating a willingness to fight when words are not enough for him to prove his correctness. He is distinguished by "cowboy" methods. His actions run ahead of his analysis of the situation at times (especially true of the logical subtype of LIE). In a life-threatening situation, he mobilizes all the

forces of his body. LIE loves life and has great endurance. Men of this type are often interested in trekking, hiking, climbing, and running long distances. He is inclined to have some fun and get involved in various adventures. He is a carefree and careless person and often doesn't think about the long-term consequences of his actions. In such moments, he doesn't bother with observing moral and ethical norms.

1. Command Function +P — Business Logic

He easily sees the opportunities for new business affairs. He knows how to turn things around so that they bring tangible benefits. He criticizes those who, from his point of view, are engaged in useless theories. Enterprising and mobile, he is eager to explore challenges. He often enjoys dynamic sports such as hiking, bouldering, alpinism, rafting, snowboarding, running, etc. He is not afraid of business trips and relocations to new places. He boldly puts forward business initiatives and persistently pursues their implementation. If the project's capacities are depleted, he quickly switches to a new direction. He knows how to handle finances and wants to keep his money in circulation, playing on the market or through investments. He concentrates in his own hands the main levers of material interest.

2. Realization Function -I — Opportunity Intuition

It is hard for him to endure despair and hopelessness. He will happily engage in any activity as long as he's confident in its success. He likes to test himself in various activities, and therefore often changes hobbies, professions, places of work, etc., until he finds what he needs. He is curious and often goes against the norm of expectations.

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He likes to experiment, go unchecked, and act as an inventor. LIE totally dedicates himself to a favorite business. He is vain. If his abilities are not appreciated, he is inclined to oppose others.

3. Role Function +E — Emotional Ethics

As an optimist, he does not lose heart under any circumstances. Life's shocks only harden him and make him more self-confident. He likes to laugh and amuse people. He likes to make physical contact, touching his acquaintance with a playful nudge, etc. His humor is often deceitful, containing hints and ambiguity. He easily argues, especially when challenged. In a dispute, he is often ironic and ridicules the views of the opponent. His irritability and quick temper are often unpleasant to others; however, he does not sense this and believes that he is simply exchanging opinions.

4. Triggering Function -F — Force Sensation

LIE retaliates or responds in extreme situations and is able to stand up for himself. He rejects emotional pressure and has the desire to lead, to achieve the goals set, and even using other people to do so. However, he is only good at managing those who are like-minded. In moments of emotional highs, he feels strong and confident and like he can accomplish any task. But when he doesn't find emotional support, his morale goes away quickly. He is a brave romantic and likes the joy of competition. He becomes excited and persistent when faced with resistance. He likes a challenge. Calm, steadfast emotions soften him and make him clumsy and funny.

5. Demonstrative Function +T — Temporal Intuition He captures mainstream trends instinctively and is not afraid to take risks, relying on his intuition. He always works ahead of time because he knows that tomorrow may be too late. He is usually one of the first to adopt new technologies and organizational forms. In his thoughts, he constantly turns to the past, analyzing past events and drawing lessons from them for the future. Analyzing time, he tries to find the basic laws of fate. He is interested in unusual, mysterious phenomena and tries to check them to find a rationale in them.

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6. Dual Function -R — Relations Ethics

LIE communicates with people democratically, at a close psychological distance. He is set on demonstrating a positive attitude and friendliness in his territory. He is relaxed by an atmosphere of warm, soulful communication, and disagreements with him must be settled in an informal environment, assuring him of good will. LIE needs reliable, stable human relationships. Because of his inability to recognize insincerity right away, he allows himself to be dragged into adventures. He appreciates reliable, time-tested friends. He is afraid of his inattention to others; having spoiled a relationship with someone, he seeks to make amends by giving gifts or taking better care of his partner.

7. Braking Function +S — Comfort Sensation

LIE can live and work in conditions of discomfort with a lack of amenities. His nature usually endows him with endurance and health. He's not particular about food and housing. He doesn't care about his appearance, and has a tendency to wear the same clothes again and again, getting used to it. He dresses up only when his relationships with others depend on it. He appreciates those who relieve him of the need to take care of everyday life and trivialities. He does not like people who hide behind their weakness and disease. He behaves carelessly and sometimes frivolously when outdoors. He leans towards extremes in relation to bad habits: either he flaunts them, or he actively fights against them. The same extremes are found in his sexual life.

8. Controlling Function -L — Structural Logic

He does not pay much attention to having order around him. Among his scattered things, he will always find what he needs. LIE strives to follow a discipline and comply with any plans drawn up; however, his regulation and monitoring of the processes are ineffective. He is stubborn in his understanding of the situation or problem. Forecasting the development too mechanically, his shiny plans often fail. He is either a supporter of a strict systemic nature, deducing

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all consequences from the same scheme, or, conversely, does not structure information at all, submitting it in an inconsistent, random sequence.

Recommendations for Self-Improvement

Your forte is active entrepreneurship. You start on a new venture or project with much enthusiasm, not sparing your efforts in achieving results. You are a person of a practical and pragmatic bent who knows how to direct and orient any theory or idea to practical use. You take an active part in the implementation of new technologies. You do not waste your time on minor things; you are particularly attracted to large scale goals and projects.

You can be called a person of action, since you do not put off the implementation of your decisions for too long. You assimilate into a new job or project and try to bring it to fruition quickly and without delays. You are an optimist who believes in the success of any venture that you have started. You willingly share your plans with others, and enjoy trying out various spheres of activity. You take risks freely and readily overcome any difficulties.

You are often faced with problems in the organization of your everyday life. You don't often have enough time for vacations or leisure time. Despite your commitment to a healthy lifestyle, you do not take care of your health in a regular manner. Try to combine business with pleasure and don't concentrate excessively on a single task.

Observe a rational rhythm of life, combining business with pleasure. Engage in running or other active types of sport. Be more attentive to your appearance. Do not ignore opinions that others voice about you. Pay more attention to your domestic affairs. Show care for your family more often

and devote more of your personal time to them. Make pleasant surprises for them and try to delve into their problems.

Try to cultivate an aesthetic taste in yourself. Do not sacrifice your appearance, even in the name of your projects and goals, which to you

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seem more important. Do not engage in extravagant antics. Try to be more sensitive when it comes to intimate topics — don't try to draw attention to yourself in this manner: others can misunderstand you. You can unwittingly break the relaxed atmosphere of communication, placing yourself and your friends in an awkward position.

Your other problem lies in ambiguous humor and jokes that cannot always be correctly interpreted or understood. Be tactful and modest in your statements. Do not seek to lift the mood of those around you at any cost. Remember that not everyone likes a joking tone — and more so, irony and ridicule. Avoid excessive emotional familiarity in communication. Develop politeness and good manners. This will boost your self-esteem and instill a greater level of respect from others.

Don't seek confrontation over issues that are nonexistent, unneeded or irrelevant. Through this you can lose the respect of many people. Don't show your emotions too quickly, and don't let your actions run ahead of your thoughts. It is better to move away from the object of your irritation, and express your decisions and opinions at a later time once you have calmed down and thought things through.

Dominant Subtype

Entrepreneur — Advancer

Prototypes: Pioneers, modern western businessmen not reliant on controlled or subjugated-markets, robber-baron capitalists who introduce

advanced technologies

This subtype is very adventurous and active in his sphere, although he only seriously engages in activities which bring him real benefits. Pragmatic and calculative, he has little interest in fantasy and concepts if there is no demand. He makes decisions quickly and immediately proceeds to implementation. He takes on difficult and risky affairs without expecting an immediate return. LIE assigns tasks, dividing them into stages to achieve at least some results on each of them.

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LIE constantly expands the circle of his business interests. Having mastered one niche, he immediately moves on to the next. He never sits idly by, and he successfully competes with others. In addition to his energetic nature, he also possesses a strong internal motivation, believing in himself and the success of his goals. He always finds ways to make breakthroughs and overtake rivals. His resources are never depleted, as he has no propensity to consume luxurious or status-driven items.

He does not like long explanations and prefers to pick up new information on the fly. He clearly sees the path between the ultimate goal and present situation and is able to calculate how much and what kind of resources are needed for each intermediate stage. At every step in the process, LIE prefers not to be interfered with, but demands planning, diligence and verification of intermediate results. He hates distractions during his affairs; this hinders his focus which is not easily achieved.

Possessing leadership qualities, he encourages others to work by using himself as an example while making agreements on mutually beneficial terms. He negotiates contracts seriously and hates tricks and gimmicks. He only respects those who follow their words with deeds. He has a simple composure, but without familiarity. He will cut off relations with idlers and malingerers remorselessly. Although he encourages competition, it often spoils his relationships with people.

LIE is poorly versed in understanding the feelings of his partner. Due to this, he is mistrustful and fearful of making mistakes that put him in an awkward position. Awkward in confessions, he tries to deliver them in a humorous manner. He prefers to prove his feelings not by words, but with deeds. He is committed to strong, stable relationships. More than other types, he needs a solid backing: a strong family support, as well as a home for them where he can replenish his strength from stressful work and competition outside the home. He is attracted to relationships with serious, reserved, and dedicated people that can offer reliable support through life's troubles.

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LIE is not afraid of difficulties. He finds it interesting to test himself in extreme conditions, overcoming all obstacles to come out of the struggle victorious. He goes through numerous kinds of activities and professions. He demonstrates endurance, perseverance, and, at the same time, optimism. For him, it's better to take the challenge and lose than to sit around doing nothing.

He boldly defends his views in a dispute, although he does not like to disclose his plans ahead of time. In fundamental issues, he exhibits a toughness and intransigence; in this, he behaves impatiently and harshly. Unafraid of going back and doing everything differently, he tries to approach matters from a different angle or with higher quality.

Creative Subtype

Entrepreneur — Renewer

Prototype: Experimenter in science and in life; active, peppy, and restless

This is a subtype that chooses alternative activities with positive thinking, developing creative initiatives. He introduces new ideas into practice and grabs immediate opportunities, often taking far-reaching (though not always well-laid out) plans. Having a lively and flexible mind, he is very inquisitive and boldly experiments.

Creative LIE quickly gets involved with work, igniting energy and optimism in others. Always excited about some activity, he never becomes bored or pauses to reflect. He is able to quickly find applications for his abilities in all sorts of activities, bringing real ingenuity and breaking norms. He is quite productive in writing. His work is inclined to be constantly updated and improved in various new ways.

It can be difficult for him to coherently and convincingly present his main thoughts. His thinking is quite chaotic; nevertheless,

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he can sift through options and find the right decision. He starts a conversation with a serious look, and then ends it with laughter. Sometimes he behaves like a child. From the outside, it may seem as though he goes through life without much difficulty.

A romantic at heart, he loves to travel and go on adventures, but not aimlessly; rather, he prefers to have a useful purpose. He is bold and confident and not afraid to take risks, taking control of his own destiny, therefore his personal life is diverse and changeable. His antics should be treated patiently and graciously.

Creative LIE is not fussy in everyday life. He doesn't seek strict order and pays little attention to his appearance. Although grateful for care and concern, he wants to be loved for his inner qualities, not his looks. Always complex, he needs a reliable partner who is sure of his feelings and who has a good sense of humor.

He is naturally endowed with strong health. He arrives on time everywhere he goes. He loves life in all its manifestations and is an optimist who sincerely believes in luck. His great love for life aids his amazing good luck, also prolonging his life.

Normalizing Subtype

Entrepreneur — Designer

Prototypes: Researcher enthusiastically working on technical projects implementing new schemes, specialist in project-based learning

The normalizing LIE comprehensively studies new systems, trying to find the main principles and their method of implementation. He prefers to test ideas in practice and have certainty that there is no mistake in the decisions. Convinced of the idea's prospects, he moves to implement it with consistency and persistence. For all questions he has his own dissenting opinion, demonstrating competence in knowledge of laws and regulations.

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He keeps track of the state of affairs in his fields of interest and willingly shares his impressions of the information obtained with others. Although orientated towards being serious, normalizing LIE tries to create a relaxed atmosphere in a conversation by being democratic in character and humor. A good teacher, he presents material vividly with practical examples.

He loves to explain his rather complicated systems and tries to circulate them as models for a wide range of phenomena; although he tends to oversimplify developments, losing sight of important details that his flat models negate. Nevertheless, this does not bother him, and he will follow such a system for a long time.

Normalizing LIE will not believe assumptions that are not backed by thorough evidence. He strives for precision and clarity in matters of principle and gathers necessary information in advance. He possesses a technical mind that looks at everything as a mechanism to control, and builds a model system.

Preferring to plan his activities in advance, he strives for order, logic, and common sense in everything. He is compliant in everyday life and does not possess any romantic idealization in relationships. He is a proponent of functional separation of responsibilities between spouses. He regularly devotes time to work, although family is no less valuable. In conversations, he always talks about his experiences or current projects. Static in his personal preferences, he finds a common language with children and teenagers and can engage with children in useful activities. Concerning issues in the psychology of relationships, he tries to understand others based on their personal experiences, as well as by factoring things read in literature on the topic. He works well with rigid and principled people, directly discussing all pressing issues and grievances.

Normalizing LIE pays a lot of attention to health matters. He often finds himself engaged in a variety of healthy activities, as well as dynamic sports such as running, biking, skiing, etc. Besides exercise, the philosophical side of health is also very important for him.

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He appreciates aesthetic taste in others; he is confident in his physical form and tries to look neat and aesthetically pleasing. He is practical and economic, but may not devote a lot of time to everyday chores around the house. For him, the first priority is his business affairs or profession.

Harmonizing Subtype

Entrepreneur — Adventurer

Prototype: Lone traveler, journeying vast distances

Harmonizing LIE is restless and fickle, but at the same time kind by nature. He is fond of children and animals. He has an appeasable and evasive character; it's hard to quarrel with him. He willingly connects with people, offering his services, though his credulity is sometimes abused. If he has to nudge or persuade people, he will look for the most inoffensive approach.

Internally, he is a sensitive person. Behind his mask of joy or sadness lurks recklessness. Somewhat scattered, he is inclined to be distracted by minor things, and so may postpone most of his work until later; after a while, in a different mood, he will return to what he was doing. He is impatient by nature and wants to see results quickly; therefore, he neglects the little things. Though he fluctuates when choosing a solution, it is very difficult to dissuade him from his plans. For this reason, his behavior is difficult to predict. To others, he may seem a bit eccentric.

Harmonizing LIE is restless. Often in a hurry, he urges others to hurry, too. He possesses adventurous inclinations and is able to quickly pack up and go on trips. He is willing to travel over long distances, relying on little along the way. He copes well with difficult environmental conditions, adapting to any climate. He talks about his experiences with interest, sharing what he has seen on his adventures, which surprises even incredulous listeners. He deplores inert people

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living without imagination and the flight of the soul for the sake of comfort and pleasure.

In conversation, he seems cheerful and ingenious. Offering his trust, he willingly gives advice and expresses his opinion. He is a type of narrator who tells stories with a serious air, even when the stories are fictional. He has his own philosophy and worldview: central to it is the harmonious unity between man and nature. For him, it is sometimes indulgent.

He seeks new experiences and variety and changes hobbies often, though over time he may turn back to one of them again. He tries to encourage people by raising their spirits with jokes to distract them from worrying. As a fighter for ecology and human life, he has a negative attitude toward violence and cruelty. When his hopes fail, he is crushed, but with his characteristic optimism, he is never averse to starting all over again without looking back.

He is interested in unexplored and unsolved phenomena. Relying on a well-developed imagination, he tries to grasp the essence of various things. For everything, there is a simple explanation. He always tries to verify his findings by practice, sometimes exposing himself and others to unnecessary risk.

Harmonizing LIE finds it difficult to work on a static team, but can adapt even to a conservative system if he is not constrained and also given the opportunity to travel on business trips. He needs a loved one who can stop him from simplified judgments and reckless action.

12. Ethical Sensory Introvert (ESI):

The Guardian

Condemning of evil, arranging, economic, **while** tense

General Description

ESI is principled and self-sustained. Externally, she tends to look balanced and unemotional. She provides moral evaluations of the actions of a person, but usually voices them only within a familiar

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circle. She has a good sense for potential foes and ill-wishers, sharply dividing people into “mine” and “others.” ESI does not recognize friendship and love if they are unrequited and the feelings aren’t mutual.

She proactively and directly defends against attacks on herself and on those who are close to her. If she has decided to take revenge, she can find — and deal a blow to — the weakest spot of her opponent. She does not allow herself to be caught unaware. ESI reacts sensitively to being accused of unfairness and a lack of objectivity. She regularly needs to have some space and dislikes spending a lot of time in close physical proximity to others because of this. Strangers and unfamiliar people in her house worry and irritate her.

When making a decision, ESI internally weighs its seriousness and possible negative implications. Practical in her everyday life, she can put anything that she finds around her to use. She keeps order and tidiness in her space and doesn’t change her habits easily.

She dislikes being in situations of uncertainty when she cannot definitively say yes or no. She will not wait if promises are not backed up by concrete actions. The closer an expected event draws, the more agitated and mobilized ESI becomes. She lives by her present day problems, rarely

thinking too far ahead. She feels unsure when she takes on unfamiliar assignments.

Appearance

ESI is recognized by a characteristic piercing gaze and a facial expression, on which her alertness and willingness to resist are written. This feature is very well traced in the American actress Jane Fonda. When ESI thinks, she can stare at an object or person. In this case, the face reflects the bewilderment of the uncertainty of the situation that she fell into. ESI looks at a person, but with a reciprocated look, as a rule, looks away. She can stay in one position for a long time. The lips of ESI are usually not narrow, but swollen and tightly compressed. The face is well-coordinated, without protruding,

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sharp cheekbones. If the ethical component is strengthened, the facial expression depicts discontent, a critical mood, and sometimes anger. Figures among ESI are often very thin and elongated with long legs, such as those in ballet (Maya Plisetskaya), or stout and stately with broad shoulders. ESI's clothing is characterized by strict elegance: a shade of officiality is almost always present when she is outside the house or receiving guests. Her clothes are not untidy: they are always collected and fitted, not relaxed. There is a craving for the folklore element in her image.

Detailed Description

ESI sees how people reveal themselves in communication. She cannot be deceived by a pretense of friendliness. She critically assesses the behavior of those around her, but openly expresses her opinions only when she feels offended. She remains insistent on her internal subjective

evaluation of a person; it is very difficult to convince her to reconsider and change her views. In public, she wears a mask of a cold and unemotional person. At first acquaintance, she sharply divides people into two categories: “her own” and “others.” Others mostly become unnoticeable to her, but to her own kind, she becomes deeply attached. She is often sharp and uncompromising with strangers, but is forgiving to those who are in her inner circle. She demonstrates her attitude towards someone by managing psychological distance, first distancing a person, then bringing them closer.

ESI does not adapt to her partner; instead, she seeks to impose her own line of conduct. She adeptly discerns how much force she needs to apply to exert sufficient pressure on a person. She keeps herself together until she reaches a critical point. If necessary, she can readily defend herself and the people close to her. She knows how to teach her offender a lesson, sequentially increasing the amount of pressure on her. She does not rest until she feels that her opponent is confused or fallen in her fighting spirit. A moral victory for her is more important than a physical one. She does not allow herself to

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be treated unceremoniously or for anyone else to impose their views on her. She won't allow herself to be intimidated or provoked. She dislikes being coerced into doing something and any unreasonable applications of force. Her resistance is usually proportionate to the degree of aggression directed at her.

ESI finds it difficult to make sense of conglomeration of vague, original ideas and insights that are not based on established and recognized facts. She feels uneasy in situations that are unpredictable and ambiguous. Observing someone, she compares their capabilities with her own: “Can I do the same as them?” She either idealizes a person too much, or, on the

contrary, completely denies their capabilities. She does not trust those who are boastful or who advertise their talents and abilities. She rarely gives out compliments and praise to others, but happily accepts compliments. She will not indulge a talented but self-centered and self-satisfied individual. She does not recognize abilities that are not supplemented by labor. She finds it difficult to claim attention for herself or promote herself for a job. She waits to be noticed and appreciated for her merits.

She seeks to analyze a situation from different angles and arrive at an univocal conclusion. Dependent on norms, already established rules, and tested methods of action, she evaluates everything from the point of view of common sense and rational self-interest. ESI forces herself to do what is required of her by her environment and asks for the same from others. She needs to keep a physical distance and stays away from anyone who irritates her. She also avoids large crowds of people.

ESI can truly relax and calm down only after strenuous work that has brought her some concrete results. She quickly completes labor-intensive jobs so that she won't have to return to them again. She likes people who draw her into pragmatic activities and is practical in her everyday affairs. She can find a use for anything that she finds in her space. She likes things that are both functional and aesthetically beautiful.

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She appreciates all that is beneficial and requires minimal effort to achieve or maintain and knows how to create comfortable conditions for work and leisure time. She changes jobs if a new place offers more benefits, it is difficult for her to abandon her habitual way of life to adapt to a new situation. The discomfort that she experiences during such transitions and restructurings is very stressful and even frightening for her.

ESI becomes activated in situations where there is a shortage of time. She prefers to make and find quick decisions and solutions; otherwise, she feels irritated. Being nudged over minor details evokes internal protest in her, but she rapidly mobilizes for significant goals and projects. It is better not to give her much time to prepare: the more time she spends getting ready, the more anxious and worried she grows, and the poorer the results will be. Internally, ESI is apprehensive: she thinks about the dangers and negative outcomes that threaten her and her relatives. She looks for philosophical and mystical ways of reasoning to attain a sense of protection from the vagaries of fate. She will not allow herself to be taken by surprise and is always ready for contingencies. She has a good memory for the mistakes, failures, and shocks of the past, from which she draws lessons for the future.

ESI is perceptive of the emotional state of a person. If a person is in a bad mood, she asks about the reasons that caused it; however, she is often incapable of improving another's mood and alleviating their worries. Instead, she adapts herself to the moods of others. In a serious situation, she is emphatically formal. Among friends she is casually cheerful, even allowing herself some cynical witticisms. She likes people who are cheerful and energetic, who know how to loosen and relax others, who know how to reduce tensions and improve the mood, and who have confidence in the future. ESI needs a distraction from burdensome, negative thoughts and periodic emotional releases. She tries to avoid the drama of life and explosions of negative emotions. She is too aware of the heavy impact these have

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on one's psyche and well-being. At times, she deliberately accelerates conflicts and dramatizes situations to speed up their resolution and settlement.

ESI cannot be idle without some concrete task. Idleness and joblessness depress her. She is constantly looking for something to do. Work serves as a medicine for many of her ailments. She dislikes appearing before others as messy and unattractive, or in poor physical condition. If she falls ill, she immediately seeks treatment. Feeling sympathetic for those who are weakened, sick, unsettled, dependent, or vulnerable, she involuntarily desires to aid them with specific actions to help them overcome their crisis or get over their harmful habits. She appreciates a clean, healthy lifestyle and will not tolerate a person who is physically repulsive to her or is unhealthy in their instincts.

Manner of Communication

In any matter, ESI is typically critical and points to substantial shortcomings first. She examines a situation from all sides, trying to be logical and objective to figure things out without emotions. She notices violations of ethical standards and gives personal evaluations of people's actions when she's conversing in a circle of her close friends. In her assessments, she is directed by the concept of duty. Sometimes she gives advice from the point of view of negative ethics, which can be summarized as an open expression of negative emotions: "Go tell him everything that you think about him!" If the ethical component is accentuated in this type, communication may be marked by a certain unnatural playfulness, uninhibitedness, or forced, stiff laughter. ESI often uses ambiguous jokes and retorts, and a somewhat coarse courting style (in ESI women). ESI always has a quick and ready answer to any remark. She may enter into fights and quarrels in public; however, it's not out of her own initiative, but to defend herself against external insults and offenses. Sometimes she is inclined to check people's sense of humor with a prank, or telling

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others something that would require an immediate emotional reaction with a serious expression on her face. In communication, ESI needs not so much psychological as physical distance: she dislikes spending a lot of time alone with one person, and strange and unfamiliar people in her house irritate her.

Features of Behavior

The most characteristic feature of behavior of ESI, is the ability to actively protect herself and loved ones. If ESI takes a person under her patronage and protection, she will provide assistance to that person for a long time; she will negotiate for them and defend their interests. When ESI is really troubled, she goes on an active counterattack and starts up a scandal. In cases when she has decided to take revenge, she can find the weak spots of her opponent. At times ESI experiences feelings of remorse and pangs of conscience. She lives under the pressure of a sense of duty. Due to this, she may be inclined to alleviate stress with alcohol. She likes to have fun in a company of friends sometimes, throwing off all inhibitions. She doesn't handle situations of uncertainty well when she cannot say yes or no. In such situations, she starts running around and grabbing at everything at once, or she fixates on something and painfully mulls it over for a long time. She does not like to wait. The closer an anticipated major event, the faster ESI's anxiety and stress grow. She rarely cleans her home, but she is thorough when she does. For example, she may wash the floor several times in one day, or refuse to go to sleep until she washes all the dishes and cleans the table. ESI doesn't quite know how to relax and spend leisure time not doing anything. She measures work not only by the final outcome, but also by the effort invested.

I. Command Function -R — Relations Ethics

She easily sees how people open up in communication. She can't be fooled with amiable friendliness. She critically assesses the behavior of others, but expresses her opinion only when she is very touched.

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At first acquaintance, she sharply divides people into two categories: “her own” and “others.” “Others” seem to disappear to her, but to her relatives and friends, she is strongly attached and feels responsible for them. She is faithful to her inner ethical assessments of another person. It is very difficult to convince her of anything. She hardly makes compromises with strangers but she forgives a lot for “her” people. She freely manipulates psychological distance, moving away and then bringing people closer to herself, thus showing how she regards them.

2. Realization Function +S — Comfort Sensation

She cannot be idle with nothing to do. This depresses ESI, and so she is constantly looking for something to do. Work serves as a cure for many ills. She is afraid to appear untidy, unappealing, or in poor physical shape. If she falls ill, she immediately pursues radical methods of treatment. She feels pity for people who are not equipped or are sick, weak, dependent, or disadvantaged. She has an instinctual desire to help with something concrete: to feed, cure, relieve dependence, help overcome a crisis, or help quit a bad habit. She strongly appreciates cleanliness and a healthy way of life. She will not tolerate a person who is physically disgusting to her or who has unhealthy instincts.

3. Role Function -L — Structural Logic

She strives to analyze situations from all sides and draw objective, unambiguous conclusions. In public, she puts on the mask of a dry and dispassionate person. She depends on established norms and proven methods of action. Everything is judged from the point of view of common sense and reasonable egoism. She makes herself do what the rules of the game require and demands the same from others. She needs

physical distance and stays away from annoying people. She also avoids large crowds.

4. Triggering Function +T — Temporal Intuition

ESI is impatient and does not like official red tape or slow-flowing events. She is configured to make quick decisions and is most proactive

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in time-deficient situations. Being pushed in small matters causes her to protest, while in large matters it spurs her on. It is better for her to only have a little time for preparation, as the more she waits and prepares, the more anxious she becomes and the worse the result. She is inwardly anxious; she survives in spite of all the dangers that threaten her and people close to her. ESI is looking for religious, philosophical, mystical, etc. ways of thinking and protecting against the vicissitudes of fate. She will not allow herself to be caught unaware and is always ready for unforeseen circumstances. She remembers well the mistakes and shocks of the past, from which she learns.

5. Demonstrative Function -F — Force Sensation

She cleverly calculates the strength of an impact on a person. ESI does not adapt to her partner, but imposes her own behavior on them. Control and stability are crucial until a critical point arrives; then she is able to stand up for herself and her family. She does not tolerate coercion or unreasonable uses of force. Her rebuffs always corresponds with the degree of manifestation of aggression. She is able to acclimate an offender, consistently increasing the force of pressure on them. She will not rest until she senses confusion and a decrease in the fighting spirit of her opponent. Moral victory for her is more important than physical victory. She will never allow herself to be treated unceremoniously or be imposed upon. She can't be intimidated or provoked.

6. Dual Function +P — Business Logic

ESI really relaxes and calms down after tense work that has brought a useful result. She is practical in everyday business affairs and likes people who involve her in business activity. She can turn anything around her into something useful. She is very fond of functional and beautifully designed things, and appreciates what is useful and requires minimal effort to maintain. She is able to provide herself with comfortable working conditions. She quickly performs labor-intensive types of work, so she doesn't have to return to them for a long time. She can barely tolerate changes in her work or her usual

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way of life. Discomfort during the restructuring of new conditions is very frightening for her.

7. Braking Function -I — Opportunities Intuition

It is difficult for her to understand original but vague ideas and conjectures that are not based on recognized facts. ESI doesn't feel at ease in a situation of uncertainty. Observing another person, she compares their possibilities with her own. She may idealize the person, or, on the contrary, completely deny the presence of abilities in them. She does not trust boastful people who flaunt their abilities. She also does not indulge talented but selfish and self-satisfied people. ESI does not recognize abilities that are not complemented by work. Waiting to be noticed and appreciated, it is difficult for ESI to promote herself. She rarely praises other people, but gladly accepts compliments for herself.

8. Controlling Function +E — Emotional Ethics

ESI easily senses the emotional state of a person. She asks about the reasons that led to a bad mood. However, she can not improve it herself

and instead adjusts to the mood of others. In a serious situation, she is emphatically official, but in a circle of friends, she is easy to cheer and may even make cynical witticisms. She loves lighthearted people who can shake off or relieve tension, cheer others up, and instill confidence in the future. She needs to be distracted from painful thoughts and emotional detente and so avoids drama and negative emotions. She knows how deeply they affect the psyche and health. On the other hand, she intentionally accelerates the resolution of conflicts or dramatizes situations to bring an end more quickly.

Recommendations for Self-Improvement

Your main strength is the ability to make a solid ethical judgment of the actions of any individual. You are intolerant of indecency, dishonesty, and injustice in people's attitudes. You appreciate a sense of responsibility and high moral standards. You are demanding of yourself and others in matters of conscience and ethics. You are able

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to gain the confidence of a person by delving into their problems and by finding interesting subjects for conversation. You try to understand your conversation partner by listening to them and helping with advice. You are rarely mistaken in assessing how others relate to you, in what regard they hold you.

You are a composed, strong-willed, determined person. If necessary, you can stand up for yourself and those who are close to you. You are hard-working and don't waste your time and energy when completing your assignments, tasks, and chores for maintaining your household.

You set short range goals toward which you move assertively, persistently, and directly. You are straightforward and uncompromising in

defending your stances and criticisms of faults and flaws. It is for your integrity, firmness, and seriousness that other people come to respect and value you.

In life, you may try to avoid vague and confusing situations when you're not sure what to do. In such situations, it can be difficult for you to show restraint and patience. You don't like to wait long to resolve issues that are of significance to you. It is very important to you to ensure a beneficial outcome in the shortest time possible.

Try to take into account the interests of other people so that they in turn will be inclined to help you in the realization of your wishes. Don't demand that others display qualities that do not come naturally to them. Don't focus too much on personal flaws or the lack of certain qualities in others; try to be more tolerant of the shortcomings of those around you.

You also experience difficulty in grasping the imperceptible causes of phenomena. To avoid jumping to wrong conclusions and making bad decisions, try to take into consideration the advice of experienced, wise, and insightful people. Strive to liberate your mind and encourage creativity and imagination in yourself. Read diverse literature about various subjects; this will help you to widen your outlook and develop a more comprehensive and tolerant worldview.

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Don't become too confined by your internal framework. Communicate with different kinds of people. This will give you more confidence in your abilities.

Another problem you face is your inability to create a relaxed and unconstrained atmosphere in your interactions with others. The presence of many people tires you out. At work, you may prefer to work independently and separately from others. Don't restrict your

communication only to those whom you consider useful so as not to leave an impression of a calculating and pragmatic person. Be more natural at expressing your emotions, and try to overcome your inner restrictions. Avoid the extremes of either being too official and reserved in communication or too familiar. Try not to look at your conversation partner directly, as this is unsettling to some people.

Try to smile more often. Don't forget to show a positive attitude. Voice compliments when they are deserved. Remember that with a smile and a kind word you can lift tensions, reduce strain in communications, set the desired interpersonal distance, and thus inspire others to mutual sympathies and friendly relations.

Dominant Subtype

Guardian — Upholder

Prototype: A person of example strengthened by life's adversities

Dominant ESI is expressive and talkative with loved ones or friends. She loves to joke and stir up a conversation. In order to assess attitudes, she must receive specific responses. Feeling sympathy for others, she can be the first to take the initiative in bonding, but she may break relationships when they have outlasted their utility. If she meets a worthy partner, she is capable of providing them with a high standard of living and becoming a faithful life companion, making many sacrifices. She remains faithful to her family, which she often happens to lead.

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Dominating ESI is eager to help people experiencing difficult moments, providing a variety of services for them. She is able to organize others, be they neighbors or colleagues, on joint business by helping them to assist each other. Issues regarding health, safety, and beautification of her environment are paramount for her; cleaning or making home

improvements is often a way to convert her accumulated frustration or anger from a particular issue into a much needed release.

She possesses administrative and household skills that are not too bad. By nature, she is hard and categorical. If needed, she'll firmly and consistently defend herself and her loved ones. She considers this to be her duty. She wants to clearly know her roles and responsibilities within a group. She is thrifty when using resources and never tolerates waste. Always preoccupied with work of any kind, she requires the same dedication from her loved ones. She is competent in matters of everyday life such as cleaning, cooking, etc.

She strives to ready herself for anything unexpected so as not to be caught by surprise; however, she does not always manage this and can become quite irritated when placed in circumstances of uncertainty and vagueness. It's very difficult for her to wait passively to address important issues. She hates frequent changes that depart from established plans. Dominant ESI finds it difficult to take people's individual abilities into account, which is why she is faced with unexpected situations that ruin her view of relationships in either men or women, old or young.

She dislikes it when someone publicly judges her qualities, given that internally she is not always sure of herself. Sometimes she shows aggression to prevent being attacked or manipulated. She does not brag or boast about her advantages and believes that people should behave according to their social status. She trusts only the words of those people with a proven track record.

Periodically this ESI needs an emotional discharge. She can heartily have fun at parties or other recreational events without

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restrictions and limitations. Difficult situations in life mobilize her to seek quick resolutions. These events cause a lot of distress, and she needs

a concrete, pragmatic aim which she can persistently and gradually follow to overcome the challenges life presents.

Creative Subtype

Guardian — Accoutre

Prototype: Person with a penchant for handicrafts, design, and beautifying landscapes

Creative ESI has a good instinct for people. Reading facial expressions and mannerisms, she can sense insincerity or changes in behavior when in fact there is something wrong. This sensing of problems is not intuitive, but rather driven by her own experience; therefore, it is hard to fool her. She is adept at pleasing and adjusting to a conversation. She seeks to maintain relationships with a lot of people who are valuable to her. She will not tolerate *insolence* or impudence. At *the* right moment, she can take advantage of the most vulnerable spot of her foe, humiliating or ridiculing them. She expresses her sympathy not in words, but through actions via the convergence of interpersonal distance.

Creative ESI helps others to do work when they are running out of time and attempting to meet a deadline. She intercedes if she has hurt someone helpless. She never gets lost in extreme situations. She can compromise in a situation she doesn't feel strong in, but is firm and uncompromising in matters that are considered fundamental. Committed to understanding the needs of her children and enhancing their abilities, she quite often helps them gain more self-confidence, which they lack internally. She needs praise and compliments, though does not like to show this.

She cannot stand narrow-minded nerds and fruitless dreamers, yet she does not condemn unusual people; rather, she tries to

understand how they came to be. Initially, she idealizes those sympathetic to her. She tries to be tolerant, and so does not always show her attitude if it is negative. At heart, she condemns bad deeds and remembers them for a long time. In conflict, she exposes the other party's long list of errors, abuses and misdeeds committed, after which she feels a sense of purification.

She is a good leader of creative teams where there are many grievances and quarrels. Creative ESI does not like to get involved in these disputes, hoping that the other side will not inflate the conflict. Dividing opposing parties, she never allows the conflict to boil over. She is observant and witty, and although an introvert, she is usually not afraid of stages or public speaking. She likes to joke and poke, causing unexpected reactions and then discussing them.

Eager in practical matters, she may do a few things at once, not bothering to qualitatively bring each task to an end, but in critical situations, she shows ingenuity and quickness. Thanks to these qualities, she is excellent at grasping new territories and quickly settling into them. Whether it is at home or another setting, she seeks beautiful and original decorations and arrangements both inside and outside. She also dresses brightly and originally and is capable of doing needlework and gardening.

Normalizing Subtype

Guardian — Condemning

Prototype: An individual with a puritan morality

Normalizing ESI is good at sensing relationships between people. She is conscientious, not because of coercion, but by her own convictions. She adheres to established and time-tested methods of work. She is punctual and sometimes comes to meetings ahead of schedule. She is committed to a job from start to completion; otherwise, she will feel burdened. This ESI prepares for everything in advance and does

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a job carefully and consistently, overcoming laziness or apathy. This is a person of duty, yet she won't sacrifice her personal interests for the team or external causes.

Normalizing ESI is inclined to clearly divide people into categories of good, bad, or neutral. Neutral is only for those at a distance, especially in the absence of contact. She analyzes eyes and facial expressions to figure out an attitude, judging whether someone is rude or not. She appreciates true friendship that offers mutual support, especially in times of adversity. She is capable of separating work from pleasure.

She spares no time or effort maintaining order in her area. She examines instructions and carefully conducts documentation. She handles money efficiently, controlling finances and avoiding debt. She is consistent in her habits and affections. Normalizing ESI values family and loves spending time with relatives. Generally, she has good aesthetic taste and loathes dirtiness and untidiness. She is endowed with pedagogical skills.

While noticing other people's shortcomings, she is never inclined to express them without necessity. When a person's negative aspects become intolerable, only then will she feel the need to confront them, and if the issue is not resolved, she may end all relations with them. She is generally considered a moralist who upholds strong values. Injustice and unethical behavior affect her greatly. She is very sensitive, returning good for good and evil for evil. She often believes that others neither notice her diligence nor her professionalism.

Harmonizing Subtype

Guardian — Solacer

Prototypes: Farmers, conservationists

Harmonizing ESI appreciates comfort most of all, both in life as well as in relationships. She adapts to a new environment only if she is not threatened. In unfamiliar society or with few people around,

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she feels awkward and tries to escape unnoticed. Her attitude is expressed not so much in words, but in her tone of voice and looks. Her delicate nervous system gives rise to increased sensitivity. She is inclined to spend time dwelling on her pain and sorrow, having to justify her failures. Her psychological mood is linked to her own outward appearance.

Harmonizing ESI accumulates numerous facts and impressions in her memory about people she has encountered. She makes connections between past events and what is happening at the moment. She is wary of strangers, but more willing to excuse them. Although extremely cautious and mistrustful, she is afraid of making a mistake, and so won't hesitate to agree to proposals if she feels the results are imminent. Dissociating herself from the evil and misfortune of the outside world, she furnishes her own clean and well-maintained house or plot.

She often changes her goals, and can take radical steps at critical moments, which are often subsequently regretted. Generally, she will not want to move or be strained, preferring to be in her own territory on the principle of "my house — my fortress." She is inclined to live independently and apart, not wanting to be disturbed or to trouble others. Harmonizing ESI appreciates the peace and rest around her greatly. Sudden anger and resistance manifest only when someone intrudes on her territory.

She acutely senses approaching deadlines; she becomes nervous and ready to do anything to finish, as she is afraid of running out of time. She tends to share work responsibilities with others. Undemonstrative, she dislikes being put out there and attracting undue attention. Her emotions are driven by the situation: amongst cheerful people, she'll be merry, and amongst gloomy circumstances, serious.

At first, she may seem somewhat unapproachable, wary, and distrustful; however, once approached, this feeling disappears. Over time she comes to

relax and starts to behave in an uninhibited

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The administrator

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manner. She dislikes unexpected guests and quickly grows tired of them, though if guests wish, she will provide a good table for them. She greatly values things that are beautiful and functional at the same time. She usually won't get involved with extraneous things, as she is driven by present needs and circumstances. She admires concrete work and is associated with the creation of material value. After work, she is able to relax.

13. Logical Sensory Extravert (LSE):

The Administrator

Productive, coordinating, concentrated, **while** irritable

General Description

The LSE is assertive, operative, and hard-working. He cannot sit still and not be engaged in something. He prefers actions to words and has a developed sense of responsibility. He fights chaos and disorder wherever he might be, and he dislikes it when he is distracted from what he is doing. If taking a break, he does it as thoroughly as he does his work.

He appreciates merit and good quality above everything else. He tries to care for his loved ones by means of increasing their material prosperity. Very caring by nature, LSE comes to the rescue when someone is threatened by physical danger. In such a situation, he acts with courage and determination.

Intolerant of trickery and wiles, he expresses his opinion directly. In business and practical endeavors, he is dry and official, but in an informal atmosphere he shows kindness and a sense of humor. He doesn't have sufficient diplomacy in relationships and may get agitated or lose his

temper. A stubborn debater, he becomes hot-tempered when proving his correctness. He doesn't know how to give compliments and dislikes empty chatter, though he finds it difficult to cut off a phone conversation.

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Getting stuck in the details of work, sometimes he doesn't finish on time, which is very upsetting for him. He is unprepared for unexpected events. He slowly learns and accepts new trends, developments, and styles. He is often conservative and supports traditions.

Appearance

Among the external signs of LSE, one should, first of all, distinguish his straight, inflexible posture. People may say he has a military bearing. In most cases, he is thin; however, if the sensing component is strengthened, his figure can be full (this is more often true of LSE women). In this case, there is also a certain tightness in the figure; a fixation. The gait and character of the movements of LSE are sharp, jerky, and tense. He casts a lot of inner nervousness, especially in the subtype with strengthened logic. This is manifested in the special glitter of the eyes during an agitated conversation and the fact that LSE can't sit in one position for a long time: he constantly changes. The clothes of LSE always gravitate toward business or a classical style. For men, this is a traditional suit and tie. Usually he doesn't really follow fashion and strives only for the quality and solidity of his wardrobe items. LSE women also do not allow themselves extravagant outfits. If they aspire to dress in fashion, their tastes are still quite strict and conservative. LSE also is characterized by a special care for clothing. His outfits are always clean and tidy. He is able to wear them for a long time while maintaining an appearance of newness. He does not allow himself to look rumpled in any way. Everything is always tightened, ironed, polished, etc.

Detailed Description

LSE is an assertive, energetic, hard-working person. He spends many hours each day working, as much as his work requires. A supporter of good quality, reliability, and productivity of labor, he searches for bold, innovative, and unconventional technical solutions. He is

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inclined toward rationalizing activities. He uses instruments and exploits technologies skillfully, and he has an extremely practical turn of mind. He makes all of his evaluations from the point of view of feasibility and utility. A prudent and thrifty manager, he foresees the best ways to manage and utilize the objects at his disposal. LSE makes preparations and provisions for the future and teaches people how to live wisely without wasting their capabilities.

A very caring person, he ensures that his loved ones have an income and comfortable living conditions. He helps people not with words, but with deeds. He spends his vacation time resting as thoroughly as when he is working. He loves holiday dinners, abundant food, and often knows how to cook well himself. He loves to give gifts, presents, and surprises. He goes through physical weakness and ailments with difficulty, neglecting his own illnesses and often looking after the health of others more willingly than after his own. It's important for him to find the original cause of poor health. Usually LSE looks tidy and neat and handles his belongings with care. He won't wear something new immediately, but instead will save it for the right occasion. He prefers strict business or classical styles and pays particular attention to the cleanliness of shoes.

In communication, LSE seeks to show kindness and a sense of humor. He demonstrates his good predisposition and positive emotions, though sometimes he does so too abruptly. He can also become very hot-tempered

during arguments and disputes. When he is overtaken by emotions, he no longer hears the opinions of others and stubbornly insists on his own view point, but he never openly admits that he was wrong. However, if a person remains discreet and restrained and does not submit to his pressuring, he becomes more attentive and cautious. LSE can curb and restrain his own emotions by willful effort as well. He really dislikes it when someone else interferes in his affairs or forces him to redo his work. At such times, he can flare up and may even start throwing objects or sharply turn around and leave.

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LSE assesses relationships by another's ability to keep his word, to be upfront in a timely manner, and to be punctual and arrive at an appointed time. He appreciates those who do not waste his time. He tries to prepare for everything in advance, as sudden changes in plans that occur without warning annoy and anger him. He dislikes answering questions such as, "What will happen tomorrow?", "When are you going to do that?", etc. Very much in need of a guaranteed future and predictability of events, LSE dislikes radical changes and abrupt deviations from the planned course. He prefers to move forward in a straight line and so doesn't always foresee dangers and obstacles. LSE usually respects established traditions and customs; however, he also strives to keep up with the modern times and won't cling too strongly to old ways.

LSE's mood and state are dependent on the prevailing surrounding psychological atmosphere. If people around him quarrel, fight, or distrust one another, his own state rapidly deteriorates. He is very stable in personal ties. For those who reciprocate his feelings, he does a lot more than they were expecting. He seeks relationships that are deep and strong. He likes long, heartfelt conversations and stories about various ways of

spending one's time. Despite his external sharpness and rough edges, deep inside LSE is quite sentimental; however, it is difficult to become close with him due to the high demand he makes of his partners.

LSE's own creative abilities become manifest when he is in a good mood. If he feels that a conceived idea is possible in principle, then he will proceed to implement the plans with much enthusiasm and zeal. He cannot live without a purpose, without some clear prospect before him. The achievement of each intermediate result inspires him and instills a desire to continue on and go the full distance. He enjoys competition, games, and dynamic types of sports, as he is adventurous by nature. He becomes more engaged and inspired if there is a need to prove his abilities. When he loses orientation or sees no solution, he becomes nervous, agitated, and

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loses his spirit. In such situations, he needs advice, calm support, or an alternative end goal.

LSE cannot live in chaos and disarray. He fights against a lack of discipline and violations of norms and rules. He gives himself a personal example of good discipline and organization, but doesn't have enough strength to ensure this in others. He collects all the relevant information before he starts on anything serious and cannot act in an unsystematic, blind manner. He is intolerant of trickery, hoaxes, or wily schemes. He expresses his negative opinions rather directly and is critical in evaluating work, both his own and that of others. LSE finds it difficult to explain the technology of some steps or actions since a systematic, analytical type of thinking is not his strong point. Instead of giving instructions, he prefers the method of "do as I do." He tries to move from words to getting down to business as soon as possible.

He knows how to make people work and won't tolerate loafers or idlers. LSE is characterized by a strong sense of ownership. He won't allow anyone else to give commands in his territory, living by the principle "my home — my fortress." He invests all of his efforts into the task at hand and has little interest in various hobbies or other entertainments. He focuses strongly on the object of his work. He's not inclined to use force to suppress, oppress, or seize power. LSE directs the strength and abilities that he was endowed with by nature into productive matters and an uninterrupted management of technical processes.

Manner of Communication

The main features of LSE's style of communication are emphasis on good manners and strict adherence to ethical standards when dealing with unfamiliar people. This is most clearly seen in men when they are talking with ladies. This includes emphasized politeness and gallant manners, such as the use of formal pronouns and offering a place to sit, etc. Familiarity is completely absent.

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LSE likes to ask about everything in order to learn new facts; he makes logical conclusions based on those facts. He does not recognize vague, evasive answers and demands concreteness and specificity. He has an opinion on every issue, and he debates in a heated manner, defending his opinion. He never admits to being wrong about anything and always finds something to pick at. LSE dislikes talking about nothing, spending much time on the phone, and exchanging gossip or rumors. During phone conversations, even his voice changes and becomes somehow unnatural. He's always in favor of practicality and feasibility. He does not understand and even condemns dreamers who propose beautiful but useless ideas and projects. He does not tolerate laziness or a lack of discipline. A supporter of gradual but steady progress, he dislikes sudden, abrupt changes. The

leitmotif of his work is stability; it was under this principle that the activities of British Prime Minister Margaret Thatcher passed. Conservative in his views about family (especially men of this type), he usually supports segregation of duties: man as the breadwinner, and woman as the housewife and educator of children. Being behind him is like being behind a stone wall.

Features of Behavior

The most characteristic feature of LSE's behavior is periodically-occurring outbreaks of rage. They occur when his work and his way of doing things are being criticized, or when he is being taught or lectured. LSE is especially intolerant of instruction coming from people who themselves are not engaged in his type of work or who are not competent in it. In such moments, he is capable of throwing anything that comes to hand; for example, breaking dishes. Losing his temper, he shouts at his critic and points out that person's personal shortcomings, not being shy in choosing his expressions. Similar choleric outbreaks also happen when he cannot do something at a particular job. LSE is characterized by a very high capacity for doing work. He can work for many hours each day, but from time to time

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he needs relaxation. In this case he may simply sit on the couch and watch TV, disconnecting from everything around him, but he cannot sit around for a long time not doing anything. He dislikes being sick and having to stay in bed. Constantly active, he engages in concrete work, making him a good inventor, innovator, and designer (such as Thomas Edison and Sergei Korolev). He comes to the rescue when there is a threat of physical danger to people. In such situations, he operates with courage and determination and does not boast about it. He moves towards his purpose in a straight line, not maneuvering. Even if he tries to cheat, his

cheating is easily discovered. He prefers to operate in a fairly straightforward way. Due to this, he often earns the reputation of an honest person. He does not tolerate cunning, deception, fraud, or absenteeism and dislikes light-mindedness, flippancy, and windiness. He's a conservator of moral norms.

1. Command Function -P — Business Logic

LSE is a vigorous and efficient person. He is a hard worker and works as many hours a day as a case requires. A fighter for quality, reliability and productivity, he's always looking for a bold, non-standard technological solution. He has a propensity for innovation. A careful and economical master, he knows how best to dispose of things or products. He makes blanks for his job in advance. He cleverly exploits technology and has only a practical mind. LSE evaluates everything from the point of view of expediency and utility. He teaches people how to live reasonably and not to waste their abilities in vain.

2. Realization Function +F — Force Sensation

LSE can make people work hard. He does not tolerate lazy people and slackers around him. For him, a strong sense of mastery is characteristic. He will not allow someone to take command in his territory; he lives by the principle "my house is my fortress." He puts all his forces into action, but various hobbies and other entertainments are of little interest to him. He concentrates strongly on the subject of labor. He never uses force to suppress, humiliate, or seize power; the

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force that nature has given to him is directed to useful things, such as uninterrupted control of technological processes.

3. Role Function —E — Emotional Ethics

In dealing with people, LSE tries to show cordiality and humor. He demonstrates a good disposition and positive emotions; however, he turns harsh when he becomes very excited in a dispute. When he is embraced by emotions, he will not listen to someone else's opinion, but stubbornly insists on his own. He never admits that he was wrong; however, if one is restrained and does not abide by his pressures, he becomes attentive and discreet. He is able to curb emotional excitement by an effort of will. He doesn't like when others interfere in his affairs or force him to redo work. At such moments, he can flare up, throw objects, or turn sharply and leave.

4. Triggering Function +1 — Opportunity Intuition

His creative abilities rise when he is in a good mood. If he feels that the conceived plan is possible in general, then he will begin to implement the idea with enthusiasm and zeal. He cannot live aimlessly without a clear prospect ahead of him. The achievement of each intermediate step toward the final result inspires him and gives birth to the desire to go the distance. He likes competition, games, and dynamic sports. He is passionate, especially when it is needed to prove his abilities. When he loses orientation, he falls into a hopeless position and becomes very nervous, falling in spirit. In this situation, he needs advice, calm confirmation or correction of the final goal.

5. Demonstrative Function —S — Comfort Sensation

A very caring person, he provides his relatives with prosperity and comfortable living conditions. He helps people not by word, but by deed. He rests as thoroughly as he works. He likes festive events and deliciously prepared, plentiful meals. He enjoys giving gifts and surprises. He suffers a lot when sickness happens, and tends to ignore his ailments; he cures others more willingly than himself. It is important for him to determine the causes of poor health. He looks tidy and wears things neatly. He never wears new clothes right

away, but waits for the right occasion. He prefers a strict business or classical style of clothes and particular attention is paid to the cleanliness of shoes.

6. Dual Function +R — Relations Ethics

His state of health depends on the psychological atmosphere around him. If people are at loggerheads and do not trust each other, his health deteriorates rapidly. He is very stable in his personal attachments. For those who respond to his sympathy, he will do much more than they expect. He needs deep and lasting human relationships; however, it is not easy to get along with him because of the demands he makes of his partner. He likes long intimate conversations and stories about ways of the past. Despite his external sharpness, his soul is rather sentimental.

7. Braking Function —T — Temporal Intuition

His attitude towards others is determined by observing their ability to keep their word, to be upfront about intentions, and to come exactly at the appointed time. He appreciates those who grudge him no expense of time. LSE prepares everything in advance, as sudden changes in plans annoy him. He does not like to answer questions about what will happen tomorrow or when he will do something, etc. He thrives on a guaranteed future and predictability of events. He does not like radical changes or sharp changes in events; instead, he prefers moving forward in a straight line and therefore doesn't always see danger coming. He respects traditions and time-honored customs; however, he strives to keep pace with the times and will not cling to the depreciated.

8. Controlling Function +L — Structural Logic

He cannot live in chaos and disorder. He struggles against indiscipline and violations of norms and rules. He demonstrates to himself an example of concentration and organization, but lacks energy to do so for the others. Before starting anything serious, he collects all relevant information as he does not act haphazardly or blindly. He does not tolerate cunning, resourcefulness, or attempts at deception.

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He expresses his impartial opinion directly and is critical in assessing the results of his and others' work. It is difficult for him to explain the technology of some actions, as system-analytical thinking is not his forte. He prefers the "do as I do" method over verbal instruction. He tends to get down to business quickly.

Recommendations for Self-Improvement

Your forte is your strict logic, which is based on concrete facts; this allows you to accurately calculate the practical aspect of any undertaking. You are a sober realist, capable of correctly evaluating the usefulness and efficacy of any venture.

You are usually clever, quick-thinking, and informed in the sphere of your engagement. You are an active and energetic person who does not like to idly waste time; you know what you want, and you will strive to achieve it through hard work, persistence, and determination. You are able to use your material resources in an effective and economical manner.

You are also able to create material prosperity and comfort for yourself and your family members. You strive for a healthy, balanced, harmonious life, and don't spare your efforts in order to attain it, or to stimulate others around you to various useful activities. You possess good organizational skills and know how to create suitable conditions for people to do work, keep them interested and involved, and demand results from them. You highly value quality in work and are intolerant of a lack of discipline and laziness.

You like beautiful, high-quality items, as well as tasty, healthy food. You like it when people evaluate you based on your merits and don't impinge on your independence in selecting solutions or methods of action. One of your weak points is an inability to plan for alternative events for lengthy periods of time. You often find yourself overloaded with work; tasks and chores seemingly comes from nowhere, and you require time to

prepare for important events. You have difficulty foreseeing approaching danger or failures in business. Unexpected

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turns of events that you could not foresee frustrate and unnerve you, knocking you out of balance. You find it difficult to spend much time waiting for the outcome of any undertaking, especially if there's little confidence in its success.

Frequently review your views on various aspects of life and put aside any outdated and unworkable traditions or habits. Dry, logical facts should not suppress your appreciation of all that is new and unusual. Moderate your conservatism and stubbornness. Try to compare yourself to others more often to cultivate flexibility in your ways of competing.

You tend to rely on your intuition in your assessments of people, not suspecting that you greatly overestimate this ability in yourself and that you are not immune to arriving at erroneous conclusions and prognoses. The consequence of this may be inappropriate or misattributed suspicions and undue harshness in dealing with others, which can put you in an awkward ethical position. Try to have more restraint and tact in such questions.

Another one of your problems is your inability to control your emotions in relation to people who are close to you who don't obey your instructions and guidance if their actions contradict your logic and common sense. This is all the more upsetting to those close to you: that at the same time you behave with restraint, emphasized politeness, and good manners towards strangers and unfamiliar people. Your family members and those close to you may feel upset and disappointed with you due to such contrasts in your behavior.

With your lack of restraint, you can alienate your loved ones. Try to be more patient; don't rush to tell the truth to a person's face. Being

excessively direct usually does not work in your favor. Cool down first, then think about what is better to say, to whom, and in which manner.

Learn to relax, to switch your focus from work to pleasant ways to take a break. Try to look at conflicts with humor. You are usually endowed with a good sense of humor, which can calm you and let you vent your emotions in an acceptable form.

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Read fiction more often. Go to the theatre. Such leisure activities will soften your harsh character and help you to nurture and cultivate refinement and nobility in your sentiments and feelings.

Dominant Subtype

Administrator — Driver

Prototypes: Supervisors, community leaders, heads of local associations

Dominant LSE is a good organizer (but only on projects with clear deadlines and no bureaucratic overhead). He quickly adapts to dynamic environments and is able to bring goals to completion. He is decisive and energetic. He's not concerned with lengthy analyses of situations, but will not lose sight of the strategic objective behind current tasks. A solid individual, he knows for sure what he wants, where to go and how to acquire it. He is characterised by an extraordinarily high work ethic.

Susceptible to the pressure of time, he feels bound by rigid deadlines. Unlike leisurely people, he prefers to move forward quickly, taking a challenge without hesitation. Dominant LSE values time and never tolerates wasting it in vain. He gets very nervous when people are late. He's orientated towards a competitive spirit, but not in competitions where winning something means losing something else.

Possessing great endurance, he constantly patrols the territory he supervises, striving to be everywhere at once and to monitor everything. He presents information in a concise and direct manner and demands clear, unambiguous answers from others as well.

People's actions are evaluated in terms of their benefits and detriments. Most of all, he values reliability and solidity both in people as well as in materials. He believes that planned systems are more effective, compared to systems formed under market force conditions.

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He respects competent people who are highly qualified, and abhors windbags who do not follow through with their words in any affairs. He strives for greatness through his work ethic, and is often a model example for it. Power, position, and authority are only respected if earned or deserved. Sometimes, he is overly harsh in his critical assessments. Dominant LSE condemns people who he believes are lazy; he cannot tolerate work dodgers.

He gets irritated when there are urgent requests or things that distract him from his work. If his work is criticized by incompetent people, he may flare up or even lose it. Lacking in diplomacy within relationships, he is a person with strong convictions who openly express them. He doesn't like admitting his mistakes or making compromises.

Dominant LSE is a great debater. He wonders, if given specific and clear arguments, how anyone can disagree with him. His humor is rude and often includes things that deviate from the accepted norms or usual traditions. He avoids making compliments and praising good work, considering that to be the norm. His relationships with others are formed not through words but rather by deeds. He finds it difficult to express subtle feelings.

He's not inclined to talk about entertainment. A supporter of a strict but caring upbringing, he is often very demanding of his loved ones. He believes in an honest relationship, but doesn't understand the feelings of

others very well and is afraid of being cheated. He prefers a bird in the hand to a pie in the sky. He abhors flattery.

Creative Subtype

Administrator — Supporter

Prototypes: Broad specialists, head consolidators

Creative LSE is a venturesome, engaging person. He defends his interests with great passion, regardless of who is in authority. He

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enjoys making numerous things with his hands, mastering all new skills. Impulsive and impetuous in behavior, he grows quite weary of waiting and uncertainty in situations. He energetically implements his projects. Overestimating his capabilities, he often overloads himself with too much work and overworks himself; therefore, he periodically arranges parties or events, making sure he has delicious and original dishes beautifully presented.

He is quick and inventive in everyday matters. He can easily become the center of attention, but going further than that and becoming the entertainer can be difficult for him. He is tasteful, although somewhat formally dressed. Creative LSE loves it when others listen to his advice. He is inclined to take care of those who need his help. It's typical for him to be a member of several community organizations, and around such people, he takes the initiative from the ground up. He tries to create the necessary conditions for effective teamwork, keeping everyone in rhythm.

Sometimes burdened by routine, creative LSE tends to seek new experiences. He often has humanitarian hobbies. He may be into writing and can act in theatrical productions. In order to achieve his objectives, he

may become emotionally pressing, or even get angry, but if he sees fear, he becomes polite and courteous.

He likes to have fun and has a sense of humor. He tries to please loved ones in the form of gifts and surprises. He's emotionally vulnerable, but prefers to hide his grievances in silence, though if he is hurt, he may flare up and express all the negativity he has accumulated.

His confidence and impulse to start work is an example to others who maybe passive or disillusioned, stimulating them to take action. He uses his communicability in the interests of business, showing his courtesy, wit, and warmth. He is hospitable and maintains a relaxed atmosphere. He is able to actively develop subject in conversation. He is able to reach people, forming a local network of neighbors and friends with people who appreciate his ability to bring others together in solving current problems.

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Normalizing Subtype

Administrator — Synchroniser

Prototypes: Airline pilots, dispatchers in complex systems

Normalizing LSE possesses strict, logical thinking. His judgments are based solely on personal experience and facts in the absence of political ideology or other principles. He knows how to soberly assess a situation, thinking over it quickly. After the decision and approval of a plan, he immediately proceeds to execution. He has a strong sense of duty and can be a responsible executive, taking initiative, implementing goals, and creating frameworks for a task.

He cannot tolerate uncertainty or ambiguity, and becomes burdened with long waits. He prepares for important events in advance. If he sinks into the details or gets distracted by other things, he cannot keep up his pace to finish a job by the deadline. This is quite painful for him, so he tries to

plan more clearly. He loves order in everything and is well-versed in laws and regulations. He handles personal belongings carefully.

Normalizing LSE strives to be optimally informed. He develops a clear program of action, drawing it in great detail. He tracks the progress of all the points on a plan, marking them off with pleasure as each is executed. Excellent as a financier, he knows how to handle money carefully and rationally and won't go into debt. He prefers practicality and well-made things.

A good rationalizer and constructor, he demonstrates his acumen best of all in the design and assembly of complex technical systems. Effective in the automation of processes, normalizing LSE works out the shortest paths for logistics, packaging, and shipment of goods. He gravitates towards precise sciences and technologies, as well as statistics and accounting.

Conservative in his tastes and habits, he is quite prudent. He makes plans, counting upon distant prospects and preferring to risk nothing. He makes mistakes in assessing people due to poorly

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accounting for subjective factors. He keeps his heart hidden from others, and often from himself, too, ignoring his own sentimental side. He is inclined to reminisce about the good old days. Although in control of his emotions, he may get into a fuss and unexpectedly break; he can be affected by this for a long time.

Typically adhering to traditional ways, he is attached to his home and is very sensitive to deception and betrayal if it emanates from loved ones. He seeks approval of his actions and personal qualities.

Harmonizing Subtype

Administrator — Revitalizing

Prototypes: Office managers, supervisors of service centers and medical institutions

A provider of reliable services, he is effective in service sectors, but not necessarily technological ones. He communicates well with customers, managing to respond to all requests. Harmonizing LSE likes everything done with his hands; he prefers sturdy and durable materials. An excellent homeowner, he maintains cleanliness and cares for and repairs household items. He turns to neighbors for advice in difficult matters as part of his nature.

He is quite considerate towards members of his family and is sensitive and responsive to the misfortunes of others. He makes an effort around others, behaving as though others are ever evaluating and observing him. He might give up his career for the sake of his children or in an uncertain economy. His soul empathizes with what he sees on screen or reads in a book. He is thrifty and never resorts to shopping for new clothes unnecessarily.

On the one hand, he is sober and realistic in assessments; on the other, he is capable of succumbing to persuasion and empty promises, and even being a victim of fraud. His trust and compassion can be taken advantage of. In business matters related to risk, he is wary of

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The Humanist

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investments. When relying on the opinions of strangers, he does not always make justifiable decisions.

Harmonizing LSE likes nature and working outside. He has aesthetic inclinations and appreciates beauty in any manifestation. He is good at landscaping, decoration, and interior design. He never delivers poor work. His bad moods are expressed in pieces of art such as poems, drawings, photographs, etc.

He doesn't take criticism well, even if it's in a joking manner. He gets worried if unjustly accused. Being burdened by responsibility leaves him severely stressed. Another stress factor is being useless and not needed. He craves the attention of loved ones and strives for harmony in relationships with others. He experiences difficulty with disagreements on views and approaches to problem solving.

14. Ethical Intuitive Introvert (Eli):

The Humanist

Kind, tolerant, scrupulous, **while** vulnerable

General Description

Two of Eli's main distinguishing qualities are an interest in human values and a developed capacity for compassion. Eli tries to maintain stable, well-wishing, and friendly relations with others. She listens to people, alleviates their emotional stress, and reconciles arguments while remaining objective. She readily helps those who turn to her for support. She prefers not to focus attention on her offenders and ill-wishers and accumulate ill memories.

Although Eli is usually tolerant and accommodating, she won't forgive betrayal and injustice. She views any sort of coercion negatively and

counters it with stubbornness and patience. She's good at seeing and bringing up omissions in new undertakings. She notices and uncovers human vices, but formulates her findings as general tactful statements.

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She prefers a quiet, stable, measured rhythm of life and dislikes crowds and loud declarations. In performing her work, Eli is conscientious and meticulous, though she may be slow in operation. She demonstrates diligence, endurance, and discipline. She is able to make herself do more than what others expect of her. She often needs detailed instructions on how to do a particular job or implement an idea.

Eli is emotionally aware and impressionable; she disapproves of insensitivity and harshness. She is unable to coerce and pressure others to do things, and doesn't like showing this kind of assertiveness; however, if she is pressured herself, she can deliver a sharp rebuke. At times, she is unsure of herself and loses initiative. Her strongest form of punishment is the complete disregard for another person. Others can take advantage of her because she finds it difficult to turn them down.

Appearance

The most reliable reference point, which makes it possible to identify this sociotype in appearance, is an impassive face. The classic features of her appearance resemble the faces of saints or martyrs from icons: a straight elongated nose that does not retreat far from the face plane. The face itself is usually of an oval shape. It seems like a trace of suffering is on her face. She never shows violently positive emotions and can only smile simply. From a distance, on the face of Eli is written a silent reproach to the sinners around. The same is heard in the intonation of her speech. Eli with a strong ethic has, as a rule, a thin, ascetic figure. In

movements, she is sharp and quite mobile. If intuition is strengthened, her figure is full and blurred with clumsy movements. The facial features in this case also deviate from the canonical pattern. The gait of Eli is marked by the following feature: the feet do not come off the ground very high and move parallel to the floor. Because of her shallow step, Eli's gait turns out to be slightly immobile. In the style of Eli, extremes are observed. On the one

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hand, she does not strive to stand out and prefers modest but tasteful clothing (especially in the ethical subtype); on the other hand, she can dress up very brightly, like a parrot, according to fashion. The latter is characteristic of men of an intuitive subtype.

Detailed Description

Eli keenly discerns what kind of relationships exist between other people. She knows who does and doesn't get along with whom; however, she is not as adept at correctly discerning the attitudes directed towards herself i.e. in what regard others hold her. Because of this, she may suffer by being too gullible. Eli values honesty and a basic sense of decency in human relationships. She does not forgive treachery and betrayals and will break off all relations with those who have seriously let her down. She may, however, forgive her offenders if they sincerely repent and ask for her forgiveness. In general, she tries to maintain stable and friendly relations with everyone. When she is interacting with others at a distance, she is distinguished by gentleness and precaution in communication. She is endowed with the gift of generosity. She shows her goodwill with supportive deeds rather than by lofty words and loud declarations.

Eli feels most comfortable in a small group with familiar company. She shows concern for the feelings and moods of people around her and readily

sympathizes. If necessary, she cheers them up and comforts them. She knows how to listen to a person, how to sympathize with them, and how to alleviate their emotional pain and stress. She only shares her own experiences with those who are close to her. Internally, she is emotionally strained and nervous. Although she is able to control her own emotions, she occasionally needs to have an emotional release. In such instances, she loses control and may lash out in anger and indignation at her friends and relatives, accusing them of selfish motives, lies and indifference.

Eli has an eye for all that is novel and unusual. She strives to discover various implicit relationships between concepts, people,

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objects, doctrines and theories, usually of a general and humanistic nature. She understands the impact of ideas on people's lives like no other. She loves learning and educating herself and appreciates friendly exchanges of opinions and news, which creates an atmosphere of trust and respect for the position of another person. She supports mutual understanding in groups.

She is perceptive of people's potential and is able to uncover and develop their talents and abilities. She often has an innate talent for teaching and educating. Eli treats children as adults, encouraging them to be independent and to acquire skills necessary for adult life. She is able to adapt even in life's most difficult situations. People turn to her for advice to confirm that there exists a possibility of what they wish for or what they fear.

Impressionable and emotionally responsive, Eli dislikes insensitivity in communication. Unable to force anyone to do anything against their will, she ironically may respond sharply to any attempts to influence her by coercion and brute force. In such situations Eli flares up and explicitly and poignantly expresses her negative attitude. She becomes very irritated and

disturbed when she has to deal with those who oppose her. Although she feels very nervous in extreme situations, she pulls herself together and acts decisively, especially if the situation touches near her people. A wave of emotion rolls over her when the situation is over.

Eli anticipates the ripening of conflicts more adeptly than others. She draws attention to negative emotions in others and expresses her disapproval, but is unable to discharge the atmosphere and prevent these conflicts from happening. She greatly experiences any dramatic or negative events in the lives of other people, even if they aren't related and don't directly involve her.

She assesses her appearance critically; she does not like it when someone imposes on her what to wear or how to look, although she appreciates approval and advice regarding her appearance. She avoids bright clothing that makes her stand out. Her mood is

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highly dependent on her state of physical well-being. When she is surrounded by inconveniences and an unpleasant environment, or if she is sick or uncomfortable, her spirits fall and she gives in to pessimism. If people who are close to her become sick, she will take care of them, but needs for this to be acknowledged and understood. Otherwise she may feel offended even though she won't say anything.

She knows how to make herself be disciplined and operative, and is conscientious even though she can be slow in carrying out her work. Meticulous, she demonstrates attention to details. Eli adheres to her commitments. She works calmly, without noise. She tries to objectively understand situations, analyzing facts without emotion. However, she finds it difficult to express her understanding in analytic language. In a formal setting, she is usually somewhat reserved and does not like to show

her emotions or real personality among unfamiliar people. She is able to resolve difficult problems due to her ability to be patient.

Eli cannot sit still and be idle when others are doing something. She doesn't need to be motivated to action — the best way to inspire her to do some work is by personal example. She experiences real pleasure from partaking in well-organized projects. When she chooses a partner, it's one who inspires her to useful activity and not one who would shield her from dangers and take away responsibilities. She likes it when someone else helps her to rationally arrange her activities, her household and office, thus eliminating any useless expenditures of effort. She appreciates advice regarding the use of various household items. There is no need to give her long instructions for what she is doing; she will easily find the needed information herself. The main thing is that she has all the supplies already at hand. She has a tendency to overwork herself and work extra hours. She is grateful to those who take care of her, who can alleviate her stress and tensions, and who are attentive to her rest and health.

She lives her life and works at a measured pace. She doesn't like prolonged delays or rushing too much ahead. Eli finds it difficult

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to adapt to a new working rhythm. Intolerant of wasting time, she will not wait for someone who is irresponsible. She herself is usually punctual and strives to complete her assigned work by the prescribed deadline. She easily gives her time to productive work and evaluates how much effort has been invested by the quantity of time that has elapsed. She knows how to estimate how much time should be spent on a task or on a given person. She draws a line between professional activities and leisure time. Eli does not like talkative people who devote too much time to discussing trifling issues. She tries not to distract others from their activities with empty or minor inquiries.

Manner of Communication

Eli likes to watch people, assessing emerging relationships, and later joining the conversation. She is not inclined to initiate a conversation or relationship herself. A certain sharpness, touchiness, and resentment is inherent to Eli, especially of the ethical subtype, making her uncomfortable in communication. Her didactic or moralizing tone and monotone voice quench any playful or happy mood, and cause people to give more serious considerations, as if forcing them to think about all the bad things that happen in this world. The most characteristic feature of this sociotype's communication is her "confessionality." People often turn to her for advice and consolation in difficult periods of their lives, pouring out their souls. Eli doesn't push such people away, but is ready to listen to them for as long as is needed, offering words of consolation. She doesn't worry about her personal time while she is engaged in this. She tries to sort and understand everything objectively and impartially by putting emotions aside. After this, she logically leads a person to the necessary conclusion. Due to her inflexible opinions, she is sometimes perceived as naive and incapable of living like everyone else. Eli indeed has difficulties with adapting her views to match others, or playing the needed role per the situation.

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Features of Behavior

One feature that helps to identify Eli is a readiness to be of help to people close to her, with her care shown not only by words but also by deeds. This is especially true of people who have gotten into difficult situations. Eli often tries to mediate between people. She puts herself between warring parties and attempts to keep good relations with everyone involved, by which she often draws fire to herself from both sides. She cannot pressure people, shout at them, or goad them to activity by means of aggression. Her punishment is completely ignoring a person. The

person will be ignored until they admit their guilt and ask for forgiveness. Another feature of Eli's behavior is conscientiousness in performing a particular task. Eli does everything thoroughly, with high quality. She can sit still and study or work for a long time. Sensitive towards organization and order, she cleans her home, carefully folding things, etc. She likes to live her life at a leisurely, measured pace. She tries to prepare and do her research in advance. She can generally be relied upon but does not like to stand out. When others work, she also works side-by-side. If others are resting and sitting about, she also rests. She cannot spend a long time in an isolated, confined space.

1. Command Function +R — Relations Ethics

Eli is good at distinguishing the relationships that develop between people. She knows who gets along with whom or who does not get along; however, others' attitudes toward herself sometimes go undetected, and she may be excessively trustful. Honesty and decency in human relationships mean a lot to her; therefore, she doesn't easily forgive treason and betrayal. She will break off relationships with people who have significantly let her down; however, she is able to forgive even her enemies if they sincerely repent. She is characterized by caution and softness in communication with those who are not close to her. Her humanism manifests itself in deeds as she avoids declarations and beautiful

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words. Eli is endowed with the gift of generosity. With everybody she supports an even, friendly relationship.

2. Realization Function -T — Temporal Intuition

Eli lives and works calmly and measuredly. She does not like backlogs or running ahead. It is difficult for her to change to a new working rhythm.

She doesn't tolerate useless wastes of time and won't wait long for someone who won't commit. She herself is punctual and finishes her assigned work precisely by the appointed time. She wastes no time for work, estimating her labor by the amount of time spent on it. Labor activity is always separated from entertainment. She can calculate how much time should be spent on a project. She does not like talkative people who devote energy to discussing irrelevant problems, and she won't take people away from work with empty questions.

3. Role Function +L — Structural Logic

Eli is able to force herself to be disciplined and executive. She is conscientious, although slow in the performance of a particular job. She shows thoroughness in detail and strictly adheres to commitments. She works modestly, without noise or praise. Eli strives to understand the situation objectively, analyzing the facts without emotions; however, it is difficult for her to express her understanding of a problem in analytical language. In the official atmosphere, she looks reserved and dry, as she does not like to show emotion in public. Difficult tasks are solved due to the large amount of patience that she was given by nature.

4. Triggering Function -S — Comfort Sensation

Her mood depends heavily on her physical condition. When surrounded by inconvenience or when sick, she immerses herself in pessimism and a bad mood. She has an internal drive to look after the weak and sick. However, it is necessary that they understand this; otherwise, she takes offense even though she won't say anything. Eli feels comfortable in small but warm groups. She cares about the mood of people in her own circle and will cheer them up or comfort

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them if necessary. Appearance is critical: she does not like to be imposed on as to what to wear or how to look, although she needs approval

and advice on the appearance and use of various household items. She avoids bright, eye-catching clothing.

5. Demonstrative Function +1 — Opportunity Intuition She has a talent as a teacher because she understands how to reveal the abilities of people. She treats children as adults, encouraging independence and other qualities necessary for growth. Eli very much appreciates the friendly exchange of views, which creates an atmosphere of trust and respect for the position of another person. She supports mutual understanding among the team which she is a part of. She can adjust to even the most difficult life situations. People turn to her for advice, and to confirm the possibility of what they seek or fear. New and unusual things attract her. She loves self-education and tries to find the relationship between different teachings and theories, typically in spiritual or humanitarian fields. Nobody else understands the impact of religion on people's lives as much as her.

6. Dual Function -P — Business Logic

Eli can't sit idly by while others are working. She doesn't need an invitation to join a project. The best way to include her and motivate her in work is by setting a personal example. Eli derives true pleasure from comfortable, well-organized work. She likes to have help in getting rid of useless expenditures of energy and efficiently arranging the workplace. It is not necessary to give her detailed instructions or to introduce something for a long time; instead, she will find the necessary information herself. The main thing is that what is required to complete the work is at hand. She has a tendency to overwork and to stay up late working. Eli is grateful to those people who take care of her rest and health.

7. Braking Function +F — Force Sensation

She is impressive and vulnerable; it is hard for her to abide rudeness. She cannot put pressure on people or make them do anything other

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than their will. Although very nervous in extreme situations, she controls her emotions and acts decisively if people close to her are hurt; a wave of feelings rolls over her after the danger is already over. She chooses partners who push her to active work and mobilize her, rather than those who protect her from unrest and relieve her of responsibility. Eli responds sharply to attempts to influence her by coercion or brute force. In such situations, she is capable of flaring up and openly expressing her negative attitude. She is irritable in communicating with ill-wishers.

8. Controlling Function -E — Emotional Ethics Eli anticipates the maturation of conflicts better than others. She draws attention to the negative emotions of people and condemns them, but she cannot prevent them in herself. She is able to listen to a person, to sympathize and remove emotional stress from them. Her own experience, however, she can only reveal to people who are very close to her. She experiences negative, dramatic events in the lives of others deeply, even if they do not directly touch her. Internally, she is a very emotionally tense and nervous person. Although she can control her own emotions, she periodically seeks emotional discharge. She loses grip in communication with loved ones if she convicts them of lies, selfishness, or indifference.

Recommendations for Self-Improvement

Your strength lies in a deep understanding of people's values and relationships. You are interested in the motives of actions, and in the personal and soulful qualities of others and their relations; you can spend a lot of time watching and analyzing them. After prolonged study and observation, you come closer to defining a person's character: who she really is and not how she presents herself.

You aim to create warm and friendly relations with others. Your advocacy against cruelty and abusive behavior reflects your humanistic orientation. For this quality, you are valued and respected by others. Your knowledge and experience with people and relationships will

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always help you to find your place on any team. Another advantage that earns you the favor of others is emotional sensitivity: kindness, sympathy, and care for other people encourage you to show your attitude in deeds, not just words. Not sparing time and effort, you are ready to help anyone who needs it.

The ultimate goal of your words and actions is to create a positive, harmonious atmosphere in which others can develop their talents. You are good at comforting and mediating. You prefer not to focus on the negative actions, faults, flaws and wrongdoings of others; instead, you try to make them think about the moral foundation of their actions and the moral values of their lives, exerting influence on their conscience.

The main problem that worries you is your lack of resolution and assertiveness: an inability to make demands of others in a direct and willful form. There is a measure of caution and timidity that is inherent to your approach to some extent. You are emotionally sensitive to others and don't want to seem obtrusive.

You are prudent, undemanding, modest and cooperative. When you have been challenged, you don't always respond right away, but prefer to conceal your grievances. You can protect those who are close to you, but don't readily engage in this. You think that your offender needs to realize their mistakes and repent. If she does not, you avoid having contact with her.

A recommendation for you is to develop your ability to defend yourself: directly express your grievances, do not show mercy towards those who take advantage of you, and don't allow yourself to be used for anyone's personal gain. Learn to say "no." Empathize less with strangers and pay more attention to the people who are close to you.

Another one of your problems is a careful and overly meticulous analysis of any issue, topic, or task down to the last detail, which slows

you down and decreases your efficacy. You may get bogged down by minor details in life and work; then you hardly find time for

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rest and recreational activities in the company of your friends, which can negatively affect your health. You thoroughly and deeply analyze everything about a topic or issue that concerns you. The results of such an analysis are not always satisfactory, and this can leave you feeling sad and unmotivated. You feel depressed by anything that goes beyond the scope of harmonious personal values and good human relations.

Don't be misled by your pity, so as not to later feel ashamed of your actions and words and reprimand yourself in retrospect. Remember that true justice does not allow for compromises with conscience.

Accelerate the pace of your productive activities by focusing your attention so that minor details slip by and you stop only on the important and essential details. Try to teach yourself speed reading. It will help you learn to see the overall picture of the phenomenon or event.

When analyzing a subject or particular field, don't strive to untangle and clarify everything. Strive to see the general picture. Knowledge of general norms and rules will relieve you from an unnecessary waste of nerves and efforts on aspects that are of little consequence or interest to anyone.

Dominant Subtype

Humanist — Consistent

Prototype: Volunteer for a charitable organization

Dominant Eli persistently achieves assigned goals that are usually socially beneficial in character and without links to personal enrichment. She is never deterred by the inherent difficulties on the long road. Her

strength is in the motivation that her actions are not for herself but for other people. She respects intelligent and highly- motivated individuals who are willing to support her initiatives,

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helping with advice and actions. She can become a faithful steward for her affairs.

She is quite appreciative of personal initiative in learning, and attends various courses and classes which expand her horizon. Dominant Eli is committed to personal growth, not just in knowledge, but also within herself. She tries to convey to others the meaning of her actions. She enjoys talking about her hobbies, valuing an intellectual atmosphere in conversation.

This subtype encounters numerous misunderstandings in life with regards to her choice of goals and dedications, which are devoted to unpragmatic pursuits and hobbies. She occasionally meets conflicts in this regard. Sometimes she has trouble developing mutual relationships, given that she is regarded as eccentric or detached from reality. She may even decide to stop trying to lift people from dull and boring lives into something more sublime; then again, she may make a U-turn on it.

She fears infirmities and illnesses that could put her at the mercy of others; therefore, she tries to follow a healthy lifestyle and avoid bad habits. Dominant Eli circulates her beliefs amongst those surrounding her, reinforcing her word by personal example.

Distinguished by enterprise, she is unafraid of taking risks for the sake of noble ideas or a better future. She attempts to bring happiness to other people's lives, but instead is often faced with the opposite effect — people become more aware of their own unhappiness.

She can succeed in a specific profession where there is an actual human response, or where she is organizing people for training or charity. She is

well suited to being a staunch supporter or follower of any doctrine or humanitarian practice. Despite her modesty, she has plenty of contacts. She doesn't handle loneliness well and needs the attention of loved ones. Eli is trusting and sincere more than regretful, even when she is not believed or her kindness is abused. She loves pleasing others with gifts and services and doesn't require gratitude to be reciprocated.

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Creative Subtype

Humanist — Nurturer

Prototype: Someone who find the means to realize herself in spite of the circumstances

Creative Eli is inquisitive and interested in moral and philosophical issues such as the fate of humanity in a hostile society. She tries to understand the essence of various things, envisioning her own picture of the world. She is well-versed in prospects of collective affairs and the capabilities of its members. She often chooses flexible, creative professions, preferring activities that allow her to communicate with a small group. Although able to allocate her time, she lacks the perseverance and willpower to complete all of her activities by a designated time; unpleasant things or uninteresting responsibilities might be postponed. Her unfettered imagination leads to spontaneous actions, which often surprise her friends. Thus she opens people's abilities, inspiring confidence and motivating them to do better. Sometimes she just wants to prove that she is capable of daring deeds solely on the principle of satisfying curiosity.

She dislikes everyday hurry and bustle: it distracts her from the reflection she needs in order to think through the lot of ideas and insights that spring to her mind every now and then. In extreme situations, she gets

excited and quickly responds to work, focusing her attention on the essentials. She tries to switch between different tasks, but this is difficult for her.

Characterized by intractability when making impositions, she respects and allows freedom of expression; she does not want to limit her own or others' rights. Dominant Eli demonstrates her principles and tacit stubbornness when defending her interests. She endures the winds of fate. Life's turmoil and frustrations harden her. She allows others to clearly realize their purpose.

Compliments in the presence of outsiders are perceived with confusion and disbelief: she does not need verbal confirmation of

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feelings and abilities. She has pedagogical inclinations that allow her to teach classes with great interest. She encourages being educated, both in discussions and by bold deeds. Her experience shows that only in collective affairs are interests formed productively and sustainably. She is able to make friends and cooperate with her students on equal terms, which she very much appreciates.

Normalizing Subtype

Humanist — Conscientious

Prototypes: Tolerant and obedient parishioner, the fairytale character Cinderella

Normalizing Eli delves into the relationships between people. She has difficulty tolerating interpersonal conflicts and misunderstandings, and attempts to objectively understand a situation and explain to each of the disputing parties what they've done wrong. She is quite unwavering in her loyalties. She truly loves those with whom she shares a close bond and is willing to make serious sacrifices for them. Responsive and attentive to

people, Eli tries to give them real help. She only shows active participation and genuinely enjoys herself.

Normalizing Eli is impressionable and vulnerable. Due to her sense of justice, sometimes she reprimands the guilty with severity but cannot maintain this for a long time. She loves little children, but in educational matters is capable of demonstrating strictness and integrity. For those she deems worthy, she will sacrifice her time and interests.

Selfless and responsive, she tries to please others by making them gifts and providing a variety of services. Since she is inclined to take everything to heart and may worry even for minor reasons, she needs an optimistic and energetic partner who can appreciate what she does, protecting her from unnecessary affairs and inspiring confidence.

Distinguished by her modesty, normalizing Eli does not want to burden others. She studies and works well, without fanfare or

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publicity, as she dislikes attention being drawn to her. On one hand, she gets tired of people, but at the same time, they are the problem of interest. She tries to comfort others, offering explanations or good advice. If this does not work, she is able to wait patiently until she can calm the person. When bringing people together, she prefers situations or events to be prepared in advance. If she has promised something, she will not waste effort or time fulfilling her promise. She takes painstaking care in her work, but tends to get bogged down by the details and often overworks herself. She is a conscientious worker. Punctual and good at keeping time, she knows when to leave so as not to be late. Normalizing Eli gets depressed if she fails to complete the work she has been entrusted with.

She works tirelessly to create comfort and order around her, even though the outcome is rarely impressive. She can never rest when people

around her are busy. She often underestimates the quantity and quality of her work and downplays her achievements because she suffers from low self-esteem. She worries about the well-being of her group. This Eli belongs to the type of people who are almost impossible to bribe.

Harmonizing Subtype

Humanist — Empath

Prototype: Psychotherapist working with children's trauma and other complexes

Harmonizing Eli appreciates mutual understanding and tolerance, owing to her ability to compromise for the sake of keeping peace and harmony. She accepts people as they are, forgiving their weaknesses and not trying to change them. She rarely voices disapproval and instead waits for people to become aware of their guilt.

She is able to sense the underlying nature of the human soul, often noticing changes in people's thoughts and emotions long before

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the person sees this themselves. Thanks to this, she is well-versed in understanding complicated situations. She readily assists others, since she understands the degree to which change must be made in order to maintain stable relationships. She helps a person in making difficult choices as unobtrusively as possible.

Harmonizing Eli knows how to interpret dreams, understanding the meaning of children's fears and feelings. She is gifted with a good memory about past events. Moonlighting — or taking too many jobs at once — is not good for her, as things will not be presented and done neatly. She ensures that exterior and interior aesthetics are taken into

account. Fearful of domestic discomfort, she listens to the advice of competent and experienced people in these regards.

It is quite difficult to gain entry into harmonizing Eli's spiritual world: she will not share her secrets if there is the even slightest doubt of one's integrity. She often finds herself critical of capricious people who cannot appreciate what they have now — their health, loved ones, an established way of life, etc.

Characterised by indecision and self-doubt, Eli is overwhelmed by doubt and anxiety about the consequences of actions. She has little initiative behaviorally, including within personal relationships.

She dresses modestly so as not to stand out. This Eli dreams of being in harmony with a partner, sharing tastes, attitudes, and hobbies; however, at heart she is aware that this is hardly feasible. She is critical of her own appearance and volitional qualities. Remarks by strangers on this subject can be very hurtful to her due to her inferiority complex.

Harmonizing Eli cherishes inner peace, although she performs her natural mission of empathizing with other people's suffering and adjusting the psychological atmosphere. She is strained by the conflicts between members of a team she might be on, which may lead her to lie in order to distance herself — saying, for example, that she was ill with a stomach ulcer or vision problems, etc. Addressing contradictions between her desires and the needs of the outer world lead Eli to ever-greater introspection and aversion from the world.

15 intuitive ethical extrovert iee

The adviser

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15. Intuitive Ethical Extravert (IEE):

The Advisor

Insightful, sociable, inspired, **while** inconsistent *General Description*

IEE is insightful and eagerly discerns the motives of other people. He gravitates towards capable and extraordinary personalities. He knows how to cheer someone up and how to instill hope. He advises on ways out of difficult life situations. IEE is also altruistic. For people towards whom he is sympathetic, he can do more than what is expected of him. His communication is light and kind, while his sincerity and warmth inspire trust. He may become offended if he doesn't obtain an emotional response, and so he seeks to manage the feelings of others.

IEE mobilizes and becomes active in extreme situations. He provides resistance to and repels unjustified attacks. He is often unable to make himself do what is objectively needed. He doesn't combine what he wishes for with the concurrent reality of the situation. At first, he demonstrates initiative but then seeks people who will ensure the implementation of his ideas without his participation.

He becomes easily tired of routine, and thus frequently changes his hobbies and occupations. Doing meticulous, detailed work is not for him. He finds it difficult to follow schedules and timetables. He doesn't take well to strict discipline and has little respect for formal subordination.

Appearance

This type of personality, perhaps, is the most difficult to identify by outward signs from a distance. He has no pronounced facial features. If his

ethical component is strengthened, then his movements and gait are fast and impetuous. His hands often swing freely, like a leash. The facial features are mostly proportional, often rounded. Sometimes there are large full lips.

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If the intuitive component is strengthened, then the movements are slow and calm, without jerks. Men can be lanky. While walking, he points his feet slightly outward to the sides, which enhances the impression of the irrationality of the gait. IEE, like all representatives of the fourth quadra, rarely has a nose that is outstanding or stands away from the plane of the face. More revealing is the style of IEE's clothing, especially for women. They always give the impression of slight negligence, incompleteness, or disorder. It is a romantic style, liberated and light. In clothes, as in the whole appearance of the IEE, there is some theatricality or carnivalesque vibe. In the ethical version of the IEE, a playfulness in the eyes is perceived very naturally. On the face of the intuitive subtype, when not communicating, there is often written surprise, with the face slightly lifted up.

Detailed Description

IEE has an excellent intuition for people. He adeptly assesses the motivation of others from disparate phrases, intonation, facial expressions, and peculiarities of behavior. He can easily guess what another person is striving for. Learning quickly, IEE is able to grasp the main points of an issue. He has well-developed faculties of fantasy: he often thinks up stories with entertaining plotlines, creates imaginary scenes and events, and easily envisions and conceptualizes. He gravitates towards talented and unusual personalities. Knowing how to encourage and inspire people, he generously gives compliments and enthusiastically describes future activities and prospects. He offers multiple solutions for addressing the

same problem. IEE finds it unbearable to occupy himself with repetitive work: repetition generates boredom, which greatly depresses his spirit.

IEE can discern the logic of human relations like no other; he acutely sees the causes and motivations that create complications and conflicts in intimate relationships and friendships. It is easier for him, however, to maintain present relationships that are running smoothly than to mend old breakups. He reacts sensitively to any antipathies

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and animosities. Charming and sociable, he will build relations with anyone if these people are interesting to him. He is perceptive of the distance he needs to keep with each individual in social interaction, although he doesn't always hold to it. IEE knows what needs to be done to maintain a favorable psychological atmosphere within a group. He gives advice on how to interact and communicate with someone to become invaluable to them.

In extreme situations, IEE mobilizes and acts quite resolutely and decisively. He provides a rebuff and resistance to any type of encroachment or invasion. He will respond to any dictatorial or coercive attempts and retaliate with force. He is very independent, but won't always attempt to compel and drive others. He's not afraid to speak out against superior forces. He can go to an official or manager of any rank and demand a resolution or implementation of measures to address his problems. When he gets involved in arguments, IEE will actively and sometimes aggressively assert his opinions and views. Suffering from irritability and edginess, he often has trouble with mounting bodily tension.

IEE is unable to work effectively within a rigid system that imposes too many restrictions. He dislikes it when his relations with others are controlled and regulated from the outside. He finds it difficult to perform

meticulous work such as formal accounting. He doesn't go into details often, but will instead grasp the general meaning. Due to this, he doesn't always listen to other people before coming to his own conclusion and voicing his advice, which results in others feeling misunderstood. In his reasoning and formulation of objective conclusions, he often errs on the side of subjective impressions and subjective ethics; he may ignore or dismiss facts that contradict his own personal impressions, though he will make an effort and take objective factors into account in cases when he doesn't want to leave a poor impression of himself.

IEE is able to fully relax only in a thoroughly comfortable environment where he feels at home and doesn't have to worry about complications. He needs substantial doses of pleasant experiences;

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personal enjoyment plays a big role in his life. He loves it when he is surrounded by comfort, domestic coziness, and care shown in concrete actions. Due to his preference for this kind of leisure, sometimes he makes an impression of a superficial, high-spirited, and carefree person. It is possible for him to get sucked into the vortex of pleasant life, which can lead to unpleasant consequences. He doesn't take care of himself well and can do with very little; however, physical and emotional discomfort may eventually undermine his health. He seeks a lifestyle that isn't too heavily burdened with contention and the need to fight for one's existence.

His internal state and mood are dependent upon the nature of the work that he has to do: if it's not interesting or seems useless, then his mood drops. For this reason, IEE is not prone to performing regular upkeep and maintenance of his living quarters. He has a weak sense of pragmatism and is not economical. If he becomes involved in organizing something, he does it out of his creative interest, for the soul, for the idea, and not for profit. The best reward for his labor is admiration, excitement and

conveyance of positive emotions. The interplay of connecting pleasure with business constitutes a large part of IEE's life — he tries to turn work or studying into a kind of game.

IEE is concerned with and seeks to manage the time expenditures of those around him. He does not tolerate people who don't act effectively or take away precious time. At the same time, he often manages his own time poorly and is prone to tardiness. When explaining or telling others about something, he follows his own tangents and associations and cannot relay information in a brief compact form. Because of this, he doesn't always fit into an allotted time. For the Advisor, it is important to monitor the ongoing development of the situation. Without inspiration and hope, or changes for the better, he feels depressed. He easily believes in optimistic promises, even though he understands that major changes take a while to implement. He himself is not characterized by patience. If his attempts to contradict his fate fail, then he gradually resigns himself to the inevitable.

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IEE knows how to take the initiative and inspire people to action. But when his desire is lost, he tries to find other people who will drive the project to completion without his direct involvement. Internally, he is filled with conflicting thoughts and sad emotions. In order to escape and distract himself, he can bury himself in work. In this situation, he often doesn't have an accurate sense of time and can overwork himself. In communication, he is emotional, independent, and somewhat naive; however, these qualities help him to achieve success in seemingly hopeless or very difficult undertakings. In a good mood, he resolves current operational difficulties and obstructions effectively. He quickly finds how to substitute a missing item, or even how to completely do without it.

Manner of Communication

It is very easy to identify IEE by his manner of communication. When it comes to men, IEE communicates in the style of Don Juan, easily

conquering women's hearts with his suave manners, his ability to make compliments, and his unobtrusive, flexible courtship. An IEE woman, for the same reasons, and especially when the ethical component is emphasized, is often viewed as frivolous and easily accessible, provoking men to make active attempts; however, she may suddenly give a resolute rebuff, up to use of physical force if the situation has taken a serious turn. Independence, immediacy, and emotionality are characteristic of IEE's manner of communication. He knows how to find an approach to virtually anyone and very easily makes contact because he is a pleasant conversation partner. He helps people with advice on how to get out of difficult ethical situations and instills hope with phrases such as "it will all be right," "everything is still ahead," "there are no hopeless situations," and so on. To logical types this style of communication may seem chaotic and superficial; however, it is because the IEE does not bother with a deep study of details that he can easily explore new areas of knowledge, grasping all that is most interesting in a given sphere. Because of his desire for a beautiful life,

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this sociotype is commonly encountered in large cities, where there are many opportunities for various pastimes and entertainment.

Features of Behavior

After observing IEE for a while, it is easy to notice the most characteristic feature of his behavior: the ability to create a close circle of friends around him and be the center of their attention. Moreover, IEE forms the needed relationships in this group gently, unobtrusively, and with a sense of tact. IEE very much values the opinions of surrounding people. He actively defends himself if someone questions his abilities, insults or otherwise offends him. IEE is characterized by volitional mobilization in emergency situations. When there is panic and chaos around, IEE suddenly becomes active, resolute, and can take command if

there isn't another strong-willed person around. However, under normal everyday circumstances, he is rather disorganized and slack. A deep, detailed study of concrete questions is boring to him. After learning all that is most interesting in one field or topic, he switches to another. He often changes his hobbies and involvements. He doesn't prepare documentation such as reports, tables, or reference charts very well. He's mindful of his appearance; for example, he will check how he looks before going on stage. IEE is inclined to adventure, impromptu actions, and thoughtless recklessness. Only IEE can, being swept away by the influence of his desire, take a train and ride off into an unknown direction with only one purpose — to unwind. He likes to spend money on his needs and whims. Men of this type have a tendency to revel in restaurants in a showy manner. He often considers his purpose to be living a beautiful life that is not burdened by boring everyday concerns. With age, of course, this may pass.

I. Command Function —I — Opportunity Intuition

IEE has wonderful intuition about people. By studying individual phrases, intonation, facial expressions, and features of actions, he

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recreates the inner motivation of a person, easily guessing what the person is trying to achieve. Quickly trained, he can grasp the essence of the problem. He has a well-developed fantasy life: he makes up stories and builds images and entertaining fables. He is tempted by talented and unusual personalities. He is able to encourage and inspire people by giving them compliments and describing their bright prospects. He offers different solutions for the same problem. It is unbearable for him to do monotonous work. Repetition that generates boredom greatly depresses him.

2. Realization Function +E — Emotional Ethics

IEE is able to show initiative, inspiring people to work, but when the desire disappears, he seeks to find people who would have completed this business without his direct participation. Inside there are conflicting experiences and sad thoughts. To distract himself, he goes to work; at the same time, he does not tend to overexert himself or work extra hours. In communication, he is emotional, direct and somewhat naive; however, these qualities help him to succeed in a seemingly hopeless or very difficult matter. In a good mood, he promptly resolves current household or work difficulties. He quickly finds a way to replace a missing item or figures out how to go without it at all.

3. Role Function -F — Force Sensation

In extreme situations, IEE mobilizes and acts very decisively. He rebuffs any encroachments. He never fails to respond to attempts to dictate or use pressure to gain power. He is very independent and will not impose force on anyone else. He sometimes lacks the will to pull himself together and do what is necessary. He is not afraid to come out against a superior force. IEE can go to the head of any rank and demand a solution to his question. He has a habit of hitting an opponent first. Having gotten involved in a dispute, he actively, and sometimes aggressively, defends his opinion. Suffering from his excitability and lack of restraint, it can be difficult to remove the tension in the humeral part of the body.

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4. Triggering Function +P — Business Logic

His mood depends on the nature of his work: if it is uninteresting to him or seems useless, his mood worsens severely. For the same reason, he is not inclined to regular household management. He has a propensity for adventure. He likes to get into unusual situations and do unexpected things. In this way, he regains his taste for life. He has no pragmatism or

prudence. If he organizes something, he does it for the soul, not for the sake of profit. The best reward for a job well done is admiration and positive emotions. The combination of enjoyable and useful is the sweet spot for IEE. His aim is to translate work or the learning process into a type of game.

5. Demonstrative Function -R — Relations Ethics

No one else understands the logic of human relations the way IEE does; he easily gleans the causes of complications and conflicts in love and friendship. It is easier for him to maintain a well- established relationship than to restore one that has broken up. He reacts sensitively to antipathy. He is charming and sociable, and can manage to build a system of relations with any person who is interesting to him. He understands at what distance to communicate with various people, although he doesn't always follow his own insight. He knows what to do in order to maintain a favorable psychological atmosphere within a team. He advises others on how to communicate with a person in order to become necessary to him.

6. Dual Function +S — Comfort Sensation

IEE truly relaxes only in a completely comfortable environment where he can feel at home and not worry about any consequences. He needs large doses of pleasant sensations; pleasure plays a great role in his life. He likes to be surrounded by comfort and concrete demonstrations of care. Due to his craving for entertainment, he sometimes gives the impression of a superficial, carefree being. Drawn into the vortex of the sweet life, he may come to a tragic end. He doesn't take care of himself well, and at first can manage with minimal comfort; however, physical and moral discomfort severely

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undermine his health. He is constantly looking for ways to an easy, unburdened existence.

7. Braking Function -L — Structural Logic

He can't work effectively within a rigid system that imposes many limitations. IEE does not like when others control the system of his relationships. He does not delve into the details of any information, and tries to understand only the general direction. Because he doesn't always listen to the end, he leaves the impression of misunderstanding. He allows subjective errors in his formulation of logical conclusions and decision-making. IEE ignores some sides of an actual situation that are contrary to his own ideas. It is painful for him to perform laborious tasks like counting or other routines that demand concentration. He can stress himself with such cases in order not to leave a bad impression of himself and not to damage the relationship.

8. Controlling Function +T — Temporal Intuition

IEE strives to control the expenditure of time by others. He does not tolerate people who are hesitant to act or take up his precious time, but he also can't manage his own time and tends to frequently delay. When explaining something, he follows his mind's path, which isn't always direct, and may expound on the information in a noncompact way, therefore going past his allotted time. It is very important for him to monitor the continuous development of a situation. Without hope and positive changes, he may take his hands off a project or situation. He makes rash promises, although he understands that time is needed in order for serious change to take place. His patience is not lingering. If his attempts to break with fate fail, then he gradually accepts it as inevitable.

Recommendations for Self-Improvement

The strong side of your personality is your well-developed intuition, which allows you to accurately identify intangible opportunities and concealed abilities in other people. You are especially adept at noting negative personal traits in others. Trust your first impressions more,

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since your kindness and leniency can make you idealize people as they become more familiar to you.

You are able to be tactful and considerate towards others, attempting to help them resolve their personal problems. Since you are able to recognize other people's talents, you can make befitting compliments and try to raise the self-esteem of each person, as well as instill confidence in achieving the desired result.

Your other strong trait is your ability to establish personable and trusting relations with others, thus predisposing them towards sincerity and confidence. This sincerity you try to use for their good, to give diplomatic advice to help them disentangle difficult life situations and to avoid making hasty and ridiculous decisions, which they will come to regret later. On the other hand, if a person did not fully justify your confidence, or if he arouses your antipathy, you will set up a barrier between yourself and him in an attempt to distance yourself. Your dislikes are as strong as your sympathies, but you are more skillful at maintaining harmonious and balanced relationships with others and can be an excellent diplomat.

Your weak side is your inability to bring yourself to do laborious, detail-oriented work, to follow rules and regulations, to carefully maintain records, to work in very close quarters with many people, and to respect the official chain of command regardless of individual qualities of the people in leadership. It is difficult for you to provide a dispassionate, logical analysis and to separate the primary from the secondary, which can cause you to drown in pointless, unfruitful affairs and numerous hobbies, spreading yourself thin. You also find it difficult to properly allocate time to events, which ultimately leads to physical and nervous exhaustion and dissatisfaction with the quality of your life.

It may be helpful to establish a clear but flexible schedule for the day and try to follow it. When planning activities for tomorrow, be sure to evaluate the objective importance of each. Trust your powers of

observation, but remember that they extend mostly to people. While in business, it will do you good to listen to the advice of experts.

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Read more and read thoughtfully; write down the most important rules and information. Remember that to move forward, you'll need more than improvisation, enthusiasm, and generalized opinions.

Your other weak spot is an underdeveloped ability to focus and a poor ability to control yourself in various circumstances. You are given to wavering when making important decisions. Unexpected flashes of aggression can ruin your relationships with others. Your courage and determination often help you out in extreme circumstances; however, when everything is still and calm, you can start feeling apathy and lose your drive.

Cultivate restraint and consistency, forcing yourself to do your tasks more scrupulously, and try to drive projects you have started to their end. Try not to pressure people in your vicinity without a reason for it. Do not impose your advice or demand the immediate execution of something. Try to gain control over your emotions.

If you feel that conflict is inevitable, stop communicating immediately so as to not regret what you've said later. Don't get anxious over unimportant or inconsequential things. Don't focus on your own negative feelings, as this can adversely affect your health.

Dominant Subtype

Advisor — Enthralling

Prototype: Coach (personal trainer)

Above all, dominant IEE aims to encourage, inspire, and instill faith in success. He calls for proactive, decisive action. He is not shy and boldly defends his point of view and interests. He is capable of overcoming obstacles, unless his desire and passion has been extinguished. In important matters, he exhibits considerable persistence, though he lacks

the perseverance to do everything carefully and accurately. Dominant IEE needs to constantly switch activities and communicate with a variety of people.

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He is confident when making major decisions; if his decisions are adopted or implemented, he will not fundamentally change. He strives to meet his obligations, but sometimes his words are not kept, as he is scattered. He's not vindictive, but having given up on a person, he will easily expel them from his life. He possesses a holistic approach to solving problems. Challenges in life do not scare him, but rather lure him in.

With distinguished foresight, he can intuitively sense the prospects of development for projects. Therefore, he never abandons them, despite difficulties; eventually, as a rule, the desired results are achieved. Having started many things, he lacks the strength and desire to bring everything to completion. When the fatigue passes, his interest revives and he returns to his work again.

Dominant IEE is quite adventurous and willingly meets new people. He is inclined towards risky adventures, which raises his vitality. Success comes to him unexpectedly at the last minute when it would seem as though all chances of success are lost. Believing in luck even in the most improbable circumstances, he shows courage and determination and is able to psychologically overwhelm his enemy.

Sometimes overly trusting of people, he can sometimes talk too much. He considers secrecy a barrier to trust, and because of this, he is not afraid of revealing his own feelings. He loves to win the hearts of people, but not usually anything beyond that; IEE quickly becomes disillusioned with the

objects of his sympathy. He is impulsive, extravagant, always visible, and interesting to those surrounding him.

Dominant IEE is highly dependent on his mood, which affects his relationships with loved ones. He dislikes being questioned about his ability, judgement, and business acumen. He cannot always distinguish the important from secondary details, which is why he sometimes spends his effort in vain. He doesn't distinguish frugality and thrift and has a negative attitude toward stinginess in people. He loves bright, beautiful things such as catchy and original clothes.

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Creative Subtype

Advisor — Perceptive

Prototypes: Reporter, media recruiter

Creative IEE is well-versed in the abilities of people. He is excellent at intuitively sensing their secret motivations. At a first glance, he can randomly place special importance on words and actions that hint at the nature and habits of the people he's conversing with. It makes no sense to pretend to be something you're not around him. This is surprising to others: that his insights — both his assessments of people and his understanding of the meanings behind events — are often predicted correctly.

He needs an influx of new impressions on a regular basis, or else his vitality will be lowered. He reaches out to talented and outstanding people, and he is interested in anything unusual and mysterious. When carried away by any idea, he eagerly advertises it, becoming an active advocate for it. Creative IEE loves to talk about anything unusual and sensational in order to impress others.

He knows how to approach almost every person he encounters. Artistically, he feels which direction to take. Charming and diplomatic, he willingly compliments people with a sincere desire to lift their spirits. Creative IEE makes light of shortcomings, pointing them out jokingly so as to avoid offending anyone. He talks about his troubles with humor, which is why some may see him as frivolous. Due to his desire to maintain good relations with everyone, he sometimes overloads himself with unnecessary contacts.

He is inclined to periodically change jobs or hobbies in order to test himself in new activities. He often hesitates in making important decisions, since he hasn't fully delved into the details of the issue and is not always confident in his business capabilities; however, in extreme situations, he becomes resolute and calculative. At such times, he may seem overconfident to others. The decisions he makes are often perceived as subjective and not thought out.

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Creative IEE finds it difficult to prepare for anything in advance, preferring impromptu and improvisational decisions. Often impulsive and unpredictable in his actions, he poorly allocates actions across a period of time. He can be late because of this, but he is not badly affected by other people's delays. He exhibits resourcefulness in dealing with everyday problems.

He defends his views enthusiastically and is an opponent of hierarchy and bureaucracy. He hates regulation and strict rules that hamper his freedom. For the same reason, it is difficult for him to do painstaking work, such as record-keeping and documentation. He doesn't accept lavish ceremony, conventions or stereotypical judgments, except for the ones he shares.

Creative IEE tries not to make promises without assurance that he can deliver. At the same time, he may do more than is expected of him. He dislikes being indebted, asking for help, or being a nuisance or begging. If he isn't appreciated, he may become irascible, and at times even rude.

Normalizing Subtype

Advisor — Acquainter

Prototypes: Dating services, specialist personnel selector

Normalizing IEE prefers contact with like-minded people and meticulously selects associates according to their abilities. He gradually creates a small circle of people based on common interests and shared values.

He is able to work on consolidating small groups into medium-sized teams, which consist of several smaller ones. He possesses a sense of the distance between people in relationships, which is seen as the attraction or repulsion between people.

Initially he is inclined to idealize people and relationships and exaggerate their merits or flaws; however, over time, he begins to

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realize that it is not necessary to drift away from reality and corrects himself. Black and white judgements are replaced by numerous shades of grey. Normalizing IEE may excel in psychotherapy and family counseling where the main objective is the right attitude towards people, taking into account individual characteristics.

This subtype is a relatively well-mannered person. He strives to be well-mannered constantly in his looks, as well as orderly in his home and workplace. He's good at referencing well-constructed theories and

systems, valuing information presented in a clear and memorable way. If this isn't the case, then he builds such systems himself. However, it turns out quite clumsy and overloaded with unnecessary elements.

He overlooks human weaknesses. He is able to voice appropriately the unspoken wants people may have. When communicating with someone close to him, he works on building motivation and ways of strengthening interpersonal relationships. If he is with someone highly experienced, even if it is an outsider, he is able to respectfully integrate them.

He loves and knows how to make gifts and surprises for loved ones. This is his way of expressing love and his means of strengthening relationships. He finds many other everyday ways and tricks to support his favored network of relationships, be it at home or in a group, which he considers his own.

Harmonizing Subtype

Advisor — Transformer

Prototype: Writer or director of psychological comedies

All of harmonizing IEE's time is spent pondering, trying to understand various phenomena. He remembers experiences before details. At the same time, he knows how to learn from his mistakes as lessons for the future. He is self-critical, but at the same time finds this criticism

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painful. Nevertheless, the world surrounding him is seen not so much as a drama, but rather like a comedy.

He sometimes inherently feels like he has violated his integrity or disharmonized his inner world and then tries to restore this integrity to be at peace with himself. He is also at risk of detaching his inner visions from reality. For him, this is a painful problem, given his dependency on the influx of impressions from the outside world.

Harmonizing subtype is the most thoughtful amongst the others subtypes, even though people do not immediately notice this. He often seems to be surrounded by frivolity. He has a craving for challenging tasks, especially confusing human situations. He spends a long time studying, comprehensively covering the possibilities; however, he's not always sure he can explain in the language of logic.

Impressionable and responsive, harmonizing IEE is an empathetic person who likes to offer helpful advice to people in difficult life situations. He always sees several solutions to a problem and tries to give them to others. He is constantly prepared for deviations from the expected course of events. Since he anticipates probable danger, he never gets too upset by setbacks. He loves talking about fascinating, unusual topics in the company of friends.

This subtype is selective with contacts. He won't become acquainted with simply anyone. He seeks only thoughtful or necessary conversations. He knows how to understand complex pieces of information, procedures, and technologies, and presents such understanding in his own way. He's a good trainer, as well as teacher, but only for a selected audience or individual. To assimilate information, he needs to skim through everything. Normalizing IEE alters information so that it is presented clearly and at the same time in a novel and unexpected way.

He doesn't handle loneliness as well as large crowds. When overloaded by work, he needs a pause, a distraction. He is quite appreciative of comfort and has a good sense of smell.

16 sensory logical introvert sli

The craftsman

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16. Sensory Logical Introvert (SLI):

The Craftsman

Comfortable, skillful, self-defensive, **while** bored *General Description*

SLI values convenience and quality. She gives preference to comfort rather than appearance in clothing. She reacts sensitively to touch and any extraneous odors. She enjoys quiet communion with nature and is caring in relation to family and friends.

SLI is prudent and economical. She is inventive and resourceful at home and at work if she happens to enjoy it. Skeptical of slogans and boisterous appeals, she prefers to use common sense. She is stubborn and uncompromising in that which she considers correct. Though she is distrustful of new ideas, after testing them in practice, she is able to extract benefit from them.

Independent, proud and even haughty, she is in need of a sensitive approach, praise, and attention. Inclined towards skepticism, she has trouble seeing the future evolution of events. She is concerned about making timely choices in life, yet feels dependent on the vicissitudes of fate.

SLI is impressionable and doesn't control her emotions well during disputes. She doesn't know how to express her feelings openly. Life's hardships make her resort to black humor. At times she is taken by pessimism and apathy, and instead of encouraging a person, becomes taken in by their negative state.

Appearance

SLI is well-defined by the expression of the face. The external appearance is characterized by a lack of emotion, which from the outside is perceived either as coldness and mystery or as inaccessibility and internal vulnerability. This impression is produced by sensing subtypes. The logical subtype has the typical cat-like smile of a person

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tuned to seek pleasure. Skepticism and mistrust are written on her face. The shape of the face often tapers downwards. The mouth is calm and even; the lips have the same thickness. They are usually kept tight together, with the corners of the mouth slightly lowered. SLI has a characteristic gait, which helps a lot in determining this sociotype: waddling, very sprung, on slightly bent legs, as if creeping.

The figure of SLI is usually athletic. She is characterized by a smile on one side of her mouth, which, because of unconcealed skepticism, can be called a smirk. She loves consonant sounds. Her predominant style of clothing is informal, everyday-elegant, and also sporty. Practicality and comfort are her priorities, not external decorations. Clothing sits on SLI very well, following her figure.

Detailed Description

SLI learns about the world through first-hand experience and travel. She is sensitive towards all that disrupts natural harmony. She rejects any artificiality, factitious displays, or unhealthy instincts. Caring in relationships with those close to her, she will come to a person's aid if she sees that he is not feeling well. If she considers someone to be her friend, she doesn't leave that person in need. Perceptive of possibilities that are related to the senses, she pursues sensory novelties that often lead to an active way of life (fishing, hiking, swimming, travel, etc.). SLI cannot tolerate monotony and descent into inertia. She is internally sensitive, vulnerable, and easily wounded, although she does not show this outwardly. In order to survive, she adapts to the prevailing mores; if necessary, she follows established norms.

SLI is economical and prudent in dealing with material resources. She is more likely to try to mend old and worn out things than to throw them away. Her mindset has a technological bent. She searches for simple but effective methods for resolving problems. Before taking on a task, SLI thinks over several options to achieve the desired result, and typically chooses the most economical one. She only uses methods that are most convenient to her. She notes those who shrink

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away from work and ponders how to make them work or get rid of them. Personally, she will do only that which is necessary. SLI works well with any instruments or tools, masterfully applying technical equipment. She can work well with her hands. She constantly tries to improve her knowledge, skill, and professional level in her chosen field of activity. She hopes for guaranteed and quick results based on the rational organization of her labor and studies.

She usually isn't late turning in assignments and work because she enjoys completing things in on time. She worries that she will be assigned an inconvenient schedule. In dealing with people, SLI demonstrates a quality of being taken in by life. She shows her skepticism by employing a specific kind of ironic humor. However, deep in her soul, she remains an optimist and doesn't lose hope of reaching a positive outcome. In an emergency situation, she doesn't panic, but instead looks for ways to buy time. She follows and adapts according to her inner impressions to external events. She feels dependent on the vicissitudes of fate. Taking on life's shocks, she tries to protect her loved ones from them; however, it is difficult for her to bear such burdens for long.

The expression of her emotions is marked by contrast: at times, she is cool and self-absorbed, like an iceberg in the ocean, and at other times she

is excited and energetic. SLI evaluates human relationships by the degree of emotional displays. Turbulent emotions for her are an indicator of instability and potentially poor relationships. During a conflict, she does not get involved too deeply in the dispute, but if she feels that her values have been trespassed upon, she responds harshly. She won't be frank with outsiders, and she doesn't like it when someone tries to peer into her soul and penetrate her inner feelings. She must be understood without words.

SLI likes it when her abilities and achievements are appreciated. If her achievements are not noticed, she may lose all desire to try, or even fall sick if her abilities are not needed or requested for a long time. She needs new, challenging situations and unusual problems that can

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distract her from the monotony of everyday life. If she feels uninterested in something, she will simply detach and go about her business. She needs to be inspired and encouraged to take up a task; otherwise, she will demobilize and fall into inertia and melancholy. Without new and exciting goals, her mood drops. She responds well to a language of compliments and praise that promises timely success. Her emotional state is optimal when the success is just out of reach, yet nearby.

SLI's mood depends on how she is treated by others. She trusts only deep affections and steady feelings that have been tested by time. In dealing with others, she sets her own psychological distance and grows very anxious if someone transgresses it. Intolerant of intrusive and imposing people, the smoothness of her relationships is an indispensable condition for living a fulfilling life. Despite the scruples and distance in communication, she is quite tolerant of human weaknesses and is gentle and forgiving of people.

She is critical of violence and coercion. She won't pressure anyone herself, nor will she give into any attempts to pressure her. SLI estimates the potential and achievements of a person by their rhythm of speech, mannerisms, and appearance. Possessing prior life experience, she can discern boasting from real possibilities. SLI knows how much force needs to be applied and where to apply it to achieve the desired result; however, often she herself cannot exert an effective influence on these points. She resorts to violence rarely and usually due to the pressure of external circumstances.

As a business partner, she follows her obligations if she considers them to be reasonable. She prefers sincerity, informality, and clarity in business relationships. Being very stubborn, if she is sure of something, it is virtually impossible to convince her otherwise. She will stick to her cold-blooded understanding of the situation. In business, she demonstrates prudence and is methodical. She always tries to make do with minimal force and attracts fewer people. She opposes bureaucracy and detailed control, and instead flexibly adapts to changes in specifics while adhering to the overarching plan.

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Manner of Communication

The peculiarities of SLI's manner of communication that attract attention are skepticism in evaluations and great stubbornness in judgements. SLI is oriented from the very start to not agree with her conversation partners. Arguments can last indefinitely. Even if she agrees in words, she will keep her opinion. SLI can also be recognized by the nature of manifestations of emotions in communication. Most of the time, she seems cold and dispassionate, but does not control her emotions and can become harsh, rude, or choleric. In such a state, she gesticulates animatedly, gets excited, and raises her voice. She does not share her inner

worries with people around her. She dislikes excess familiarity in communication and intrusive hugs and embraces. This is indicated even physiologically: people of this type often have very sensitive skin. She does not tolerate when someone tries to pry and climb into her soul. She appreciates a state of inner equilibrium most of all. She can give clear and understandable explanations and gravitates towards exemplary and bright presentations of information or materials. She gives effective advice on suitable working methods.

Features of Behavior

The main features of SLI's behavior that become noticeable during close contact are pragmatism and orientation to tangible returns. SLI is always economical and prudent, never working for free or on enthusiasm alone. She begins work with some difficulty. Usually, some time passes before she is actively working, but once she has started on something, she then tries to squeeze things to their very last drop. In everyday practicality she has no equals. In behavior, SLI strives for full independence. She allows unfamiliar people to get close to her, but only up to a certain point where they can't have a real impact on her. She values friendship very much and will host people at her place any time. She does everything she can to save a person if she hears cries for help. She loves thrilling experiences,

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which she attains in a variety of ways: active vacations, fast driving in a car, etc.

She has clear internal convictions and beliefs, and a clear set of requirements for herself that she persistently follows. Moreover, her internal code of honor may diverge from the accepted norms of behavior. SLI considers others' opinion about her very little. She always shows great tenacity and does not listen to or obey unreasonable commands: she acts

only as she sees fit. This can create a reputation of being obstinate, quarrelsome, a mischief-seeker, hooligan, punk, and so on.

1. Command Function +S — Comfort Sensation

SLI knows the world through sensations. She is acutely sensitive to everything that violates natural harmony, rejecting all artificiality, contortion, and unhealthy instincts. She is fastidious and cares for relatives and friends. If she sees that a person is tired or does not feel well, she immediately comes to their aid. She never gives up on a friend in need. She strongly feels the possibilities of sensations. In pursuit of novelty (fishing, picking mushrooms or berries, swimming, traveling, etc.), she leads a mobile life. She cannot tolerate monotony and boredom, yet she likes quiet communication with nature. She is inwardly sensitive and vulnerable, although she does not show this. In order to survive, she is able to adapt to the prevailing mores, necessarily following social stereotypes.

2. Realization Function -L — Structural Logic

A reliable business partner, she respects her duties if she considers them reasonable. She prefers frankness and full clarity in business relations. Being quite stubborn, if she is sure of something, you can hardly convince her otherwise. SLI will adhere to her understanding of a situation. In business, she demonstrates prudence and a methodical nature. She tries to act with minimal force so as to attract fewer people. She is an opponent of bureaucracy and petty control. She can flexibly interchange the details, but strictly adheres to the main technological scheme.

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3. Role Function +T — Temporal Intuition

SLI forces herself to abide by promised terms, and she doesn't like to be late. She likes to catch up everywhere, managing her time wisely. She is afraid to be imposed on with an uncomfortable time schedule. In dealing with people, she demonstrates the wisdom of life. She shows her skepticism through specific humor and self-irony; however, in her soul, she still does not lose hope for success. In a critical situation with a sharp change, she does not panic, but instead seeks a way to gain time. She follows her inner flair for events. SLI feels dependent on the vicissitudes of fate. She takes on life shocks herself, trying to protect loved ones from them. However, it is difficult for her to sustain this load for a long time.

4. Triggering Function -R — Relations Ethics

Her mood depends on how she is treated by others. She trusts only deep affection and stable, time-tested feelings. In dealing with others, she sets the psychological distance she needs, and becomes very nervous if someone does not maintain it. She cannot tolerate intrusive people. She will not live or work in a psychologically unhealthy, arrogant group. The smoothness of relationships is an indispensable condition for a full life. Despite the scruples and long distance in communication, she is quite tolerant of human shortcomings and can forgive people without anger.

5. Demonstrative Function +P — Business Logic Working well with her hands, she prefers to repair things rather than throw them away. She is skillful in handling material resources. She has a technological mentality. She finds simple but effective methods for solving business issues. Before getting down to business, SLI thinks over several options to achieve the desired result and chooses the most economical. She works only in a convenient way. She notes those people who shrug or shuffle and thinks about how to get them to get down to business; however, she will do only what is strictly necessary herself. She masterfully manages tools and technical devices, and persistently improves

herself in any chosen activity. She hopes for quick results through the rational organization of labor.

6. Dual Function —I — Opportunity Intuition

SLI likes when her abilities and achievements are appreciated. If her results are not noticed or acknowledged, then her desire to try is lost. If her abilities are not needed for a long time, she can even become sick. She needs new, unusual situations to distract her from everyday life. If an event is uninteresting to her, she will not hesitate to do her own business or simply shut off. She needs to be cheered up and inspired, otherwise she relaxes and falls into melancholy. Without new exciting goals, her physical tone falls. In conversations with her, you need to talk in a language of compliments and praise to assure a speedy success. Her condition is optimal when success is just out of reach, although still possible.

7. Braking Function +E — Emotional Ethics Contrasting in the manifestation of her emotions, she is cool and immersed in herself like an iceberg in the ocean; on the contrary, she can become emotionally excited and energetic. SLI assesses human relationships by the degree of emotional manifestations. Stormy emotions are an indicator of instability and bad relations. During a conflict, she prefers not to get involved in the dispute, but simply to leave. However, if conflicting parties hurt her, she will respond in a harsh manner. She is not frank with strangers. She doesn't like when somebody tries to penetrate her inner experiences and dig into her soul. She should be understood without words.

8. Controlling Function -F — Force Sensation

She is critical of violence and coercion. She will not press anyone, but she herself will not submit to attempts of being dictated to. She does not like competition, and has no ambitions or career aspirations. SLI will not fight for power or try to claim a higher place. By observing the tempo of speech, manners, and appearance of a person, she determines their strengths and effectiveness in handling a matter. She can immediately distinguish bragging from real opportunities.

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She knows what amount of force and where to apply it to achieve a desired goal; however, she fails to effectively influence the painful points of another. She shows violence rarely and always under the pressure of external circumstances.

Recommendations for Self-Improvement

Your strength is an inexhaustible curiosity concerning the phenomena of the surrounding world. You aspire to be knowledgeable in different fields and willingly travel, while not just being an observer to the circumstances of life, nature and architecture. You have a well- developed sense of taste and measure.

The main value in your life is convenience, both in a physical sense and in relationships with other people. Crude manners, tactlessness, and lack of human warmth from those around you deeply wound you. You strive for inner emotional harmony and a healthy lifestyle.

Your other strong point is your logic, which allows you to conduct your business efficiently. You possess a well-rounded sense of what constitutes actual, concrete benefit. In your actions, you adhere to what is sensible. You steer away from useless projects. If some work interests you, you can develop a great working tenacity, acting in an accurate, steady, and measured manner. In such cases, you will think of all the practical details in advance and prepare all that is necessary, displaying ingenuity, industriousness and alacrity.

Your weak trait is an inability to express your feelings to other people, which may cause others to think of you as a cold and heartless person. Internal tensions that are inherent to you sometimes prompt flashes of anger and aggression when you find it hard to contain your emotions, and you may come to regret this later.

Since displaying emotional nuances is hard for you, you prefer to talk in a joking manner as opposed to sentimentality. Due to this, you can sometimes be misunderstood. You prefer to endure failures in silence and solitude. To avoid any misunderstanding of situations, try to trust your partner and talk to them in a serious tone.

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Another significant problem is your considerable propensity towards skepticism, which contributes to your pessimistic attitude toward the future. At times, you indulge in melancholy and gloom or lose your motivation and give up. Your apathy, in many cases, narrows your scope and prevents you from achieving more in life, which you can see from your personal experience.

It may be helpful to travel more often and seek changes, even in the details of your habitual way of life. New experiences may lead to an interest in history. Try to find a job to your liking, which will fill your life with meaning and will orient you towards the future. Enthusiasm for your work is a good cure for skepticism and apathy.

Don't let melancholy overtake you. At such times, go visit friends or go for a walk, to the movies, or the park. Spend more time around cheerful, enthusiastic people: they will charge you up with positive emotions and new impressions.

Dominant Subtype

Craftsman — Stimulator

Prototypes: Craftsman, hunter, contracted leader

Dominant SLI possesses good business qualities. She expects to receive specific, tangible results and won't undertake any useless work. Once carried away with an activity, she will develop greater efficiency in it. She

encourages colleagues and partners by offering favorable deals rather than by administrative coercion. She gradually expands her skillset once she achieves mastery and acquires new clients. She is able to create the conditions for work and rest for her group. She distributes total earnings in accordance with the contribution of each member.

Dominant SLI prefers to prepare for affairs in advance, thinking through everything needed in order to operate smoothly and quickly.

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She is very competent in managerial and commercial matters. She prefers versatility and is able to develop and adapt any tools and instruments. She copes well with prolonged physical activity requiring endurance and willingly does physical work. For her, it is important to have everything she needs at her fingertips.

Ready to come to aid at the first call, she sympathizes with others' misfortunes, but not through emotion; rather, by solving problems with actions. However, she can always reject people who betray her trust and never talk to them again. She doesn't cope well with being accused and loathes having to justify herself. Friendly relations between colleagues, co-workers, supervisors and subordinates are the basis of her success.

She is reluctant to come into contact with strangers and prefers to communicate with like-minded people who share her values. She will not compromise if she senses her position is more justified than others. She strives to be erudite in the areas of knowledge she encounters in life. In conversation, she justifies her argument with facts. It is very difficult to persuade her in disputes. She hates having to repeat the same information often.

Dominant SLI is characterized by imposing demands on her partners. She won't tolerate any familiarity. If she does not understand, she'll

withdraw into herself, becoming inaccessible. She is quite jealous and mistrustful, but tries to hide this behind a mask of indifference. After falling out with someone, she'll permanently shut down relations if her attempts at reconciliation do not end well.

This subtype cannot accept demands that exceed what was previously agreed upon. In such circumstances, she will be the first to break the relationship. She is responsive only to a welcoming and friendly attitude, and cannot stand hypocrisy or pettiness. She fulfills her obligations. She can always rely on friendship and work. She is compatible with diplomatic people who know how to ride out the rush of her emotions and listen to her opinion.

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Creative Subtype

Craftsman — Tester

Prototypes: Testers of new technical devices, masterful users of work instruments or weapons

Creative SLI is inventive and resourceful in addressing technical or domestic issues that arise unexpectedly. She is attracted to new, previously unencountered tasks. She is inquisitive, but on theoretical subjects she is not inclined to sacrifice her time and money. At the same time, she would be happy to test and verify the quality of consumer goods or samples that she finds in her hand.

New interests and situational changes raise her vitality, helping her to overcome the apathy that occurs periodically. As a rule, she does not like to rush things, but when she feels that it is time to act, she can adapt herself and others to the situation.

Included in her work are financial incentives, as well as risky businesses that promise unusual experiences. Creative SLI overcomes difficulties

thanks to her resourcefulness and wit, contributing to her self-affirmation. Her speciality is the execution of instructions, secretly and alone, free from observers. Stimulated by rapid and tangible rewards, she is fond of extreme and therefore technically viewed sports.

She respects capable and talented people. Having wide interests herself, she easily learns new skills. She takes risks for the excitement it brings and tests herself in rapidly changing situations, although she does not lose her mind or cross a dangerous line. She readily shares stories about her experiences with others. Creative SLI possesses a special sense of humor with a touch of self-irony.

Like no other subtype, she demands freedom in the choice of operations or actions. She knows how to seize the opportunities that save her time, changing the situation in her favor. She possesses good responses, but is dynamic and fast rather than forceful. She successfully takes part in defensive martial arts, although she does

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not seek to apply the skills to everyday life. Preventing fights is more important to her than getting involved in a brawl.

Normalizing Subtype

Craftsman — Thrifty

Prototypes: Skilled worker proficient in adjacent specialities, master of industrial training

When carrying out work that she enjoys, she is accurate and conscientious. She does everything without haste, yet quickly and properly. Despite her apparent inertia or slackness, normalizing SLI is persistent in achieving goals. She is good at repair work, as well as making revisions — the adaptations for specific operating conditions. She always

removes deficiencies if they are detected, understanding that the recognition of her mistakes provides room for learning. She highly values her work and will not work for pennies.

Normalizing SLI loves to observe how machines and mechanisms work. She is good at using schemes, templates, and guidelines in specific issues that lend themselves to analysis. Economical and thrifty, her goal is to make sure everything in her affairs has minimum waste; however, she has trouble seeing business prospects for the future because she can often take rash actions or abandon initiatives.

Although by nature undemonstrative, she will still get offended if her work goes unnoticed or unappreciated. She is skeptical, and is not seduced by slogans or chants. She won't tolerate vanity or being urged with enforced demands in an insulting manner.

Normalizing SLI is able to understand confusing issues and simply and effectively explain complicated things. Her actions are driven solely by common sense. She finds it essential to ask herself what the most rational options are. She values her circle of associates, is oriented to family, and is caring towards people close to her. She achieves high qualifications, but won't seek to hold high positions.

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She likes old and familiar things that can still be used. She looks after her health and outer appearance, selecting comfortable and functional clothing that does not pursue fashion and originality. She plans not only work, but also rest. If something does not work as it should, then rest will not bring pleasure.

Harmonizing Subtype

Craftsman — Crafty

Prototype: Independent artisan

Harmonizing SLI is mild and unobtrusive in conversation. Restrained in her display of emotions, she does not tolerate rudeness and is disgusted by bad taste and vulgarity. She is gentle towards others' feelings, so shortcomings are only spoken of at an appropriate time and in an inoffensive form. She finds it difficult to distance herself from boring conversations. If people violate her inner comfort or limit her independence, she may flare up in anger, though subsequently regrets this tremendously.

Being quite unsure of herself, she is inclined to doubt her abilities and capabilities, though outwardly this is hard to notice. However, insecurity disappears when she is involved in projects. She is sensitive about having her abilities judged and waits for praise from customers, requiring the expert evaluation of her mastery.

Harmonizing SLI is vulnerable to boredom. Monotony and routine can drive her into a depressive state. She needs to experience joy through various exciting and dynamic events. In order to disperse melancholy, she travels or sometimes takes nature walks. She rapidly assimilates new information, selecting what she needs, although gradually finds herself once again plunged into a melancholy state.

A connoisseur of sensations and aesthetics, she seeks pleasure in all its varieties. She needs convenience, complete rest, and quality products. She appreciates uniqueness and originality and dislikes

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conventional clothing. In her private place, everything is convenient, yet she does not like to encroach on the interests of others.

Physically quite sensitive, she can't handle heat, stuffiness, the sight of blood, or suffering. She is badly affected by violence. Unlikely to work as a surgeon or sit on an assembly line, she is suitable for work driven by

customer orders, individually preparing everything necessary for her workplace.

Harmonizing SLI suffers from mood swings, and this physically affects her working capacity. She dislikes efforts beyond her means and longs for a comfortable life free from intrusions. She is able to distance herself from conflict, showing prudence and diplomacy. She is quite appreciative of mutual compassion and friendliness between people.

This subtype is attracted to friendly, open, but unobtrusive people. She needs them since they help her to experience the joys of life and to overcome her natural laziness and apathy. She dislikes being the center of attention and won't show her feelings in front of strangers. She is reluctant to talk about her personal life, preferring to be understood without words.

She applies the minimum effort to achieve maximum results. You will never see her overexert herself, as she is the most energy-efficient type. Preferring to work alone, she gets results and works till things are complete and in a polished form. Her motivation is impossible to decode by words, gestures or acts, rather only through end results of labor.

intertype relations tables

UI £SI	SEI	' - IN	You/partner
Mirror	Activation	Dual	Identical	' _i -rn.
Activation	Mirror	Identical	Dual	i/i ES
Dual	Identical	Mirror	Activation	s ;
Identical	Dual	Activation	Mirror	'£ '
Half-dual	Kindred	Direct revision	Direct social benefit	m
Kindred	Half-dual	Direct social benefit	Direct revision	p~> . - t/»
Reverse revision	Reverse social benefit	Mirage	Business	' ie m
Reverse social benefit	Reverse revision	Business	Mirage	5
Conflict	Quasi-identical	Extinguishing	Superego	m m
Quasi-identical	Conflict	Superego	Extinguishing	P-
Extinguishing	Superego	Conflict	Quasi-identical	c m
Superego	Extinguishing	Quasi-identical	Conflict	m VJ
Mirage	Business	Reverse revision	Reverse social benefit	u> m
Business	Mirage	Reverse social benefit	Reverse revision	5
Direct revision	Direct social benefit	Half-dual	Kindred	m m
Direct social benefit	Direct revision	Kindred	Half-dual	

Intertype Relations

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LIE							
Quasi-identical	Extinguishing	Superego	Mirage	Business	Reverse revision	Reverse social benefit	
Conflict	Superego	Extinguishing	Business	Mirage	Reverse social	Reverse	s

						benefit	revision	
Superego	Conflict		Quasi-identical	Direct revision	Direct benefit	social Half-dual	Kindred	i
Extinguishing	Quasi-identical		Conflict	Direct benefit	social Direct revision		Kindred Half-dual	r-
Business	Reverse revision		Reverse social benefit	Mirror	Activation	Dual	Identical	£m
Mirage	Reverse social benefit		Reverse revision	Activation	Mirror	Identical	Dual	5
Direct benefit	social Half-dual		Kindred	Dual	Identical	Mirror	Activation	m
Direct revision	Kindred		Half-dual	Identical	Dual	Activation	Mirror	s
Activation	Dual		Identical	Half-dual	Kindred	Direct revision	Direct benefit	Vm
Mirror	Identical		Dual	Kindred	Half-dual	Direct benefit	social Direct revision	E
Identical	Mirror		Activation	Reverse revision	Reverse social benefit	Mirage	Business	Jm
Dual	Activation		Mirror	Reverse social benefit	Reverse revision	Business	Mirage	m
Kindred	Direct revision		Direct benefit	social Conflict	Quasi-identical	Extinguishing	Superego	r-£
Half-dual	Direct benefit	social	Direct revision	Quasi-identical	Conflict	Superego	Extinguishing	m
Reverse social benefit	Mirage		Business	Extinguishing	Superego	Conflict	Quasi-identical	mm
Reverse revision	Business		Mirage	Superego	Extinguishing	Quasi-identical	Conflict	to r-

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1 ILE SEI ESE UI EIE ESI SEE 1EI SEE III UE ESI EII IEE S Conflict Quasi-identical Extinguishing
Superego Mirage Business Direct revision Direct social benefit Mirror Activation 3

Q Identical Half-dual Kindred Reverse revision Reverse social benefit to

2 Direct social benefit Direct revision Business

i Mirage Superego Extinguishing Quasi-identical Conflict Reverse social benefit Reverse revision Kindred
Half-dual Identical O Activation O

S s Direct revision Direct social benefit Mirage Business Extinguishing Superego Conflict Quasi-identical 1

Reverse revision Reverse social benefit Half-dual Kindred (T3

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CZS Identical O Activation UJ

m Kindred Half-dual Reverse social benefit

i Reverse revision Quasi-identical Conflict Superego Extinguishing I

Business Mirage Direct social benefit Direct revision Activation O

S Identical 3

o S3 Half-dual Kindred i

Reverse revision 1

Reverse social benefit Conflict Quasi-identical Extinguishing Superego Mirage Business Direct revision
Direct social benefit Mirror Activation =3

O Identical

Direct revision — meaning you are the revisor for your partner. Reverse revision — you are under revision of your partner.

Direct social benefit — you are benefactor (the social request transmitter) to your partner.

Reverse social benefit — your partner is beneficiary to you (receives the social request from you).

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duality

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Dual Relationships

Dual relationships enjoy an interesting and hospitable communication that is never boring. Partners counterbalance each other, creating a feeling of psychological weightlessness. Partners do not have to control their actions or words; they can just be themselves. Due to the fact that responsibilities in every activity are distributed almost automatically, a lot of energy is saved for new tasks. Disagreements and disputes are settled not through a compromise — finding the middle line — but through cooperation; that is, opening up to the true needs of the other, not .contradicting yours, and satisfying them

This relationship is a complete psychological complement. It is the most optimal relationship for the life support of an individual. These relationships are also the most convenient, as there is no need for the parties to adapt to each other. When communicating with a dual type, a person can remain himself. There is a natural division of duties, and a person in such a couple has the opportunity to engage in the most feasible .and interesting activities for themselves

In dual pairs, there are rarely conflicts, and if they arise, they are quickly and painlessly resolved. Partners fit together like two halves of a torn photograph, which together make up one whole. But precisely because mutual understanding is quickly established and there are no internal sources of tension, duals do not immediately stand out among other people. The dual seems too simple and understandable, and therefore not worthy of attention. This is the first position that a person can take when they meet their dual for the first time. It is most often the thought of an extravert. The second position is when you say to yourself: “(S)he is too good for me; there is little chance I will be liked back.” This position is more typical for the introvert. Both these positions are found in people .who did not have the experience of dual communication in childhood

How does a partner feel when interacting with a dual? During communication with a dual, a person does not initially experience

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significant comfort. Everything is normal and does not cause any emotion. The dual is perceived as a shadow, as something completely natural and therefore meaningless. You may only perceive how much you need this person when you part with him. The loss of the dual is perceived and experienced by a person very acutely; for a long time afterwards, he may feel lost. Accustomed to the dual, and having acquired the experience of dualization, you begin to finally realize that his presence calms you and gives you a sense of security. With favorable subtypes, this effect is .further enhanced

Nevertheless, the importance of dual relationships should not be overestimated. This is the norm of this relationship for routine, everyday life. Having acquired duality, one of the partners may want more, namely, the social importance of his personality and some struggle or deviation from the norm. Within the framework of duality, this goal is not achieved, but without the security of dual support, it is extremely difficult to achieve social recognition for a person. In general, dualization is necessary only in two cases: first, when the very life of a person is at stake, that is, for survival in an unfavorable social environment, and secondly, when a person moves up the social ladder in conditions of sharp competition, i.e. .for a career

Recommendations for Strengthening Relationships In This Pair

First of all, properly allocate responsibilities. Do not impose your method of work on your partner. The relationship itself will lead you to becoming like each other. Periodically take breaks from each other. Remember that duality is characterized by recurrent quarrels, which are

based on mutual quibbles. As a rule, such friction always ends in
.reconciliation

Do not let outsiders get into your habitual way of life. Do not try to look
for logic in each other's behavior. Instead, rely on feelings that tell you
:how to be. The most important thing is to be true to yourself

activation

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it is impossible to control the dynamics of these relationships. Do not expect burning passion from a dual relationship. Dual relationships guarantee only sincerity and coziness; they are not meant for intellectual work. Instead, focus on social and everyday issues and you will feel the .effect on these relationships

Examples of dual relationships of sociotypes in fiction: Good duality — Levin (Craftsman) and Kitty (Advisor) in Tolstoy's novel *Anna Karenina*; unsuccessful duality — Anna (Mentor) and Karenin (Inspector) in the .same novel

Activation Relationships

Communication is interesting, but not deep within an activation relationship. Contact is not difficult to initiate, but it's just as easy to interrupt. To pay attention to a partner in an activation relationship for a long time, one must make an effort. The desire to initiate a discussion does not arise, since disputes end in resentment and psychological repulsion. Long-term interaction wearies both, leading to exhaustion on .both sides

These relationships are the easiest, as communication can start up almost immediately. There are no difficulties in communicating, which may pleasantly surprise the pair at first. Partners warm up to each other and encourage each other's activity. Such communication, especially with favorable subtypes, is very attractive. Contact here is established sooner than it is with a dual pair; however, over time, "overheating" occurs and fatigue is caused by the partner who is constantly activating the other. When this happens, you need to distance yourself from them. After a while, you may want to experience the effect of activation again. In this .way, these relationships can acquire the nature of a ripple effect

However, such pleasantness and ease of communication- which you really appreciate on vacation or in casual settings — is replaced by conflict when partners are accepted for joint daily business. It is

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unpleasantly hurtful when partners begin to give each other advice on weak functions instead of taking these problems on themselves. However, the usefulness of such verbal instructions cannot be denied. The only bad thing is that no matter how you treat your weak qualities, it is not possible to develop them in yourself the way you would like to. Another difficulty is that activators communicate information to each other in an unpleasant form. To one it seems too vague and fuzzy, and to another, on the contrary, too rough, grounded, or shallow. This is explained by the fact that in the activation pair, one person is always rational and the other is irrational; .however, the actual content of each other's information is suitable

Activation relationships are not suitable for everyday life since they do not provide optimal functioning. The parties' best time together is communication on holidays or in general during free time, when they need to rest rather than work. Thanks to the activation relationship, when two dual dyads meet each other in a quadra, they feel a pleasant excitement and elevation, creating a festive atmosphere. But too much contact or closeness depletes the activators. Doing one thing together is difficult because of the unreliability and unpredictability of the partner. Each one acts as he wants, completely disregarding the partner. One can never really rely on the other completely. The term "activation," in the fullest sense, is suitable for two introverts who together become more active and open. For two extraverts, it acts in the opposite way: calms, cools, and introverts this .pair

Recommendations for Strengthening Relationships In This Pair

Activators awaken each other's emotional energy, which must be given an outlet. The more emotional tension there is, the more people are involved in the sphere of these relationships. Partners should explain their actions from a logical point of view; otherwise, they cannot avoid mutual accusations. In this pair, one takes on the role

mirror

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superiority. Therefore, most often visit other people, theatres and
.museums, or just walk among people

Divide household duties and do not stress someone's importance. Identical relationships never give what partners expect from them; therefore, be ready for disappointment and adjust your plans to be more realistic. The unpleasant side of this relationship is that one party experiences a constant lack of confidence in their partner's attitude towards him. As soon as there are doubts about this, it is important to set aside emotions and use the language of logic to find out what happened. Without an understanding of the general pattern of the behavior of the partner, the explanation of the particulars will temporarily stabilize the pair. Do not be arrogant in this relationship. Do communicate
.democratically and with a sense of humor

Examples of relationships of sociotypes in fiction: Sisters Katya and Dasha Bulaviny (both have the sociotype Mentor) in the novel *Walking Through the Agony* by Aleksey. Tolstoy; Pierre Bezukhov and Natasha Rostova in Leo Tolstoy's novel *War and Peace* (both have the sociotype
(Mentor

Mirror Relationships

With the mirror partner, an interesting and even exchange of views takes place; however, there is a growing struggle for intellectual leadership, which eventually leads to one of them winning. The ensuing discussions then become more controversial and disorienting, but interest in the opinion of the other does not disappear, so the partners force themselves to return to their original positions. A much greater degree of
.reciprocity is found in joint ventures

This relationship gets its name because the words of one are reflected, as in a mirror, in the actions of the other. What one mirror loves to talk about, the other unknowingly implements in his behavior. However, such a

realization is never complete: the mirror turns out to be twisted, as each partner corrects or improves his actions based on

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completely different norms of behavior than the other partner. For this reason, there is always a sense of bewilderment, and sometimes even accusations made of each other. Each one strives to correct the behavior of their partner, but such attempts at re-education do not stand a chance of .success

On the other hand, if we take into account the purely verbal aspect of communication, mirror relationships engage in constructive criticism. The fact is that in a mirror pair, both partners are always either theoreticians or practitioners; therefore, they always have common themes for conversation and discussion. Each party sees only 50% of the same problem, so it's always interesting to see what the mirror thinks about the same issue. As a result of joint work, mutual correction and clarification takes place. Criticism is almost always constructive, since it can indeed be .taken into account

These relationships are well-suited for friendships based on common interests and hobbies. Mirrors are often good friends because they find it interesting to be together, although there is not enough frankness and warmth in communication. A truly warm atmosphere arises only when the dual of one of them appears, which is necessarily the activator of the other. The subtypes have a very strong effect on these relationships: if one of them has enhanced rationality, then for the stability of a mirror pair, a partner with a strong irrationality is needed. In the opposite case, they combine poorly, and teamwork is difficult because of the large difference .in pace

For family life, these relationships are undesirable: small goals of the partners coincide, while global or larger goals do not. Their ways of

achieving goals are different. At the heart of this lies the same mismatch
.of the first-order functions of rationality and irrationality

Recommendations for Strengthening Relationships In This Pair

In the mirror pair, it is crucial to debug the mode of solving current
household problems. It cannot be changed often; otherwise, there will

half dual

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be confusion. The partners then both grab for one thing or do nothing. In these relationships, observe the regime of closed communication, without outside observers and external interference. Subject any important event to a joint logical analysis. It is very important to come to a common opinion about the event as a whole. There may be discrepancies in the details, but .this is not dangerous

Do not try to discuss the relationship in emotional or power forms. Consciously give your partner the right to another point of view. Express .your good attitude in affectionate words and pleasant little things

The mirror pair needs a large degree of independence. Practice self-sufficiency; do not take anything into debt. It is better to have a modest atmosphere in the house, but your own. Relationships in this pair greatly strengthen joint intellectual work, at least at the level of solving crossword .puzzles and watching educational shows

An example of the relationship of sociotypes in fiction: Luka (Lyrist) .and Satin (Mentor) in Maxim Gorky's play *The Lower Depths*

Half-Dual Relationships

Half-dual relationships enjoy interesting communication, during which the partners are afraid to get closer to each other because they feel that the comfort will be disrupted. Having talked for a while, the interlocutors do not know what to do next. However, such a hitch is not discussed and attention is not focused on it. Sometimes in the behavior of each other they note unpleasant moments for themselves. In daily matters, duties are successfully distributed according to temperament. Differences in .opinions are resolved by compromise thanks to mutual concessions

This is a relationship of incomplete complementation. In discussion, understanding between the partners is good. Each other's aspirations are

clear. An extravert often does not listen to an introvert but continues to develop his theme — an incomplete

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complementation by verbal function. However, the introvert does not take offense at this. As a rule, it is possible to adapt. Half-duals always have a lot of topics for conversation and these discussions do not run out
.or become boring

Half-duals, especially if they are of the opposite sex, cause mutual interest, leaning towards each other, but somewhere halfway to rapprochement, one of them takes action that drastically destroys everything and returns them to the original boundaries. This means that there is no complement to the behavioral functions; only verbal ones,
.which is why they are only half-duals

Nevertheless, the partners do not take offense at each other, but calm down and again make attempts to come closer, only to stumble again on what would seem to be an even place. Looking from the outside, we can say that passion is boiling here, and true love is flaring up. This side of half-dual relationships is well-illustrated by the following poetic lines:
“And all the moths fly and fly to the fire, breaking against the glass, but
”.not losing their faith

The purpose of half-dual relationships is to tone up the partner, to support him constantly in a working capacity. A toning effect is achieved due to periodic shaking up, not allowing a person to completely relax. They can be compared to a douse of cold water when not quite awake in the morning. Comfort in communicating with such a partner is contrasting: the joy of rapprochement to the bewilderment and
.disappointment

Recommendations for Strengthening Relationships In This Pair

Be patient and do not force events. Remember that the relationship is characterized by a very slow rapprochement. Try to spend more free time together. In half-dual relationships, physical awareness and the desire for .close, tangible contact are intensified

Be caring towards each other. Avoid emotional instability and discuss ;conflicts in the relationship right away. Logic will help you

extinguishment

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it manages this relationship. Do not let mediators intrude. Do not impose your style of communication. Deliver one another from the negative psychological impact of conflict.

In half-dual relationships, disagreements occur periodically due to the fact that the partners are experiencing negative states caused by the same reason. In this case, try not to show any emotions — neither positive nor negative. Switch your attention to another subject instead.

An example of the relationship of sociotypes in fiction: Ivan Telegin (Analyst) and Daria Bulavina (Mentor) in Aleksey Tolstoy's novel *Walking Through the Agony*.

Extinguishing Relationships

Having entered into communication, partners in extinguishing relationships are drawn into a discussion during which they feel comfortable. The more active partner makes judgments, while the more restrained partner makes comments on them, making his own amendments. The style of behavior impresses both, provoking a pleasant surprise, as each partner thinks in a peculiar way. However, in the presence of third parties there is a real extinguishing — a partner hinders your attempts to develop a mutually interesting idea, challenging it. Everyone achieves the same goal in his own way. These paths do not interfere with each other: competition occurs only in discussion.

This relationship has an unstable distance: the necessary psychological distance is difficult to establish. This can be done only when the partners communicate with each other exclusively. The appearance of the third person destroys everything: a competition of reasoning (verbal functions) begins, sometimes growing into heated debates. Nobody wants to drop credibility in the eyes of listeners, because it is, as a rule, about the strong functions of partners.

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First, both are impressed by the manner of their partner's behavior in society, his cordiality and warmth. This helps move them closer together. When communicating in a group, the psychological climate suddenly begins to change. The introvert is gradually alienated. Relationships lose their warmth, become formal, and alertness appears. Both begin to regret the previous transition to a trusting relationship. An extravert feels misunderstood and treated with prejudice. This surprises the pair because when the two were together with mutual understanding, it would seem that everything was good. The introvert extinguishes the activity of the extravert: in his voice, accusatory intonations appear and he begins to sharply express himself towards the extravert and criticize him. The extraverted partner tries to respond with the same.

These peculiar relationships remotely resemble the alternation of half-duality with revision. In the more vulnerable position here is most likely the extravert: on the one hand, he feels he's being attacked — everything begins to be perceived at his own expense and he begins to fear an incorrect step, an exposure. On the other hand, he cannot see that his partner is a person that is generally decent and good. The avoidance of mutual accusations can only be reached by a high level of cultured partners.

Recommendations for Strengthening Relationships In This Pair

Comfort in these relationships can be ensured by communicating within a narrow circle of acquaintances or with like-minded people. With outsiders, there is extinguishment — challenging the opinion of another without any special arguments. Consciously take criticism from each other; take advantage of it in your plans, taking into account the criticism of the extinguisher will make your plans more realistic.

Involve a partner when you need to give a picky assessment or make a forecast for your projects. Do not expect the partner to actively participate in the implementation of your plans. Joint work

quasi-identical

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of a technological nature will proceed very slowly and according to a
.strict scheme

Do not discuss issues in the relationship in an emotional way. Give each other privacy, and then resume the relationship as if nothing happened. Be
.interested in new information that gives rich food for thought

Periodically discharge accumulating irritation through non- malicious jokes. From time to time, arrange delicious feasts with your favorite dishes and drinks. Treat each other with folk remedies. Combine your ideas for practical use, not for clarifying the truth. Look for answers to
.your questions in the experience of the past

Quasi-Identical Relationships

Communication in this relationship is often formal because the information received from one partner does not justify the other's expectations. To lead a tolerable discussion, one needs to adjust to the style of the interlocutor. It is very difficult for the parties to understand each other initially — the meaning of the statements of the other is only revealed after a time away from the problem. The partners formulate the same idea in different ways. Because of the impossibility to prove anything, there are misunderstandings and unproductive disputes. The
.result is an underestimation of the partner

It is a relationship of coexistence with complete misunderstanding of each other. Such coexistence can be peaceful, especially if the partners are logical, or go to the effort of clarifying the relationship if the partners are ethical. Of great importance is the coinciding of subtypes. Non-coinciding subtypes in communication with quasiidentical partners produces internal

tension and condemnation of the partner's actions. This, however, can pass, when partners are united by one business and depend on each other. The first concession is usually made by the irrational partner, and the .rational accepts it

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Quasi-identical partners usually do not hurt each other's weaknesses. Threats on the other's part are not felt, but neither is a feeling of equality with the partner: it's like being with a business relations partner at home. He seems less capable, but in those matters that you do not catch on to well, he achieves much more for some reason. Because of this, the self-worth of both suffers: this situation is perceived as an injustice

The most unpleasant part of these relationships is the inability to understand a person to the end. There is always the problem of "translating" a partner's information into the other's own language. The written word of a quasi-identical partner is almost impossible to read: deciphering his information takes a lot of effort and seems useless. His creations are not well-liked. A conversation with a quasiidentical, though not challenging, does not bring any satisfaction. It seems that he deliberately muddles, complicates or simplifies everything and goes on tangents. The main argument could be stated in a different, understandable .language

Quasi-identical partners can find common themes for conversation and be irate at the same things, yet they see the way out of a difficult situation quite differently. Over time, the regret of uselessly-spent time begins to haunt the pair; therefore, nothing particularly binds them, but they can part easily without regret. This is quite a colorless relationship that is well-suited to the saying "you have your own wedding, and I'll have mine

Recommendations for Strengthening Relationships In This Pair

This relationship is characterized by pronounced disagreement. The longer the parties communicate, the more difficult it is to understand each other's point of view. Understanding, at the level of logical comprehension, is a stumbling block in these relationships. Relationships weary, but the increase in fatigue is not felt right away. Some time after .communicating, one may be in high spirits

conflict

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It is recommended to invite quasi-identical partners to solve difficult, previously unheard of tasks. The tension in which quasi-identical relationships keep participants can lead to enterprise and business activity. Avoid haste in making responsible decisions, too, because in these relationships there is a lack of sense of the reality of what is happening. The relationship can be strengthened by a democratic, equal-footed sense of humor and an optimistic outlook on life. Although the apparent lack of trouble in these relationships is deceptive, a quasi-identical pair is not bad for carrying out risky or adventurous operations. Travel more often and explore the world together. Show interest in new items. Invent and try something new.

Conflict Relationships

This partner immediately attracts attention with some unusual impact on the other. If the areas of activity are disconnected, then communication is generally hospitable. The methods by which the partner solves his problems are of interest. When trying to work closely, his behavior becomes more and more disorienting. As a result of this disagreement, irritation accumulates, which can lead to conflict if the parties do not separate in time. This is the relationship of the underlying budding conflict. The degree of psychological compatibility in these relationships is the smallest, but this is not immediately apparent. The confliker attracts rather than repels: he evokes admiration in his partner by the development of those traits of character that the other is weak in.

At first, contact and cooperation seem possible to both, but there's always something wrong on this path. Thinking about why these attempts to find a common language do not succeed, one comes to the conclusion that the reason for the misunderstanding is not so significant and easily removable; with the application of a little more effort, he will understand.

One partner is haunted by an involuntary desire to gain the goodwill of the other.

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However, these attempts are nothing more than walking along the edge of the abyss. There is always a danger of falling into it and being dragged into sterile, exhausting disputes. In these quarrels, the confronters often verbally attack each other's most painful places. One person will want to prove something to the conflicting party all the time, to clarify or finish, and he, as luck would have it, does not want to understand. Over time this causes a dull internal irritation or nervousness.

The worst thing is that partners connected by conflict relationships, do not have mutual assistance in practice. They absolutely do not protect each other against an attack from the outside. It is not a verbal defense, but the ability to do that part of the work for a partner that is clearly beyond his power due to his weak functions. The lack of protection is especially acute in the conditions of a hostile environment. After parting with the conflicting party after long attempts to find a common language, one feels a sense of relief.

Recommendations for Strengthening Relationships In This Pair

These relationships give rise to a constantly-present internal tension. Over time, people bonded with these relationships become nervous and irritable. When interacting with the conflicting partner at a close distance, strictly distribute the duties among yourselves and perform them according to a solid plan. Rationalization will help you to restrain inner nervousness and direct the accumulated energy to useful things such as household maintenance or outside leisure.

It is recommended to cheer each other up through jokes and humor; however, it should be remembered that jokes should be made carefully and should avoid sarcasm. As soon as the tension has reached a critical point, leave your partner's territory; for example, go to different rooms.

Do not let mediators intrude in your relationship. Do household duties jointly, but do not do the same thing together. Avoid

kindred

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surprises and inventions, since a conflicting partner is likely to react negatively to them.

Stay loyal to the partner through feelings of duty and a strong-willed effort to suppress grievances and dislikes. Make it a tradition to celebrate the most pleasant moments of the relationship. By helping each other in the most difficult moments, both parties will be convinced of the responsiveness and effectiveness of these relationships in defending each other's interests against encroachments from the outside and the pressure of unfavorable circumstances.

Kindred Relationships

A partner in a kindred relationship can attract another only with formal communication, creating the appearance of understanding. After the exchange of information becomes boring with close contacts, there is tension due to the inability to destroy the established monotony. In these relationships, it is difficult to disclose oneself. In joint affairs there is mutual interference, as partners are guided by the opposite methods of action. As a result, respect for each other is lost.

This relationship is similar to the relationship between distant relatives who talk about things that are formally necessary in the given conditions, observing the laws of courtesy and hospitality, but do not want to delve into the details of their relationship with each other. Over time, these conversations get boring: it gives the impression that a person is tackling a problem at the wrong end or in the wrong order and does not want to take the other's point of view. Partners often tend to find some middle line, a compromise.

In a group, these relationships improve significantly because the partner's behavior in contact with other people is usually very attractive. In this respect, kindreds have much to learn from each other. There is no

doubt that there are also chances for training, since in this case it is just a question of the verbal and behavioral function of each of them. One can learn restraint, and the other, on the contrary, more activity.

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Kindred partners may contact each other for advice, but sometimes it turns out that the adviser himself starts to use the information received for his own purposes. As a result, the one who addressed remains with nothing, cast aside. The same case is considered by partners from different points of view — as if it would benefit the other and cause damage to themselves. Therefore, partners often seem egoistic to each other, although they do not directly make such claims. In a family, these relationships are heavier than revision relationships, since they generate distrust towards each other and do not give a sense of self-worth.

In the methods of doing the same work, there is also no mutual understanding. Their most developed behavioral functions are opposite. While they are on equal terms, they do not touch each other, especially if they are both introverts. When one is the boss of the other or there is any other inequality of position, this can lead to disagreements and conflicts, especially when the subtypes do not coincide.

Recommendations for Strengthening Relationships In This Pair

These relationships should not be rationalized. It is better if they develop freely, without restricting the framework. It is unacceptable to impose your point of view. It is recommended to consult each other for advice. Having adapted to your partner, do not change the nature of your relationship. You cannot experiment or push each other out of balance. You do not need to bother each other with your presence: allow for a temporary increase in psychological distance, which should not be feared.

In kindred relationships, complex plans can be implemented, but on the condition of relative independence from each other. Partners can learn a lot from one another, but control over each other's actions is unacceptable! Without trust, these relationships cannot exist stably.

Kindred relationships are directed towards the outside world. They are beneficially affected by acquaintances with new people and the development of their joint evaluation.

superego

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An example of relationships of this sociotype in fiction: Telegin (Analyst) and Roshchin (Inspector) in the novel *Walking Through the Agony*.

Superego Relationships

Communication in superego relationships is interesting, but too monotonous. Because of this, partners have to make a lot of effort to introduce an element of novelty and unusualness into the relationship. In this way, it is possible to achieve a fairly high degree of reciprocity for a time. However, over time, one partner begins to require more attention from the other partner than he usually gives, and therefore there are mutual reproaches and claims. Partners start to consider each other as egoists. Relationships should be very sensitive in order to equalize deviations from a sustainable situation over time.

This is a relationship involving respect for each other; superego, after all, means “super-I.” The partner is perceived as a distant and somewhat mysterious ideal. His manners and way of thinking are of interest. These are apparently quite cold relationships with inner sympathy for each other, so these relations are manifested at a long distance.

If there is no topic for conversation that would be of interest to both, the communication is rather formal. One partner wants to express his point of view more than he wants to listen to the other partner. This is because the topic of conversation always falls into the region of the leading strong function of one and the normative trained function of another, which is of little interest to listen to. There is an impression of understanding and interest in each other, although each suspects that it is shallow.

When the rapprochement has taken place, the nature of the relationship acquires a new, unpleasant side. Verbally, the level of understanding usually remains high, especially with matching subtypes. However, it turns out that the partner does everything to

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spite the other, either neglecting to warn the other of their intentions, or not listening closely to each other. Therefore, each does the opposite of what their partner expects. This can cause considerable controversy. The internal predisposition to the partner does not disappear; the hope that the ideal is still achievable does not vanish.

Whether partners are extraverts or introverts strongly affects these relationships. In the case of two extraverts bonded in the superego relationship, one is usually dissatisfied that the other pays little attention to him and is excessively preoccupied with extraneous affairs. In the case of two introverts, it usually seems to one that the other is too intrusive and will not leave him alone. In both cases, when they are close, there are misunderstandings and quarrels.

Recommendations for Strengthening Relationships In This Pair

These relationships require the flexibility and qualities of a diplomat. If one of the partners takes advantage of the other, the latter reacts sharply to the inequality. One should not try to win at the expense of the other: this will lead to a quarrel. Establish a mutually beneficial exchange of services.

Learn to understand each other in order to avoid touchy or painful subjects. Don't try to use logic to understand the reasons for a partner's changing behavior. Switch from one activity to another more often, and do so on mutual desire, without any preliminary plan.

Expand your circle of acquaintances, especially from other cities and distant places. If you feel that the relationship is exacerbated, emphasize the best side of the partner by giving compliments. Unite your efforts against external forces that are hostile to you.

Remember that in these relationships, two cannot be simultaneously active. Instead, constantly alternate the energy output of each partner. Do not engage in philosophizing and theorizing. Smooth the little emerging differences through compromise.

business

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Business Relationships

Communication does not cause much interest between business relationship partners. At first, there is respect for the partner. After a while, one finds that the partner doesn't highly value him and without any reason. Responding to in the same way, he tries to put his partner in his place to prove the opposite. Lengthy conversations grow tiring because there is no desire or strength to somehow diversify the «gray days» that .have come. Reciprocity is increasingly destroyed

This is a relationship of equal partners, However, they cannot be fully described as friends, but rather as comrades. Barriers in communication do not arise, and they can say anything to each other. In these relationships there is always a sense of security: each of them feels that the partner is non-threatening. This is very pleasant, especially if a person lives in an .unfriendly environment

In addition, the roles of each person are very visible — those qualities that a person tries to present intensively in society. Because of this, a game of cat and mouse is possible: deliberate alteration of pressure and then relaxation in conversation. The fact is that in such conversations, one always has an advantage over the other. It all depends on the topic of conversation. Within the framework of these relationships, joint business cooperation is possible, but it is effective only if the subtypes coincide; otherwise, verbal fun can develop into pressure on those qualities that a person wants to develop in himself. This pressure always comes from the strong function of the partner and seems to come out of nowhere, .unexpectedly

However, this kind of quarrel is infrequent. Usually, partners try to help each other. In every case, the request for assistance is perceived correctly, but the assistance itself is insufficiently intensive. Summing up, we can

say that these relationships have an average degree of comfort. One really
doesn't have anything against such

mirage

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a partner, but also doesn't have much 'for' the partner, either. There is a sense of a reasonable minimum, which reflects the satisfaction of communicating with an equal instead of a boring partner.

Recommendations for Strengthening Relationships In This Pair

Since these relationships lead to power competition, one must recognize the right of a stronger or more experienced leader. Discuss the logic of future actions, but fulfill them individually according to the agreement reached. Otherwise, there will be great friction and a desire from each to impose his own method of action.

If neither party analyzes the results of activity during the periodic stand-offs, then mistrust can accumulate and lead to suspicion of the partner. There are accusations of unethical behavior and a desire to annoy each other. Since the relationship is logical and managerial in nature and conflicts of interest are inevitable, the pair should not discuss the relationship, especially alone. In the event of a conflict, separate for a while and let each other consider what has happened. Switch to another activity. At the same time, the leader should demonstrate a good attitude towards the other, or at least pretend that nothing has happened.

Mirage Relationships

In mirage relationships, communication is not so much interesting as it is useful. Comfort is felt only during the calm periods of communication, and disagreements and disputes can arise quite suddenly. When both fall into a stressful situation, the balance is broken: one cannot calm the other. Unpleasantly striking is that one partner sometimes rudely interferes in the other's affairs without any warning. The result of this can be a vigorous discussion of the relationship. One partner often does not approve of the things the other does. Discussions are unproductive.

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This is a relationship of relaxation. None of the intertype relationships are as relaxing and yet discouraging for the partners as the mirage. With a mirage partner, it is pleasant to relax or discuss extraneous topics. One person seems to diffuse, deconcentrate, or turn into a shaky mirage. With such a partner, you does not feel like doing business. It is difficult to cooperate on a business level in such a relationship. The motives of each other's actions are completely incomprehensible. What the partner is striving for seems unessential, not worthy of attention. The partners expect an entirely different response from each other; therefore one slowly pushes the other out of his business plans. Partners seem to play a broken game of telephone. This kind of communication from time to time can look very funny.

The introvert in this pair tries to get rid of the extravert's attempts to impose his opinion and wants to achieve a certain autonomy. An extravert, however, wants to make a "normal" person out of the introvert. Both are critically attuned to each other's abilities.

Tensions in these relationships, as a rule, are short-lived. Partners are drawn to each other because at times the relationship becomes very good and warm. This happens when they speak little on specific topics, but do more work together. Discussion of the results of successfully completed work inspires them, but with new attempts to get down to business again, the partners face the same difficulties. Together they can't achieve much because of the inability to concentrate and work at full strength.

Recommendations for Strengthening Relationships In This Pair

These relationships are classified as spontaneous. It is meaningless to demand the consistency of behavior or to force a partner to do any work against his will. Relationships allow joint work of a technological nature, but the business activity of an entrepreneurial nature in them is problematic.

social benefit

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Do not look for logic in each other's behavior. It is better not to argue over who is right, but to talk thoughtfully about life and its complexities. Mirage relationships have a relaxed and dreamy attitude. They benefit from humor, an optimistic mood, and warm communication in a narrow circle with elements of refinement and aesthetics.

Do not demand strict obligations from each other. Relationships are stable with mild forms of behavior, sparing regime. Be aware of the mood of the partner and adjust to it. In these relationships the dynamic of the leader and the follower will be formed. Discuss together strange, mysterious phenomena that cause curiosity. When one starts some activity, the other needs to pick it up without any special questions.

Social Benefit Relationships

The first partner, called the request transmitter, or benefactor, looks at the second, called the request receiver or beneficiary, from the top down, as the inferior, underestimating him. The second (the receiver) looks at the first, on the contrary, as a person of interest and meaning, overestimating him at first.

The beneficiary can enjoy in the benefactor, firstly, his behavior, his manner of holding on, and the ability to easily do what the receiver is striving for, and, secondly, the way he presents his thoughts and his creativity in society. The beneficiary, in the presence of the benefactor, involuntarily begins to fawn upon him, to please him for some strange reason. It starts with small things, and then more and more is done, until the beneficiary starts to restrain himself. From the outside, it is perceived that the beneficiary somehow justifies himself in front of the benefactor.

At the same time, the beneficiary finds in the behavior of the benefactor unpleasant and annoying moments. Those features that the benefactor displays in order to look good in society attract attention

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to himself and penetrate into the subconscious of the beneficiary, awakening in him a vague desire to eliminate those conditions that cause the benefactor to suffer or behave so unnaturally. However, the beneficiary is always confused, not knowing exactly what needs to be done. The issued order is not an individual one, but a social one, i.e. behind it the problems of the group of people in which this pair is included are hidden.

From the outside, the relationship of social benefit is perceived as one of equals that is conflict-free. The initiator of the relationship is almost always the request transmitter (benefactor). The beneficiary senses from the benefactor's side some kind of soul inclination. The benefactor tries in every possible way to encourage the beneficiary, to take care of him, and to support him as much as possible. The reverse response usually only happens at first. Attempts to reach an agreement with the benefactor on an equal footing are not successful; the feedback does not improve the situation. The request transmitter, alas, does not hear the request receiver. As a result, the receiver moves away and tries to keep a distance, or even to impress the other in some way by using his strong function, which for the benefactor is only the subject of periodic care.

Thus, these relationships can be called patronage relationships in the absence of feedback. Over time, it can grow into the beneficiary almost completely ignoring the benefactor. Coming to such a situation means that the social request is fully realized as a social one.

Your type	You are social request transmitter (Benefactor) for:	Your are social request receiver (Beneficiary) from:
Searcher (ILE)	Mentor (EIE)	Administrator (LSE)
Mediator	Inspector (LSI)	Humanist (EII)

(SEI)

Enthusiast
(ESE) Advisor (IEE)

Marshall (SLE)

Analyst
(Lil) Craftsman (SLI)

Lyrist (IEI)

Mentor
(EIE) Politician (SEE)

Searcher (ILE)

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Your type	You are social request transmitter (Benefactor) for;	Your are social request receiver (Beneficiary) from:
Inspector (LSI)	Critic (ILI)	Mediator (SEI)
Marshall (SLE)	Enthusiast (ESE)	Entrepreneur (LIE)
Lyrist (1EI)	Analyst (LII)	Guardian (ESI)
Politician (SEE)	Administrator (LSE)	Mentor (EIE)
Critic (ILI)	Humanist (EII)	Inspector (LSI)
Entrepreneur (LIE)	Marshall (SLE)	Advisor (IEE)
Guardian (ESI)	Lyrist (IEI)	Craftsman (SLI)
Administrator (LSE)	Searcher (ILE)	Politician (SEE)
Humanist (EII)	Mediator (SEI)	Critic (ILI)

Advisor (IEE)	Entrepreneur (LIE)	Enthusiast (ESE)
Craftsman (SLI)	Guardian (ESI)	Analyst (LII)

Direct Benefit (Social Request) Relationships

Communication is a bit strained, but attractive, because in his partner one sees the implementer of his plans. Therefore, he looks for ways to adjust to him to gain his trust. This happens only when he manages to catch his partner off-guard when he is distracted or relaxed and does not control his actions with consciousness. When he leaves his hypnosis, the partner often understands that he has been used to some extent, after which there is usually a cooling off period. Having discovered the weakening of his influence, he takes measures for more subtle adjustment. For this reason, communication takes on a pulsating character.

Reverse Benefit (Social Request) Relationships

Communication is not so much interesting, as it is one partner trying to improve and mobilize the other. The opinion expressed by the partner, as well as his behavior, are perceived critically. If there is

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silence, one experiences discomfort. Sometimes it seems that the partner does not take into account something or does not notice and then you apply energy to pay attention to it. There's not very much one wants to learn from this partner, but he offers this or that case anyway. How much he manages to interest the other partner, determines whether the relationship remains or not. Having been convinced that the partner supplies valuable information, he uses it with great benefit for himself.

Recommendations for Strengthening Relationships In This Pair

Such a pair, if it wants to integrate, should not be concentrated on itself. When the receiver is closed, he begins to resist the actions of the benefactor (the phenomenon of a reverse benefit). If you want to set a reverse benefit (control), you need to surprise your benefactor with an unexpected fresh idea, but do not require an immediate evaluation or response. Instead, simply retire. After considering your offer, the benefactor will most likely accept it.

In this pair, do not allow yourself to fail each other: fulfill your promises, do not disrupt planned activities, and be up front about your intentions. To establish a direct benefit, you need to adjust to the receiver to *show* a good attitude towards him and take proper care of him. Comfort in these relationships is reachable as the result of joint psychological work. The receiver should not dramatize events. It is better to express your emotions through a mediator who is able to reconcile extremes or, at least, to console.

Social Revision Relationships

This is the second type of asymmetric relationships. The revisor constantly watches the revised partner, paying attention to his weak spots. It seems that the revisor constantly wants to find out what the revised does and how. The revised often has the impression that he is

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being watched all the time, like a laboratory rat. However, this does not mean that the revisor necessarily verbally indicates to the revised his shortcomings. The revised internally feels that the revisor can do this at any time and therefore at first feels some tension in his presence. The revisor seems to be a significant, important person, and how he acts is worthy of attention. The revised wants to achieve recognition from the

revisor as his praise is very much appreciated. However, the revisor constantly underestimates the revised, whose thoughts and deeds seem insignificant to him, which provokes resentment. At first it stimulates action: the revised wants to prove to the revisor his usefulness, but all attempts are of no success. The revisor seems self-satisfied and petty, he quibbles and tries to teach and re-educate.

The revised seems interesting and capable, but he lacks something. He should be helped, to be given a prompt, but all the advice is useless. The revised does not perceive the advice, which further strengthens the desire of the revisor to re-educate him. The revised seems stupid, but not because he cannot implement the advice (in reality he can't), but because he simply does not want it. This causes the revisor to periodically become irritated. The revision relationship can be called the relationship of the revisor's custody over the revised, which may be very intrusive for the latter. Sensing his vulnerability, in public the revised is inclined to make attempts to get out of this care: he tries to wound the revisor, argues with him, and tries to give him instructions. However, such attempts usually do not end with any result. The revisor, as a rule, does not take offense at the revised, and continues to further educate him. These relationships are well-illustrated by the analogy of a mother to a naughty child.

The revision pair is sometimes very enmeshed. The thing is that both of them feel their social importance: the revisor as a guardian- benefactor without whose care and instructions the revised will die, and the revised as an object of supervision, whose value is recognized in this way. In the relationship of social benefit, this feeling is much less, since the benefactor does not attempt to re-educate his beneficiary.

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You are reviser for: You are revised by:

Your type

Searcher (ILE)	Inspector (LSI)	Humanist (Ell)
Mediator (SEI)	Mentor (EIE)	Administrator (LSE)
Enthusiast (ESE)	Craftsman (SLI)	Lyrist (IEI)
Analyst (UI)	Advisor (IEE)	Marshall (SLE)
Mentor (EIE)	Critic (ILI)	Mediator (SEI)
Inspector (LSI)	Politician (SEE)	Searcher (ILE)
Marshall (SLE)	Analyst (UI)	Guardian (ESI)
Lyrist (IEI)	Enthusiast (ESE)	Entrepreneur (LIE)
Politician (SEE)	Humanist (Ell)	Inspector (LSI)
Critic (ILI)	Administrator (LSE)	Mentor (EIE)
Entrepreneur (LIE)	Lyrist (IEI)	Craftsman (SLI)
Guardian (ESI)	Marshall (SLE)	Advisor (IEE)
Administrator (LSE)	Mediator (SEI)	Critic (ILI)
Humanist (Ell)	Searcher (ILE)	Politician (SEE)
Advisor (IEE)	Guardian (ESI)	Analyst (UI)
Craftsman (SLI)	Entrepreneur (LIE)	Enthusiast (ESE)

Direct Revision Relationships

Communication attracts partners to the direct revision relationship by giving one a sense of self-worth based on some superiority over the other. In the case of unjustified actions or statements on his part, which you find unacceptable, you involuntarily suppress deviations from the goal. Fearing that the partner will be offended, you try to restrain yourself. There is a desire to help your ward, to take care of him. If the partner understands that your actions are not caused by personal dislike, but by fear of disorientation, then he will change the behavior in the direction you want. If not, then the relationship may end in a break.

reverse revision

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Reverse Revision Relationships

The partner is very attractive because of his way of thinking and style of behavior. From him comes generally interesting and valuable information, which, however, seems incomplete and requires clarification. When trying to express comments to a partner, a dispute usually ensues, as a result of which criticism, although not immediately, is largely taken into account. If the partner tries to impudently impose their opinion, the relationship may end in a break. If the relationship is established, the partner will develop the habit of contacting you for advice on those issues in which you demonstrated your competence.

Recommendations for Strengthening Relationships In This Pair

These relationships are of a twofold nature. If the revisor is more active, and the revised person obeys, then they have an instructive- educational characteristic (direct revision). But if the revised person resists the actions of the revisor, then the relationship acquires the characteristic of fault-finding and control (reverse revision).

These relationships are stable only with a calm, balanced nature of communication. Avoid surprises, jointly plan the day, and make each other aware of changed situations. Relationships should be clarified face to face, without violent emotions. The revisor should patiently give the revised information about the facts, so that he can calmly analyze them and make conclusions. The revised appeals to the revisor with his personal problems. The revisor condescendingly comforts him by justifying his behavior in a difficult situation. The revisor must protect his revised from attacks, defend him, and help to establish relationships in the sphere where he enjoys influence.

Take into account the critical attitude towards each other. The revised does not criticize the revisor entirely, but his specific actions. The revisor,

on the contrary, forgives the auditee for specific flaws, but criticizes his position or beliefs as a whole.

subtypes system dcnh system

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The patterns of functional interaction are manifested not only at the level of types, but also at the level of more subtle differences in subtypes. That is, relationships between types are supplemented by relationships between subtypes.

In the next section, let's consider subtypes and then interfunction relationships based on this more subtle, yet sometimes even more visible in interactions, level.

The Subtype Theory: DCNH System

After you detect a particular type, you may have the following question: why are people of the same type so different? This question has been pondered long by each socionist practitioner. Why do two carriers of the same psychological system, having an identical structure, display different patterns of behavior in an identical situation?

Conduct a simple experiment. Gather 3-4 people of the same type, any type. Give them any available task (jointly solving an intellectual puzzle, making something, an acting situation, etc.) and observe their behavior. You will see that, despite the shared type, some will be more active, others more passive, some more resourceful, and others more reserved, etc. Most interesting is that the greater the number of representatives of the same type you gather, the more differences are detected between them. Thus, the depth of the typology can be extended further.

Such situations should not be surprising. In the mind of a real person — the type carrier — is almost always an admixture of some other functions than this type. It is this admixture I call subtype or the type variant. We encounter such a phenomenon in other sciences as well. Recall isomerism — the ability of chemical compounds, unaltered in their composition, to form substances with different properties. Type variants are a kind of

psychological isomers, just as the existence of subspecies within a species is a completely normal phenomenon.

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Purely theoretically, the subtype is achieved in two ways. The first way is through the introduction of special polarities (dichotomies). By relation to the customary type features, they concretize character, thereby serving as low-level factors. I call this method combinatorial- dichotomous.

The second way examines the strengthening of various functions within the same socionics model. It is a fact that functions are not equal to their positions — the hierarchical place in the psyche's structure. A single location of function, that is occupying the same position in the socionics model's functions, may have completely different degrees of severity. This fact, according to the logic of this approach, forms the subtype peculiarities in behavior. This concept in contrast to the aforementioned combinatorial-dichotomous approach can be called functional-positional.

Combinatorial-dichotomous and functional-positional concepts do not contradict one another but complement each other. Therefore, specialists of the Humanitarian Socionics School use both of these approaches. Everything depends on the goal that the researcher assigns.

Another important preliminary question that cannot be ignored is how many subtypes should be allocated? The answer is that the number of subtypes should be smaller than the average size of the groups being dealt with. In small groups — bottom tier collective hierarchy — it's sufficient to distinguish between four to eight subtypes. We will consider such a system that includes four subtypes.

How To Identify The Four Subtypes

This degree of detailing (subtype theory) is needed in case you have, for example, the problem of selecting one of three or four similar candidates

for a vacant position with approximately the same qualifications, or several representatives of the same type working together and one of them is to be assigned the leader.

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In private life, sometimes you have a choice to make favoring one of several dual acquaintances. Each of them are good in their own ways; therefore, it would be desirable to maintain them all. But even if you are willing to talk to them all, you still have to figure out for yourself what way to approach each one, how intensive dialogue must be in each case, what problems to deal with together with this dual, etc. Refusing to prioritize will create a chaotic communicative system, and it will eventually collapse.

Polarities Defining a Subtype Within a Type

First polarity: *contact/distant*

Contact in the subtype means, first, the willingness to draw closer to a problem in the event of stress, accepting the challenge face to face. Distant is the avoidance of direct confrontation, a need for distancing from the problem's source. Those people who have contact subtypes, in times of stress, are invigorated and excited. When the situation is reverse — for example, if a stressful event makes the person freeze or lose their foothold — such a person should be categorized as having a clearly distant subtype.

Second Polarity: *terminal/initial* Under terminal, we understand the capacity for closure, following from the start to the end of a project or relationship, and a tendency to streamline. The initial subtype, as the opposite, has the ability to initiate, to switch easily to a new activity and multitask in things and affairs. This is somewhat like the familiar dichotomy of rationality/ irrationality. However, it would be wrong to think that any rational's home is kept in order and that he has clear plans, as well as that any irrational discards everything and is weary of planning.

In reality, between the extremes are often found two intermediate gradations.

People belonging to the terminal pole are firstly pronounced rationals, and then secondly, structured irrationals. Initiating behavior will have pronounced irrationals and unsystematic rationals.

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Third polarity: *connective/ignorative*

Basically, this scale represents sensitivity to changes in the external environment. Connective subtypes are very sensitive to such changes, and ignorative subtypes, as the name suggests, don't pay attention to them. Combining these three polarities, we get the following four subtypes:

- Contact, terminal, connective — dominant subtype (D)
- Contact, initial, ignorative — creative subtype (C)
- Distant, terminal, ignorative — normalizing subtype (N)
- Distant, initial, connective — harmonizing subtype (H)

Subtypes can also be called function types, as they are produced on

the basis of strengthening separate functions in the given type during the psyche's functioning process — as in how one responds repeatedly when facing some kind of life challenge. Furthermore, functional types are not so firmly fixed: under enough external pressure and sufficient internal motivation, they may change. In other words, people can upgrade their type to a subtype, or vice versa, go a step lower and surrender their positions through a downgrade of their type.

- Dominant subtype functioning is characterized by the following features of behavior in groups: he is designed to compete, is often

recognized by others as the leader, sets clear objectives, and is focused on his ambitions, although he claims the contrary. He agrees only to temporary compromises and needs a victory. He acts decisively in complicated situations, exhibiting high performance and indicating who should do what. He's an authoritarian, but not in the details. He communicates with a wide range of people, but possesses only a small circle of close friends.

- Creative subtype functioning is characterized by the following features: an increased need for change, the search for new directions and allies, an obsession with originality, rebellious and individualistic behavior, pugnaciousness, and ignorance of common standards. Also, he is characterized by impulsivity, as well as an aversion to lengthy procedures.

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- Normalizing subtype functioning behavior manifestations are the following: commitment to accuracy, compliance with rules, discipline, efficiency and persistence in familiar work, but lack of flexibility and indecision in extreme situations. Patience, attention to detail, and conservatism also define the normalizing subtype. He has a narrow circle of trusted friends.

- Harmonizing type functioning is characterized within a group by the following: externally he looks calm, though easily loses internal balance even from little exposure; anxious, though he hopes for the best and focuses on proportionality and simplicity. He is emotionally sensitive, compliant, and avoids conflict, and at the same time at close distances can be irritable. He is tolerant for the sake of habitual comfort. He is generous and able to empathize with the weak. Many try to reach him, but he prefers to slip away.

Strengthening of Several Functions

Strengthening of the linear-assertive functions (E & P) — in any type — forms the dominant subtype, whatever position this pair occupies within the sociomodel. These functions reinforce each other on the principle of resonance: excitement (state E) requires work movements (state P), and people moving physically inevitably “start up” emotionally.

Strengthening of the flexible-maneuvering (flexible-adaptive) functions (I & F) leads to the emergence of the creative subtype. Opportunities intuition (I) simultaneously resonates with force sensing (F). Creative people are rebellious and prone to having the power of originality (and sometimes folly).

Strengthening of the balanced-stable functions (L & R) creates the normalizing subtype. Structural logic as a set of formal rules is supported by relational ethics, which are guided by informal norms and traditions.

Strengthening of the receptive-adaptive functions (S & T) develops the harmonizing subtype. These functions are enhanced as

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pairs because they have similar energy. A state of physical relaxation activates the flight of imagination and vice versa.

Patterns of Behavior In Autonomous Groups

The four subtypes listed above were discovered experimentally. This was done by observing the behavior of participants in an autonomous group of four identical types.

Dominants cope the best, compared to others, with the leader role. Creatives are generators of ideas. Normalizers are the “door- closers” or finishers. Harmonizers are the correctors.

The Humanitarian Socionics School (HSS) team checked for the presence of these informal roles in a number of experiments carried out as early as 2006.

If the group doesn't have four, but three people instead, then one person combines two roles. The most successful combinations are leaders and idea generators, and finishers and harmonizers, since they are closer according to energy. Although in life there are many, even the most unbelievable, combinations.

If a small group is made up of different types, the distribution of roles starts to be influenced not only by the subtype but by the actual type factors. However, the factor of the "broad" type as evidenced by our observation, at close communication distance is more background than foreground.

Subtypes are felt and fixated across behavioral responses on specialized testing conditions. Once in such a situation, the subject was compelled to demonstrate such traits as perseverance or resourcefulness, savvy or tractability.

This practical application is only beginning to be established. The primary challenge is the selection of tasks that are equally effective and able to be addressed in any four ways or conversely, clearly specialized according to a solution method.

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Do Subtypes Affect Intertype Relationships?

Certainly, the subtype's influence is considerable, especially with extensive close contact in formal environments. The following polarities are seen most clearly:

- By the present leader: symmetrical relationships (equal, without a specific leader) versus asymmetric (unequal requiring a fixed leader)

- By the relation direction: attractive versus repulsive relations
- By the place and time of action (additional polarity): sequential relationships versus relationships of parallel actions

I want to emphasize that the relationship characteristics noted above are not abstractions, but experimentally verifiable concrete parameters.

Combining these polarities, we get the following picture of compatibility:

1. Symmetric attractive relationships, conventionally called complement subtypes perform the same role as the duality between core types. Complementary to each other are dominant and normalizing (D & N), as well as creative and harmonizing (C & H). These relationships occur between opposite subtypes. Having a harmonizing or soothing nature, initially it is difficult, but partners increasingly begin to appreciate the advantages of their different roles, which is provided by these relationships. The tougher the living conditions, the stronger they become.

2. Symmetric repulsive relationships, known as subtype identity. Their nature — creative competition — arises between identical subtypes. Initially this causes a mutual elevation, but in the dyad, eventually growing differences and mutual disappointment begins. Serious testing of each other's strengths begins, which these relationships usually won't pass. They are useful for duplication, redundancy, and preparation of progeny.

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3. Asymmetric attractive relationships. These are analogical to benefit relationships but on the subtype level. Their character includes nudging unilateral activation. D-subtype dominates the C-subtype; that dominates the N-subtype; normalizing, in turn, dominates the H-subtype. Paradoxically, the harmonizing subtype controls the dominant; thereby, the circle closes. The included relationships are the main drivers of group dynamics.

4. **Asymmetric repulsive relationships.** The subtype inhibition (similar to relationships of revision). This subtype is characterized by control within the framework of one-sided braking. It is opposite in direction compared to the subtype benefit relationships. It is also beneficial in situations of correcting or fixing errors. Dominant audits harmonizing. Harmonizing audits normalizing. Normalizing impedes and corrects creative. Creative overrides dominant. And here comes the closure of the loop, just in the opposite direction of the vector of subtype benefit.

And now a brief conclusion on relationship specialization between subtypes:

1. Identical subtypes contribute to overall development and advancement (awareness, training, generation of ideas in their field).

2. Request (benefit) subtypes are most suitable for social activity, intensive work, and overall expansion.

3. Revision subtypes are specialized for psychological stabilization and balancing dreams and reality; they are best suited for friendship and education.

4. The dual (complement) subtypes offer physical compatibility (life, everyday communication, and intimate relationships). The next step will be distinguishing the eight subtypes. Such

an aim becomes realistic when the group grows to seven or eight participants. For the eight subtypes, differentiation of the additional scale *primary/secondary* is added. It reflects the hierarchy of personal needs.

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Theoretically, we need to count as many as seven such differentiations (including the three polarities discussed above). But let's leave the whole spectrum of subtype dichotomies and concentrate on this one for now.

Any behavioral type can serve by sequence to primary or secondary group needs. Primary needs cover exact, current tasks such as food, health, accommodation, family, intimacy, etc. Secondary needs are higher goals such as career, social status, cognitive and spiritual life tasks, etc. Through the experiments, we can see these subtypes taking the specific inner role in the group of eight identical types:

- Primary dominating creates the role of Motivator or informal leader while secondary dominating creates the formal leader or Mover role.
- Primary creativity gives the role of Connector while secondary creativity gives the role of Innovator.
- Primary normalizing gives the role of the group's Conscience. Secondary normalizing becomes the Coordinator.
- Primary harmonizing role leads to Designer while secondary harmonizing becomes the Expert.

Our socionic school usually defines the octal subtype not by dichotomies, but by one of the eight socionic model functions being strengthened. The pattern is as follows:

- The strengthened E function forms the demonstrative- artistic behavior. It corresponds to primary dominating through the emotional pressing or the ability to inspire through scare tactics. Primary dominating among animals manifests itself in bright coloring, noisy shouting, and impressive mimics or gestures.
- The strengthened P function forms persistent behavior. This is secondary dominating, creating business leaders stubbornly and persistently moving toward the goal.

Both of these behavior models can often be observed together, combined into a role mask. This testifies that dominating is a holistic process, even when being expressed through two different varieties:

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- The amplification of the function F forms an excitable behavior. This is treated as a primary, instinctive creativity. It gives a nonstandard, quick solution in an extreme situation that is critical for survival.

- Strengthening of the function I forms affective-labile behavior. This is a secondary creativity associated with intellectual fantasy and non-standard ideas aimed not at getting out of the impasse, but in solving the problems of the future.

Both of these functions often work in conjunction as two sides of a single innovation-implementing process:

- Strengthening of the function R results in alarming and suspicious behavior. This is the primary normalizing, which does not require a formal fixation of rules based on tradition.

- Strengthening of the function L leads to the formation of formal pedantic behavior. It is secondary normalizing to meet the needs of the group. It is based on regulations, instructions, and official laws.

Both of these patterns of behavior can act together, strengthening each other. Conscientiousness and a pedantic attitude to one's duties are considered two sides of normalizing behavior:

- Strengthening of the function S leads to the formation of asthenoneurotic behavior. This is the primary, vital harmonization associated with the value of bodily comfort.

- Strengthening of the function T forms a fenced off and self-immersive behavior right up to autistic behavior. This is the secondary harmonization of the spiritual-mental level.

Both of these models of behavior are equivalent. That is, they often develop together and strengthen each other, such as for the meditation you need to relax the body.

If we move further according to our algorithm, then the next step of subtype detail would be broken into 16 subtypes. So far, I've only come across them when solving problems of vocational guidance, when it is

necessary to select a profession for a person at the intersection of different spheres of activity.

Comparing DCNH to Other Quaternion Typologies

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Comparing DCNH to Other Quaternion Typologies

Prehistory

The DCNH system appeared back in the late 1990s when I realized that a socionic type is too broad a category to explain a person's behavior with a limited set of certain fixed qualities. Since I was worried not by the information metabolism, but by the actual actions of people in specific situations, I quickly discovered that the type is variable in a very wide range. Among representatives of the same type, the differences are so great that an independent external observer will not agree to attribute them to the same mental makeup.

While conducting trainings and experiments on socionics, I noticed that during the formation of a group, there is an inevitable distribution of internal roles, and the role that each person will eventually receive will depend not so much on the individual's type as on the functions that are stronger for that individual than the other participants. In particular, in order to become a stable organizational leader, you need to have strengthened business logic (P) and/or force sensing (F) in your functional profile. In this case, you do not need to have the type of SLE (Marshall) or LSE (Administrator).

Such an intensification of the complexity of functions led to the fact that representatives of any type had new dichotomous features that did not coincide (or rather, only partially coincided) in their meaning with Reynin's well-known features.

The first new dichotomy, which I discovered, concerned human behavior in the situation of solving problems requiring long-time effort. Some behaved in these conditions as sprinters; that is, they made a spurt, and if the task was not resolved, they dropped it. Others behaved like

stayers; they showed endurance in bringing the task to completion. I called this polarity “initiality/terminality.” The number of types, taking into account the two newly-formed variants, increased to 32.

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Then the behavior in a stressful situation was added to the experiment, which is expressed in the dichotomy “contact/distant.” Contact types in situations of sudden danger went to rapprochement with the enemy or an obstacle, while distant types tried to distance themselves or ignore the problem, preferring not to wreck their nerves.

The typology expanded to 64 variants of the psyche.

If we accept only the new dichotomies as basic ones, then we will get a complete and easy-to-use quadruple model. So there was a system of four functional types: dominant (D), creative (C), normalizing (N) and harmonizing (H). I emphasize functional, as they arise in the process of functioning in a specific communicative environment and are not related to the innate and unchanging structure that a standard socionic type has.

Later I discovered that there are dozens of similar typologies, although less typological from the point of view of socionic methodology. With the most famous of them I will make a comparison. My goal is to show you the advantages of the DCNH system for application in modern socionics, which can take into account intratype differences.

CPI

The first system similar to DCNH is the typology that emerged within the CPI (California Psychological Inventory) questionnaire. The California psychological personality questionnaire was created by the American

psychologist Harrison G. Gough in 1951. The last version of CPI-462 (Gough, 1987) contains two research dimensions: first, whether the person is norm-favoring or norm-questioning, and second, whether externally or internally focused. These factors are very reminiscent of our dichotomy of orderliness (the poles of initiality and terminality) and dichotomy of contact (contact-distant poles), respectively.

Combining these factors, four psychological types are distinguished. This is how they are characterized in the CPI. Alpha

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are active individuals oriented toward interpersonal interaction and productive and focused on achieving life goals. This type of person clearly corresponds to the dominant personalities in the HSS. Beta is an internally-oriented person who adheres to the set of norms and values established in society. Obviously, they correspond to the normalizing subtype in the HSS. Gamma is a person who focuses on external interaction, but is able to ignore the dictates of norms and make independent decisions. In general, they are similar to the creative subtype in the HSS. Delta is an internally oriented individual with a good imagination who is inclined to reflection and prefers to make their own decisions. This characteristic is close to the harmonizing type in the HSS.

The CPI-based typology is firmly rooted in Western practice and is widely used in the workplace with personnel. It is believed that it predicts well how successful the company's employees will be in mastering specific professional skills. I would like to draw your attention to the fact that American MBTI organizations actively use the CPI methodology in addition to 16 standard Jungian types. In fact, it helps them to describe the difference of people within a type, so it plays the same role as that assigned to subtypes in the HSS. Thus, this active practice led American

specialists to the threshold of Typology 64, which was created long ago in the HSS.

DISC Typology

A second system similar to DCNH is called DISC. Its representatives say that they study not types of personality, but styles of behavior, which helps them to avoid excessive claims on theoretical depth. This typology was created by the American scientist William Moulton Marston (*Emotions of Normal People*, 1928). According to DISC, there are *only* four styles of behavior. They are defined by two dichotomies: first, how a person perceives the environment in which he acts (either favorable or unfavorable), and secondly, how a person reacts to this environment (actively or passively).

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By combining the poles of these dichotomies, we get four styles. Style D (dominance) displays active behavior in a hostile environment. Such people can be characterized as competitive, aggressive, resolute and result-oriented. They like to take responsibility, control the situation and hold power in their hands. At the same time, they can be persistent, imperious and even rude. This style clearly corresponds to the dominant functional type in the HSS.

The style I (influence) displays active behavior in a friendly environment. This style is inherent in people who are talkative, sociable, optimistic, life-loving, unpredictable and full of enthusiasm. When interacting with other people, they tend to be positive and benevolent. However, they promise more than they can fulfill. This style is similar to the creative functional type in the HSS. The only difference is that the function of emotions in relation to intuition is overstated in it.

Style S (steadiness) is passive (reactive) behavior in a friendly environment. The person of S-behavior is calm, patient, modest and unhurried, always ready to help, loyal, a good team member, attentive listener, flexible and reliable in a relationship. This corresponds to the harmonizing functional style in the HSS, only with a greater emphasis on the ethics of the relationship.

Style C (compliance) is passive (reactive) behavior in a hostile environment. Characteristics of this style are accuracy, consistency, caution, orderliness, and an analytical approach. They focus on the task and perform work in a high-quality manner. At the same time, they are unduly concentrated on details and are cold, picky and slow in communication. This fully meets the normalizing functional type in the HSS with an emphasis on structural logic.

Here is an example of a question with corresponding answers from one of the DISC tests: “If you decided to jump with a parachute, for what reason?”

A. *“I met very interesting people who are engaged in parachuting. They persuaded me to join.”* — The answer of harmonizing subtype.

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B. *“I need to go through this to achieve an important goal for me.”* — The answer of dominant subtype.

C. *“I generally like risk, adrenaline. I want to know what I’m capable of.”* — The answer of creative subtype.

D. *“They consider me to be quieter. I’m always in the shadows, I keep silent. I want to prove to myself and others that I’m not a coward or weak person.”* — The answer of normalizing subtype.

PAEI Model by Ichak Adizes

While doing research and experiments for forty⁷ years, the business consulting specialist Ichak Adizes came to the conclusion that any management team should perform four functions. If all four functions are performed properly, the organization will be effective in the short and long term. Using figurative language, he compared the functions with the “vitamins” necessary for any healthy organism.

What are these functions? Are they similar to our functional types? First, let’s define each of the “vitamins” through the two dichotomies that Adizes operates within. The first dichotomy is effectiveness/ efficiency. The second dichotomy is short-term/long-term.

Vitamin R, according to Adizes, is necessary for the effectiveness of the organization in the short term. This type is called Producer. Producing is the production of the main result of the company, which consists of satisfying the needs of customers for the sake of which the company exists. Why do people turn to your company? What services do they need? What is your usefulness? Evaluate this function in the company by the number of people who return to purchase its products or services.

Vitamin A is necessary for the company’s efficiency in the short term. The function Administering, or administration, is needed to maintain order in to organizational processes: the company must do the right things in the right order. If the cost of meeting customer needs is lower than the price that the customer is willing to pay for a product or service ($P > A$), the organization is profitable in the short term.

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Vitamin E ensures the effectiveness of the organization in the long term. For long-range results, Adizes believes, a seer is needed. It determines the course that the organization must follow. Such a person is ready for preemptive actions in the condition of constant changes, which makes the company innovative and advanced. This is a functional type of Entrepreneur — an entrepreneur who approaches the business creatively

and is ready to take risks. If this function is performed successfully, the products or services of the organization will be in demand from future customers.

And, finally, Vitamin I ensures the efficiency of the organization in the long term. This function provides Integrating — integration, i.e. creates a communicative atmosphere and a value system in which people act together and will not allow anyone to become so indispensable that his departure will call into question the viability of the whole company.

In the event that one of these roles is not performed or performed poorly, the organization is ineffective both at the current moment and in the future. In particular, if the P-function is unsatisfactorily performed, sales volumes are reduced and many customers remain unsatisfied. If the A-function is poorly performed, then the organization bears unjustified losses. If the organization does not cope with the E-function, new products are delivered to the market with a delay and are not in demand. If the I-function is not implemented, the company has serious problems when the leader leaves it.

In conclusion, I will add that Adizes' method is applied all over the world in companies with sales ranging from \$2 million to \$2 billion, including Coca-Cola, Bank of America, Volvo, Visa Inc., and many others. But the four types used by Adizes practically coincide in meaning and in the behavior attributed to them with our functional types. The P-type is nothing but our D, the A-type corresponds to our N, the E-type differs little from our C, and the I-type of Adizes is an analog of our H. The letters are different, but the meaning is the same.

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Hormonal Typology by Helen Fisher

American anthropologist Helen Fisher, as a result of 30 years of research, came to the conclusion that a person's psychological background

up to his preferences in choosing a partner is determined at the biochemical level, namely through hormones that dominate his body. Love, even in everyday communication, by people of logical mentality is often called chemistry. And Helen Fisher, in my opinion, is a logical sociotype.

In any case, Fisher believes that the love affair arises under the influence of four hormones — dopamine, serotonin, estrogen, and testosterone.

Dopamine is a neurotransmitter that motivates a person to apply the maximum effort to achieve difficult goals and to quickly satisfy desires. It causes strong positive emotions when getting the desired result. Lack of enthusiasm and self-doubt are connected with the lack of dopamine.

Serotonin brings a stable good mood and helps one feel their own worth and stability in life. Its deficiency leads to alcoholism, depression and suicidal behavior. Many antidepressants contribute to the production of serotonin.

The two remaining hormones have a pronounced sexual effect on the character of the person. The hormone estrogen is responsible for the soft feelings of tenderness and kindness and the corresponding complaisant behavior, and testosterone is for passion and sexual attraction, as well as for the tendency to compete for a sexual partner.

The four psycho-hormonal types of Helen Fisher are characterized as follows:

1. A person with a predominance of the hormone dopamine is called the Explorer. In personal relationships, he will strive for new impressions. He experiences passionate but short-lived love. This feeling does not last long: it flares up in the period of courtship and then quickly dampens. The fact is that dopamine pushes a person in search of new acquaintances and fresh feelings.

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Keeping the Explorer next to you can only be achieved if you are constantly changing for him with something unusual.

For those familiar with the HSS, it is not difficult to determine that the psycho-hormonal type of Searcher corresponds to the Creative functional type in the DCNH system, in the profile of which the functions I, E and F are jointly amplified.

2. A type that has a strong serotonin action is called a Builder. Such people are opposed to the Explorers. Fisher argues that the Builders are trying to build a strong relationship, and their love is strong and deep. Serotonin-driven people are the most reliable partners who value family and traditions. Serotonin forms a calm and stable type of personality, which differs by constancy. In all spheres of life they have their own order. As Fisher notes, boredom can become the only drawback of relationships with such people.

In the description of the Builder, we easily recognize our N-normalizing functional type, which has the greatest conservatism. His psychological formula includes the strengthened functions L, R and S.

3. Individuals with a high level of testosterone received from Fisher the name of Director. As a rule, they are determined and self-righteous people who are selfish in their relationships, and sometimes even despotic. The director seeks to start a family, but the relationship in it should be formed only as they see fit, that is, with his leadership. Fisher believes that this can be both an upside and a downside because depending on other characteristics of the personality, such people become either good «heads of the family» or tyrants. (ENTER)The director corresponds to the dominant type in the HSS. his psychological formula includes a strong combination of strengthened functions F, P and E.

4. And, finally, the fourth, estrogen type is the Negotiator. The hormone estrogen gives it those character traits that are commonly

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considered female. The negotiator is rather soft and flexible and inclined to compromise. The life of such people is rich in feelings and worries due to close attention to relationships. Such people usually engage in creative professions, and they are very sensitive and vulnerable and need patronage. They are all those who love spiritual fellowship more than carnal pleasures.

In this brief description, our H - harmonizing functional type clearly emerges, the psychological formula of which includes the strengthened functions T, R and S.

A few words about the applicability and prevalence of the typology of Helen Fisher. In 2005, she was invited by a team from the dating site Match.com to develop the new Chemistry.com dating site based on her test and the compatibility prediction model between the four psycho-hormonal types. According to data for 2013, more than 8 million people participated in this test.

Structural and Functional Typologies

In the literature on personality psychology, it is customary to assume that typology is a system with rigid fixation of positions. That's why the developers of the DISC system, for example, emphasize that it is not a typology. But I have not yet come across assumptions that hard and soft approaches can be combined. This combination underlies the HSS concept of a solid core and a soft shell. Or, if we consider this concept in a system-wide plan, then it removes the "structure-function" dilemma known in psychology by diluting the preponderance of one pole or another over different layers of the psyche. Usually, clear and complete structures refer to typologies.

Recently, the focus of socionics has shifted from rigid structures to the study of volatile functional manifestations of the type, although not everybody in the field of socionics realizes or recognizes it.

This began to shift in two ways. I shifted in the first direction by freeing the function from the determinism of the structure, expanding the scope of conservative socionics. This is the path of functional

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socionics, which captures the variability of the type, the dependence of its manifestations on time and environment.

Other schools of socionics (the majority) remained in a rigid structure and began to supplement the dynamic part of the psyche with extraneous models. In other words, they chose the path of “filling holes” in the bottom of orthodox socionics that had not passed the test by storm. Drawing on all the new psychological models to fit them into the old socionics, they do not suspect that the fate of the Ship of Theseus is being prepared for them. As in the well-known ancient paradox, replacing the decrepit parts of the ship with new details over time, they will see before themselves a design that will still be called socionics, but in which all operating mechanisms will be foreign.

Which of these solutions is better? Time will tell. The main thing is that socionics does not dissolve among other typologies.

Of course, I have touched only a small fraction of the quaternary typologies that existed before and now appear under new names. Many of them are beautifully decorated and attractively submitted but very poorly developed from the point of view of socionic methodology. On a positive note, there is now an active demand for a practical personality model, adapted to work with people in a dynamic network society. Although for a deeper penetration into the psyche, of course, one single simple typology is indispensable.

I will summarize some of the results. It is easy to see that despite some differences in the interpretation of features of certain types, the models considered in my report as a whole are the embodiment of the same invariant psychological system. I think that the next logical step in the

typology of the individual is to test the hypothesis of invariant functional types through neuropsychological studies on modern equipment. I emphasize once again that we are talking about types of a more specific level that arise due to the stable interaction of certain groups of functions, regardless of the 16-type structure of the psyche.

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The Big Five

There is another typological system, on which I want to dwell particularly. Rather, it is better to attribute it to those theories of the psyche that dew the personality as a certain set of universal traits of different severity. It presents not types, but continuous scales — conditional analogies of socionic dichotomies. In addition, there are five, not four, as in the usual socionics.

The typological approach has many opponents. It is quite common to criticize MBTI for the fact that it works with subjective preferences and does not have the predictive power of a person's success in this or that field activities. See, for example this (<http://www.vox.com/2014/7/15/5881947/myers-briggspersonality-test-meaningless>): “Analysis shows the test is totally ineffective at predicting people's success at various jobs.» Another article (<https://www.theguardian.com/science/brainflapping/2013/mar/19/myers-briggs-test-unscientific>) makes a similar point: “The Myers-Briggs Type Indicator (MBTI) is used by countless organizations and industries, although one of the few areas that does not use it is psychology, which says a lot.”

The MBTI test is opposed to the five-factor model — the Big Five. Perhaps the criticism stems from the fact that the Big Five was derived from extensive empirical material through a mathematical procedure of factor analysis, and the Jungian and MBTI typologies are more the deductive theory that its creators project onto psychic reality.

What is the Big Five? The primary test that implemented this concept was the “Personality questionnaire evaluating neuroticism, extraversion, openness” or NEO-PI, which was designed by American psychologists Paul Costa and Robert McCrae in the 1980s. The personality structure is represented in it as a set of *scale* scores based on five factors, the first letters in the name of which are added to the abbreviation OCEAN: Openness to new experience, Conscientiousness, Extraversion, Agreeableness and Neuroticism.

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The full version of NEO-PI-R (1992) contains 240 questions (5 factors x 6 aspects in the factor x 8 questions). The transit time is 45 to 60 minutes. The compact version of the NEOFFI test (2004) contains only 60 questions; the passage time is 10 to 15 minutes. There are also versions of 75 questions. One of the latest tools for testing the Big Five is the BFI (Big Five Inventory, Berkeley Personality Lab, 2007-2009). This test can be completed online. These methods are protected by copyright, but are free for research purposes.

The correspondence of the first four scales to the Jungian poles of the dichotomies arises by itself. Openness to new experience resembles a socionic intuition. Conscientiousness is analogous to rationality. Extraversion has the same name. Friendliness in meaning corresponds to socionic ethics. Just do not think that the tests of the Big Five will allow you to determine the type. These are just approximate analogs and not complete correspondences with socionic traits. For instance, it is clear that ethics are associated with friendliness, but not every friendly person is an ethic.

These scales, from the point of view of socionics, are complex. That is, it is more or less widely represent the markers of Jung. But in this case

I'm much more interested in the fifth scale — neuroticism. What does it correspond to?

In orthodox socionics there is no such independent scale. But in Humanitarian Socionics, for a long time there has been a scale of initiality/terminality, which I introduced back in the 1990s to describe subtype differences. Initial subtypes, indeed, are more nervous and chaotic than terminal ones. This measurement has long been used by me in practice. I have repeatedly pointed out that subtype differences strongly affect real intertype relationships, making them more compatible in one case, and more conflicting in the other.

While some socionics developed an information metabolism, the fifth dichotomy was actively used by modern MBTI schools,

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particularly by NERIS Analytics Limited. In this organization, the scale of initiality/terminality is called “identity.” The poles of this dichotomy are Assertive vs. Turbulent. You can easily recognize in assertive/terminal, and in turbulent/initial variants of the type. More information on this part of their theory can be found at <https://www.i6personalities.com/articles/identity-assertive-vs-turbulent>.

While my theory of subtypes was persistently denied as having no relation to socionics, or, at best, was hushed up, Western typologists independently rediscovered my subtype dichotomies. Unfortunately, there is a high probability that Typology 64 will one day come to us as another Western development, although I have been trying to *convey* this discovery to the socionic public since the 1990s. Not to mention the fact that two years ago, four brochures were issued for the participants of the SHS, one for the description of the subtypes of each quadra. Their content is fully presented in this book.

The descriptions of four subtypes of each type became available to the public in 2014.

Four Dualization Scenarios

People clash and interact through functions, not through the types.

The dualization scenarios cover the *interfunctional*, not the intertype interactions. That means the scenarios are not strictly attached to the types — carriers of the corresponding functions in their ego block (the two most strong functions). The scenario can unfold on the basis of first, second, or any of your accentuated functions: basically, you can be involved in the scenario on the basis of absolutely any function. You have all of them, but in different model positions. So the scenario you are involved in, can happen to be any, and even the role can change in different relations — yet, there is a tendency,

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of course, to play a scenario corresponding to your strong or strengthened functions which is more likely to be your typical or chosen in current relations.

For example, let's take the type ESE: most typical will be E or S roles in scenarios. Yet, if we add that you have in your profile strengthened I function, you can also be involved in relations enjoying the I role.

The scenarios are called dualization scenarios because the interactions described involve exactly dual functions and describe how the dualization happens in each pair, by functions. As already mentioned, it doesn't mean the person exhibiting dual functions is necessary a carrier of your dual type.

For these scenarios to work, not only type is taken into account, but also subtype and accentuated functions. The latter is sometimes even more visible and influential in human interactions than the deep type core itself (and than the rough intertype relations per se). To look at the personalities

as a combination of different levels will be more useful than reducing the perception to the type only.

In practice, all the functions go into relations of attraction, repulsion etc., out of which the intertype relations happen to work. The dual functions' interaction is positive, usually giving basis to most common romantic relations, so usually this type of intertype and intersubtype interactions awakes the most burning interest; therefore, it is explained here in special detail. Yet, all the intertype relations are based on the combination of such interfunctional interactions, and every intertype example can be explained in detail in the same way. Basically, in each type of intertype relations there are involved a number of interfunctional interactions. If the person is your real dual, he will exhibit non-conflicting signals — all of the interfunction interactions will go in concord. Yet with a half-dual you will receive dualization by first function, but surprises on the next interfunction interaction levels. Additionally, there is also the matter of the different amounts of time each person is able to devote

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to each functional state — even the first function can be exhibited not persistently (however, with experience you will certainly see this “prism” of values each type uses to see the world).

To reiterate one more time: everything that follows mostly involves types with strong functions that coincide with the described role (program function L in the type-L role in relations, etc), but can involve types with strengthened functions (the functions can be strengthened from any place of the model, even the most unusual).

Dominant and Normalizing

I. Scenario E — L

If a person has strong emotionality, they fall into the category with the attitude “passionate.” Such people, or E-types, are characterized by being enthralling, inspiring, amorous, and vivacious. Passion is the same as amorousness, but not necessarily in a person; rather, in some important social idea or idealized vision.

E-types are talkative and noisy, frequently talking and feeling good around company. Quite expressive and well dressed, they typically look smart. They create emotional fields of varying quality around themselves, often alternating from cheerful and euphoric to dramatic and scandalous. Passionate people are fanatic with convictions that have a profound effect on others, drawing them to their causes. This is what I call the first type of dominant behavior, a nature of dominance with emotional motivation.

Their dual opposites are restrained, not characterized by stormy surges; they are seemingly passionless people. They have a good command of logic internally and are constantly analyzing what is happening. We shall call them cold-blooded, or L-types. Coldblooded people are often silent. They are drawn to maintaining silence, reflecting on their thoughts. They cannot tolerate noisy company, people who gather for the sole purpose of having a ruckus or fun and excitement.

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Some people think that the passionate will never meet and get along with the cold-blooded since the latter will defend their viewpoint with emotionally-directed, indomitable desire, yet their opposition will insist on a dispassionate and rational decision. However, this occurs only in dispute situations between two extraverts. In that case, the energy pattern of the dispute would be different.

Cold-blooded people will listen to passionate types without interrupting. Only occasionally will they calmly ask clarifying questions. After an emotional outburst, the passionate subside, and cold-blooded types then express their balanced view. It will be an assessment of both the positive and negative side of the incident, as the second phase will be concluded on either the reasons that led to the problematic situation or their possible consequences.

Passionate people are passionate; they are perfect for illuminating ideas. Not necessarily noble ones; sometimes only the most common ideas, but with plenty of promises which therefore make them very attractive. Without a clear sense of what's going on, without an explanatory view of the world in which everything is classified and given way, their life is aimless. They feel the need to find meaning in what is happening and a clear indication of their position and goal, to which they must move. Such an explanatory diagram or "local map" is given only by the cold-blooded partner. At the same time, a cold-blooded type needs passionate energy in order to create abstract structures and mental constructs that are colored in, picked up, advertised, and illustrated by lively examples.

This E — L scenario occasionally becomes quite simple in appearance. A good thinker profoundly versed as an expert in a particular speciality, the cold-blooded person is simply inert to actively move forward. A

passionate partner will ignite and motivate the cold-blooded in order to help promote them further up the career ladder. They will only succeed when encouraged and emotionally stimulated, persuaded against doubting their abilities.

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2. Scenario P — R

People with strong business logic are organized and distinctly hardworking. They are good organizers, active, enduring in stamina and require clearly laid out rules. This style of life is heavily attuned to business, and adherents are Business types or P-types. This is the secondary type of dominant behavior.

Business people see themselves assuming the role of the breadwinner, which ensures the survival of their families in a world of fierce competition for scarce resources. Moreover, do not assume that this psychological characteristic is exclusive to men. In today's society many gender stereotypes are already shattered, so the business woman is not shy about being in a relationship with a man while taking the active role if born that way.

Emotive people, or R-types, because of the way they are mentally conditioned, have no distinctive ambition or categorical opinions and rarely assert their personal initiative. They never separate themselves away from their team, constantly regarding traditions and common group values about what is acceptable and wrong. Emotive people do not like competition; they would rather follow those proven to be capable, dynamic leaders.

Sincere, responsive and compassionate by nature, in difficult circumstances, they will not leave without aiding the needy. This quality is not the product of upbringing; it is their inner psychological drive. Feeling

their connection with others, emotive people seek to preserve and increase the bond that justifies their group's existence.

On the other hand, for the same reason, emotive types reject radicalism and experimentation and minuscule edits in their work, creating something dramatically new. But such a person can accurately repeat a set laborious actions, gradually improving and perfecting them. They are invaluable on vacation when you need to relax and clear your head from thinking about work.

Business people are the bearer of initiatives and entrepreneurship in its purest form. They actively seek change, improving circumstances.

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Introducing into society diverse innovations and improvements is their primary psychological drive. They will never tolerate a state of stagnation where nothing happens.

The natural function of business is rigor and focus on results — provided by their ability to subjugate other people by being the conductor or the organizer. At the same time, business types feel less of an emotional bond with their group compared to other people. It is easier for them to sacrifice people than to allow the collapse of an organization or the business to fail.

For business people, it is extremely important to have a loyal partner, who is loyal not only to them but also to the causes which they are promoting, sparing no effort. Being under constant pressure because of the competition, business people want to have someone close who can be trusted and is easy to share problems with and be understood. In other words, they feel a strong need for a sturdy supporter. And such a guarantee can only be provided fully by the emotive type.

Creative and Harmonizing

I. Scenario I — S

There is a psychological category in people assigned as infantile. It applies to those who neither want or cannot for psychological reasons become adults. These individuals maintain the same energy in life they had as children for many years. Despite their biological age, they behave typically like children or teenagers: they live with their parents to care for them, don't want to go to a boring job, are given to their passions, and aren't eager to take family responsibility.

They unconsciously hope that others will love them for their originality and creativity. These types of people are what we shall call unique or special, usually hardly tolerating everyday life's routine due to their extreme youthful infantilism.

Wherein lies the difference between infantile living and the psychologically mature person? In fact, in the eyes of the infantile,

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there is only one main character — himself. Infantiles live for self-expression. Connecting with the infantile — the cult personality of a single person — calls for a maternal, caring attitude. Infantiles in their extreme form resemble spoiled children who expect that mom or dad will grant their every desire and delight in their next antics.

Infantiles see themselves as inimitable, endowed with special talents and uniqueness. And in fact, that is often the case. The incentive that motivates them will be summarized with the word “unique.” Boring monotonous work is something they cannot engage in for prolonged periods. For them, it is like psychological torture.

In extraverted infantiles, there is often a reckless love for risk present, demanding full freedom and the desire to surprise others with unusual actions. It should be noted that these people have a drive with energetic

curiosity and fearlessness, precisely creating pioneers and inventors. For many onlookers, this seems fascinating.

Girls of this type often do not play with their peers, but rather with the boys. They have little interest in clothes, hairstyles or jewelry. They do not fit into conventional gender norms attributed to girls; instead, they nourish their appetite for risk and adventure, getting excited by something new and forgetting their promises.

Teachers do not know how to deal with unconventional children; active, infantile types who neglect social demands. They struggle to instill in them docile behavior. Their parents are often advised to consult psychologists, frequently about hyperactivity.

On the other hand, there are types of people willing to turn a blind eye to the egocentrism and infantile antics for their talents, and because of that they never get bored. These are called caregivers. The function introverted sensation S is strongly pronounced, complementary to extraverted intuition I. Introverted sensation is precisely responsible for those who give parental care and create comfort.

Caring people by nature, at heart, caregivers delight in the infants' fearlessness, which seems unusual but is nevertheless quite

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an attractive personality. They do not just forgive them for neglecting household duties but also agree to attend to them, as a squire behind a brave knight or as fans for their idol.

Caregivers believe in infants and know how to lead them to address those issues that are not solved by standard methods. With this approach, infants do more than is expected of them. Caregivers create conditions that allow for the realization of infants' innate qualities, respecting their mission of inquiring into mysteries as well as exploring the unknown.

They care with concern about their uniqueness, treating them not as children, but as “guests from the future,” asking nothing in return necessarily, feeding them, grooming them, and preparing sleeping quarters. Herein caregivers find the path to the heart of the unique.

The next step is to not just get along with the infantile, but to become his close friend. You need him to start developing. Under his influence, you can gradually get rid of your stereotypes, fear of losing respectability and boldly experiment with new. Infantiles are waiting to have their ideas and initiatives picked up and developed, brought to fruition.

If you do not play along with the infantile, if you question his ventures, you should not go along with his risky experiments. It will only lead to a bad experience in these relationships. Although people see the caregivers’ role as indentured servants or infantiles as overseers, this can be warranted only in one case — if the infantile is doing something truly unique for the whole society, and no one can replace them in this role.

2. Scenario F — T

The type of people with pronounced force sensation (function F) are characterized by periodically discharging irritation with aggressive reactions. At such moments, it’s best not to interfere. Therefore, we call this type enforcers or assertors.

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In everyday life, assertors can be calm and even relaxed people who are happy for extended periods due to neither being hungry nor provoked, though the transition to an excited state can be quite spontaneous when hungry or experiencing any jolt triggering a role switch. In other words, if their mind short-fuses, it automatically triggers natural instincts.

This triggered impulse immediately excites assertors. Their breathing and pulse increases, and the body is mobilized and enters a state of combat readiness. Such provoking factors for enforcers is often dramatic shouting or coarse language, but also the demonstration of fear.

Obviously, for assertors, intimacy and devotion are closely intertwined. In their furious struggles, assertors require loyalty, devotion, and sacrifice in order to satisfy their instincts. Therefore they want compassion and affection. This scenario is directly related to the phenomenon that the Swedish criminologist Nils Bejerot described after the hostage crisis in Stockholm in August 1973 as “Stockholm Syndrome.”

Many still do not understand the reason some hostages develop a psychological attachment to their captors. The point here is that they trigger victimization, function T — introverted intuition. Fearing the predator, the victim is known to be very afraid and exudes special pheromones, carrying the smell of fear. Types that are characterized by the emotion of fear are called “devotees” in socionics (the old term is “victim”). To this very victimization, assertors respond.

Devotees subconsciously seek protection and reliable security from a partner, in return giving them control. They get this from the F-type: enforcers. The process of rapprochement resembles a kind of “cat and mouse” game. The relationship between these opposites in terms of psyche is largely unconscious. Devotees do not understand the real motives of their own behavior: it all seems to work by itself. Likewise, assertors cannot consciously control themselves as the sensation of force operates.

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The devotee’s natural inner desire is safety and security, which manifests unconsciously the tougher and more extreme the conditions they find themselves in. For the sake of meeting their psychological needs, they may sacrifice personal freedom under certain conditions.

It turns out that flirting with danger, having fear looming but then writing it off, is exciting for the devotee. Feeling fear drives attraction towards someone with a strong hand or reliable shoulder. With women of this type, a confident, somewhat narcissistic man impresses them and can psychologically subdue them. Exemplary assertors are at times called “True Colonels.”

Some devotees even like accompanying assertors to dangerous places for the exhilarating danger itself. Moreover, when fear peaks, they feel extraordinary adrenaline and euphoria — equal parts fear and security.

Beside a beautiful devotee may be a few men with the assertive psyche. Then things take an abrupt turn: they often fight for their right to accompany her. The girl secretly takes pride in provoking such acute situations, pitting assertors against each other, yet knowing full well that it can have dangerous consequences.

Thus, devotees and assertors are quite happy with each other at the subconscious instinctive behavior despite what is said about stereotypes seen in modern society.

The System Of Humanitarian socionics Keystones and Definitions

THE SYSTEM OF HUMANITARIAN SOCIONICS:

Keystones and Definitions

Socionics — a scientific approach to researching the most common patterns of energy-information interaction between the human psyche and the surrounding reality (including stable social groups) through the use of modeling.

Type — congenital and immutable in the process of life structure of the psyche, the type determines the way the mind interacts with information and accompanying this process of energy conversion.

Type of Information Metabolism (TIM) — the nature of the interaction of the sociotype with information; the way in which the sociotype perceives, interprets, processes, and issues information in the solution of the vital task that has arisen. TIM is described by the revision socionic model (Model A).

Type of Energy Metabolism (TERM) — the nature of the transformation of energy; the way in which the transition from one functional state to another takes place within the sociotype when solving the vital task that has arisen. It is described by a bidding socionic model (Model G).

Aspects of Information Metabolism (AIM) — the

conditional division of all information that a person can perceive into eight relatively integral complementary and mutually exclusive parts. It is important to understand that aspects such as this do not exist in nature, and information on aspects is divided by the human psyche itself in the process of interacting with information.

Function of psyche — also called IM function, it is the basic form of mental activity, in the process of which the relevant information aspect is processed and which is characterized by a certain intensity of energy exchange with the environment.

Function place in the model — the place in the Model G structure, describing a unique set of properties and features the function manifests according to this place.

Socionic model — the theoretic model depicting particular qualities of sociotype functioning. There exist two types of socionic models: 1) positional-functional, where the sociotype is analyzed as a system of functions positioned in their strict places; and 2) indicator models, where the sociotype is analyzed as a specific sum of poles of socionic markers, where their order is not significant. Traditionally, the models in socionics are positional-functional.

Model A — also known as the revision socionic model (coined by Ausra Augustinaviciute and still vastly used), Model A describes the transformation of information between the eight mental functions within the sociotype in the process of interaction with the surrounding reality. It consists of four main blocks. The ego block consists of two of the most powerful and differentiated functions: the block of solving social problems, as well as the block of expansion of the sociotype into society (the “know” block). The block ID consists of two strong but weakly differentiated functions: the background solution block

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and the block of expansion subordinated to the goals of society (the “can” block). The super-ego block has differentiated but less powerful functions: the type’s adaptation block in society (the “must” block). The super-id, which has the least differentiated functions with a small absolute power, creates a favorable communicative environment for the type, a block of inclusion in the intertype interaction (block “want”).

The *mental* and *vital ring of functions* habitually refer to the idea of conscious and unconscious functions of the type’s model respectively. “Mental” combines ego and super-ego functions. “Vital” consists of the id and super-id.

Model G — coined by Victor Gulenko decades ago and represented by the Humanitarian Socionics School, Model G depicts the qualitative changes of energy aspect inside of sociotype in the process of contact with the surrounding.

Why was the energy model developed? The focus of modern socionics should be modeling energy-information processes: how energy generates information — a new order, valuable experience, or proven knowledge in practice. After all, knowledge (information armament), even the most reliable, without the application, is worthless. In order to start using it, you need energy. The impact of a word as a carrier of information on a person or a group of people is ineffective unless energy is produced. That is, there is also need to excite or interest a person (to transfer to a higher energy level). Practicing psychologists, PR specialists and political technologists have known this for a long time: the energy of the psyche begins to come to the fore. Proceeding from such considerations, an energy model of the psyche has been developed as more closely matching the criterion of optimal vital activity in the material world. The energy model of a socionic object does not abolish Model A, but complements it to a unified model of *energy-information metabolism (EIM)*. It describes qualitative energy transformations within the sociotype in the process of interaction with the surrounding reality.

model g

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MODEL G

	The Right Ring — Evolution		The Left Ring — Involution	
Energetical model	process, detailization (complication), groups		result, globality (simplification), large small groups	
Social benefit rings	Extraverts- questims revolution	Introverts- — dedatims evolution	Extraverts- — dedatims transformation	Introverts- — questims— involution
Quadra 1, Alpha	Searcher	Mediator	Enthusiast	Analyst
Peripherality (neutrality), family- cognitive values, Individualism Democracy Vivacity Anarchy (chaotic)	Intuitive Logical Extravert (ILE)	Sensory Ethical Introvert (SEI)	Ethical Sensory Extravert(ESE)	Logical Intuitive Introvert (LII)
Quadra 2, Beta	Mentor	Inspector	Marshall	Lyrist
Centrality (activity), romantic- strength values, Individualism Aristocratism Vivacity Unitarity	Ethical Intuitive Extravert (EIE)	Logical Sensory Introvert (LSI)	Sensing Logical Extravert (SLE)	Intuitive Ethical Introvert (IEI)
Quadra 3, Gamma	Politician	Critic	Entrepreneur	Guardian
Centrality (activity), liberal-pragmatic values Collectivism Democratism Gravity Federation	Sensory Ethical Extravert (SEE)	Intuitive Logical Introvert (ILI)	Logical Intuitive Extravert (LIE)	Ethical Sensory Introvert (ESI)
Quadra 4, Delta	Administrator	Humanist	Advisor	Craftsman
Peripheral (neutrality), humanitarian- diligent values Collectivism Aristocratism Gravity Confederation	Logical Sensory Extravert(LSE)	Ethical Intuitive Introvert (EII)	Intuitive Ethical Extravert (IEE)	Sensory Logical Introvert (SLI)

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Detailed Characteristics of Types Quadra 1, ALPHA

Mediator

Searcher

Causal- consequent form of algorithmic form of
thinking, stimulus: thinking, stimulus:
uniqueness, welfare, negativist,
positivist, static, dynamic, irrational
irrational

social mission social adaptation social social

		mission	adaptation				
command	realization	role	triggering	command	realization	role	triggering
+I	-P	+F	-E	-S	+R	-T	+L
+L	-S	+R	-T	-E	-I	-P	+F
demonstrative	dual	braking	controlling	demonstrative	dual	braking	controlling
creative realization	self-problematic block (inflation)	creative self-realization (inflation)	problematic block				

Scientific-researching mindset, logical, intuitive, flexible-adaptive temperament

Social-communicative mindset, ethical, sensory, receptive-adaptive temperament

Enthusiast

Vortex form of thinking, status, positivist,

Analyst

stimulus: self-worth, negativist, static, rational

social mission	social adaptation	social mission	social adaptation				
command	realization	role	triggering	command	realization	role	triggering
+E	-F	+P	-I	-L	+T	-R	+S
+S	-L	+T	-R	-I	+E	-F	+P
demonstrative	dual	braking	controlling	demonstrative	dual	braking	controlling
creative realization	self-problematic block	creative self-realization (inflation)	problematic block				

Social-communicative mindset, ethical, sensory,

linear-assertive

balanced-stable temperament

Detailed Characteristics of Types Quadra 2, BETA

Mentor				Inspector			
Dialectic- algorithmic of thinking,	form consequent form of thinking,						
stimulus: uniqueness, negativist, dynamic, rational	stimulus: welfare, positivist, static, rational						
social mission	social adaptation	social mission	social adaptation				
command	realization	role	triquering	command	realization	role	triquering
-E	+I	-P	+F	+L	-S	+R	-T
-T	+L	-S	+R	+F	-E	+I	-P
demonstrative	dual	braking	controlling	demonstrative	dual	braking	controlling
creative self- realization	problematic block	creative self- realization	problematic block				
		(inflation)			(inflation)		
Humanitarian- artisanal ethical, intuitive,	Technical- managerial mindset, mindset, logical, sensory,						
linear-assertive temperament	balanced- stable temperament						

Lyrical

Marshall

Holographic form of thinking, stimulus: status,	Vortex form of thinking, stimulus: self- worth,						
negativist, static, irrational		positivist, dynamic, irrational					
social mission	social adaptation	social mission	social adaptation				
command	realization	role	triggering	command	realization	role	triggering
-F	+P	-I	+E	+T	-R	+S	-L
-L	+T	-R	+S	+E	-F	+P	-I
demonstrative	dual	braking	controlling	demonstrative	dual	braking	controlling

creative realization	self-block	problematic	creative self-realization	problematic block	
			(inflation)		(inflation)
Technical-managerial mindset, logical, sensory,	Humanitarian-artisanal mindset, ethical, intuitive,				
flexible-adaptive temperament	receptive-adaptive temperament				

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Detailed Characteristics of Types Quadra 3, GAMMA

PnIitImn				Critic	IIIIISi		
Causal-consequent form of thinking, stimulus:		Dialectic-form of thinking, stimulus:					
status, positivist, static, irrational		self-worth, negativist, dynamic, irrational					
social mission	social adaptation	social mission	social adaptation				
command	realization	role	triggering	command	realization	role	triggering
+F	-E	+I	-P	-T	+L	-S	+R
+R	-T	+L	-S	-P	+F	-E	+I
demonstrative	dual	braking	controlling	demonstrative	dual	braking	controlling
creative realization	self-block (inflation)	creative self-realization	problematic block (inflation)				
Social-communicative mindset, ethical, sensory,		Scientific-researching mindset, logical, intuitive,					
flexible-adaptive temperament		receptive-adaptive temperament					

Guardian

Entrepreneur

Vortex form of thinking, stimulus: uniqueness,		Holographic form of thinking, stimulus: welfare,					
positivist, dynamic, rational		negativist, static, rational					
social mission	social adaptation	social mission	social adaptation				
command	realization	role	triggering	command	realization	role	triggering
+P	-I	+E	-F	-R	+S	-L	+T
+T	-R	+S	-L	-F	+P	-I	+E
demonstrative	dual	braking	controlling	demonstrative	dual	braking	controlling
creative self-realization	problematic block	creative self-realization	problematic block				
		(inflation)		(inflation)			
Scientific-researching mindset, logical, intuitive,		Social-communicative mindset, ethical, sensory,					
		linear-assertive		balanced-stable temperament			

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Detailed Characteristics of Types Quadra 4, DELTA

Humanist

Administrator

Dialectic-algorithmic form of thinking, stimulus: status, negativist, dynamic, rational		Causal-consequent form of thinking, stimulus: self-worth, positivist, static, rational					
social mission	social adaptation	social mission	social adaptation				
command	realization	role	triggering	command	realization	role	triggering
-P	+F	-E	+I	+R	-T	+L	-S
-S	+R	-T	+L	+I	-P	+F	-E

demonstrative	dual	braking	controlling	demonstrative	dual	braking	controlling
creative realization	self-block	problematic	creative self-realization	problematic block			
		(inflation)			(inflation)		
Technical-managerial mindset, sensory,	Humanitarian-artisanal mindset, ethical, intuitive,						
linear-assertive temperament	balanced-stable temperament						
Advisor	Craftsman						
Holographic form of thinking, stimulus: uniqueness,	Vortex form of thinking, stimulus: welfare,						
negativist, static, irrational		positivist, dynamic, irrational					
social mission	social adaptation	social mission	social adaptation				
command	realization	role	triggering	command	realization	role	triggering
-I	+E	-F	+P	+S	-L	+T	-R
-R	+S	-L	+T	+P	-I	+E	-F
demonstrative	dual	braking	controlling	demonstrative	dual	braking	controlling
creative realization	self-block	problematic	creative self-realization	problematic block			
		(inflation)			(inflation)		
Humanitarian-artisanal mindset, ethical, intuitive,	Technical-managerial mindset, logical, sensory,						
flexible-adaptive temperament	receptive-adaptive temperament						

PSYCHOLOGICAL TYPES: WHY ARE PEOPLE SO DIFFERENT?

The energy model consists of four blocks:

I. Block of social mission

The strongest block by which a person confidently realizes himself in the society (at a remote communicative distance). With the help of this block, the sociotype carrier can regularly solve the complex tasks using his own capabilities with the maximum efficiency. From the point of view of society, a social

mission is an extremely concise instruction that describes in detail the social expectations to the carrier of a particular sociotype; that is, what (purpose) and how (means) he must do things throughout his life in society. The block of leadership is characterized by the following:

1. Command function — leading, stable, external. « Captain » of the team, the function of decision-making and resource allocation. Manages through rewards.

2. Realization (creative) function — leading, unstable, external. It implements a mission of the type, introduces it by taking into account local conditions (most fully takes them into account). Acquires energy from the command function.

II. Block of social adaptation

With the help of this block, the carrier of the sociotype adapts to social conditions. The survival block is well trained to solve regular tasks that don't require creative efforts:

3. Role function — driven, stable, external. Consciously trained according to social norms. In the absence of external feeding, the activity of this function decreases rather quickly.

4. Triggering (igniting) — driven, unstable, external. Accelerates the activity (the point of imprinting — bookmarking of programs by impulse), launches the sociotype for the implementation of socially significant actions. At close distance, the effect of activation will become the opposite.

III. Block of creative self-realization

On this block, the carrier of the sociotype creatively manifests himself at a close communicative distance in a territory that he considers his

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own. He is able to spontaneously (but not regularly) solve complex non-standard tasks. Actions on the block are demonstrative, aimed at assessing others (or provoking a reaction). This is the block of personal self-affirmation:

5. Demonstrative — leading, unstable, internal. The implementation, in contrast to local conditions; a sudden-impulse action, which attracts the attention of observers.

6. Dual function — driven, stable, internal. Long-term memorization of behavior patterns, habits. The energy feed position (needs feed taken from the environment) sets the smooth way in which the given type can be controlled.

TV. Problematic (inflation) block This is the weakest block, as the actions on it require a lot of effort and are usually not crowned with success. With active actions on this block, inflation occurs; more and more energy is expended until the system overflows and energy splash occurs (it can be compared with a blown and burst soap bubble), as a result of which the energy of the system is depleted (actions are carried out with minimal efficiency).

7. Brake — driven, unstable, internal. Braking as a result of perception. The point of energy loss, the least adequate result, the greatest resistance to loads.

8. Controlling — leading, stable, internal. Control through restriction. The point of least resistance, the most problematic position (the problem of the divergence of words and deeds is "I know, but I cannot."). It controls what is happening in a close environment, dominates, imposes its own opinion, but the carrier of the sociotype is not inclined to actions through this function.

The distribution of energy between the functions of the sociomodel:

Command (1) and Demonstrative (5) — Energomaximum functions are energetically strong, possess the lion's share of the total energy consumption of the socionic object;

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PSYCHOLOGICAL TYPES: WHY ARE PEOPLE SO DIFFERENT?

Realization/creative (2) and Dual (6) — Energooptimum functions that take as much energy as needed to solve the current task;

Role (3) and Brake (7) — Energominimum functions that support the functioning of the socionic object at the lower energy level;

Triggering/igniting (4) and Controlling (8) — Energopessimism — functions convulsively spending the residual energy only in the most extreme case.

Socionic information — all types of information humans can perceive in any way. In socionic theory the information divides into eight independent aspects. Each aspect is processed by corresponding to one of the eight functions, which in turn occupy one of the eight positions of the model. Each type has a unique sequence of functions according to their strength in this model structure.

Socionic energy — the nervous system energy representing itself in the actual (real) ability of an individual or group to commit acts. There are four different intensity levels of energetic exchange in the socionic theory (see *Socionic temperament*). These levels are connected to four pairs of functions and, accordingly, to four groups of sociotypes.

Socionic dichotomy — binary characteristics dividing the plurality of socionic entities into two complementary and mutually exclusive indicators (poles).

Jung's basis — invented by Carl Jung, it is a system of four independent dichotomies of indicator poles including: intuition/ sensation, thinking/feeling, extraversion/introversion, and rationality/irrationality. Jung's is the most well-known basis on which the whole system of socionic types is based.

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the IM

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Logical type — the type having L or P among his two strongest functions (ego functions). Logic is the mental function of the human psyche, processing information and making decisions objectively, impartially. In socionics, the general function of logic is divided into business/pragmatic logic (P), meaning enterprise, labor, calculation of benefits, and structural logic (L), symbolizing the classification, schematism, organization.

Ethical type — the type having R or E among his two strongest functions (ego functions). Ethics is the mental function of subjective judgment or assessment based on involvement in the inner soul world of people. In socionics, the general ethics is divided into the emotional ethics (E), i.e. feelings, experiences, excitements, and the relations ethics (R) — attachments, habits, and inclination.

Sensory type — the type having S or F among his two strongest functions (ego functions). The sensation is a function of a precise perception of the world through the organs of senses. Socionics identifies two types of sensation: force sensing (F), meaning power pressure, the ability to subordinate others to your will, to make others do something, and comfort sensing (S), catching comfort, taste and body sensations, health.

Intuitive type — the type having T or I among his two strongest functions (ego functions). Intuition is abstract perception of the world through holistic images and fantasy pictures. In the School of Humanitarian Socionics, there are two types of general intuitive function: the opportunity intuition (I) — guesses, discoveries, abilities — and the temporal intuition (T) — variability, inconsistency, mystical fantasies.

Business (Pragmatic) Logic (P) — extraverted logic; the function of the psyche, manifesting itself in mobile, perseverance and endurance

behavior.

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Structural Logic (L) — introverted logic; the function of the psyche, manifests itself in calm, cold-blooded and pedantic behavior.

Emotional Ethics (E) — extraverted ethics; function of the psyche forming expressive and demonstrative behavior.

Relations Ethics (R) — introverted ethics; function of the psyche forming modest and responsive behavior.

Force Sensation (F) — extraverted sensing; function of the psyche responsible for excitability and release of the accumulated aggression.

Comfort Sensation (S) — introverted sensing; function of the psyche responsible for the care of the substantive requirements of the body: such as eating, sleeping, clothing, accommodation and so on.

Opportunity Intuition (I) — extraverted intuition; function of the psyche reflected in high-risk and non-standard behavior.

Temporal Intuition (T) — introverted intuition; function of the psyche observed in patient and cautious behavior.

Extroversion — an active, but energy-consuming attitude of the psyche, leading to extension and expansion. In most cases, both the communicative and the intellectual extravert appears the clear leader in society.

Introversion — passive, but energy-saving and protective attitude of the psyche, leading to the development and deepening of what is already available. Because of their greater restraint compared

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to extraverts, introverts rarely turn out to be explicit leaders, especially when it comes to large groups.

Rationality/irrationality — one of the dichotomies of the Jungian basis, which characterizes the predisposition of sociotypes to interact with the surrounding reality either on the basis of pre-established programs (the semantic nucleus of the pole is rationality — systematic approach), or proceeding primarily from the peculiarities of this particular situation (the semantic nucleus of the pole is irrationality — spontaneity).

Intertype relationships — objectively forming communicative connections between the sociotypes of people. The stronger and the more intense the communication is, the closer the communicative distance becomes. There are, on the one hand, symmetrical relationships, in which the energy-information exchange proceeds on an equal basis, and, on the other hand, asymmetric relations, which are unequal, inevitably leading to the separation of the leader and the subordinate.

Socion — the system of all 16 sociotypes (quaternion of quaternions), reflecting the full and complete composition of selforganizing systems in the micro- and macro-society.

The manifestation of the Junction — the concept that characterizes how often and for how long the sociotype carrier is in the corresponding functional state; affects the degree and speed of the development of the function.

The manifestation of the trait — the manifestation of the corresponding pole of the marker in behavior and verbal reactions; depends primarily on the current functional state and may not coincide with the theoretical one.

functions and ime

PSYCHOLOGICAL TYPES: WHY ARE PEOPLE SO DIFFERENT?

The strength of function — the concept characterizing the ability of a function to respond adequately and effectively to the task that has arisen (that is, to solve it).

Functional state (FS) — the current state of the psyche, corresponding to the dominant work of the function of the same name. (It is not necessary for the individual in a given FS to have the corresponding function as “command” function in his psyche structure.)

There are **eight functional states**:

I — In the intellectual frame of analysis, intuition I is the extraction of information from the subconscious. The subconscious pantry of information of a person by volume is equal to the external world; therefore, the opportunity intuition is the most intellectual of the functions of thinking. In state I, a person descends below the line of consciousness and draws answers from the depths of his intellect to paradoxical questions against which logic is powerless. Technologically intuitive state I is an operation with visual images. Vague pictures, extracted from the subconscious, are synthesized into a sophisticated complex, which, getting denser, lights up at some moment with a bright flash of light — an intuitive guess. In a person who thinks in the I-method, the eyes freeze at an average level, and the pupils dilate. The gaze becomes unfocused.

If the person can sustain state I for a long time, then in society he will take the role of an intellectual leader: a generator of ideas. I-type shows increased intellectual activity and aspires to new and complex tasks. The generator of ideas doesn't cope well with standard, routine operations. He gives all of his energy to getting rid of them through inventing new approaches. A person in state I does not care much about people's opinion on his proposals and projects. Through making discoveries, he satisfies his cognitive curiosity.

Psychologically, in the state I the person experiences feelings connected with immersion into himself: external detachment with strong inner concentration. This condition by the psychological effect

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is like the breakthrough of a dam. The first stage of the intuitive process is accompanied by a painful sense of dissatisfaction: a person feels unsettled and out of sorts while bearing the idea. The idea seems to be maturing in itself, but in this slow process it is necessary to intervene so that the images can come out of the subconscious. Then the intellectual tension in one abrupt step gives way to relief and joy as the idea is finally born.

At the physical level, state I turns one into a person of nonstandard behavior. He has a very expressive face: a frozen, unfocused look, strained muscles around the eyes, and lifted eyebrows form vertical folds on the forehead. The body freezes in the pose in which he was caught by an intuitive thought. Movements freeze; static is established. This continues until the moment of insight, after which the staticity is suddenly replaced by stormy, emotional dynamics. A strong physical stimulator of state I is the sensation of swimming — immersion in water or weightlessness.

T — The state T on the intellectual level forms the most abstract type of thinking, which reflects the time-dependent global processes of the external world. The law of entropy — the steady transition from more organized forms of vital activity to more chaotic and simplified ones — underlies T-thinking. Birth, maturing, death and a new birth in other forms — this is the kind of information that occupies the human brain in this state. If in I-state a person extracts knowledge from within himself, from his subconscious layers of the psyche, then in T-state information comes from outside — from the cosmos. Thinking through the temporal intuition

occurs in dynamic visual forms. The eyes thus rise upward and make small fluctuations, as if trying to follow the movement of the image.

The stable state of T in the society leads to the consolidation of the informal role of the reflector. In this state, a person predicts the entire socio-psychological dynamics of the team — he is a sensitive indicator of change. In him, as in a drop of water, reflects all the bad and good that exists and will be in this group of people. The T-state

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person meets a contradictory combination of expectations: he carries the fate of the prophet and, at the same time, is a victim who everyone will blame for common failures.

In psychological terms, the T-state is experienced as victimization (sacrifice). This state is most religiously colored, as it is imbued with the desire to be liberated from all earthly, carnal, binding spirits. In the T-state, a person is drawn to the mysterious, otherworldly, transcendental. In its immoderate manifestation, it leads to hallucinations and the emergence of various mystical visions. A person with persistent T-states is most susceptible to hypnosis. Another shade of experience in the temporal intuition state is being subject to fate, the lack of free will, life at the behest of the higher forces.

One of the most important signs of the T-state is the loss of sensation of one's body. In the T-state, a person does not feel any pain or carnal pleasures. The lifelessness of the body is manifested in its fragility, pallor and inner emptiness. The T-state is expressed through the postures of humility: the lowered shoulders, the pulled- in or, conversely, too elongated neck, the bowed or raised head, the general cohesion of the figure. Movement in this state is uniformly slow and smooth. It's like a dream in real life. The eyes of a person in the T-state are very sad, like a gleam of a soft, mysterious moonlight in them.

F — Cognitively, state F means perception of strength-weakness. Thinking in this state is extremely concrete, grounded, objectified. It is necessarily accompanied by muscular sensations. Thinking technology F is most conveniently compared to probing or weighing an object. F-thinking is non-verbal: it does not use words. A man who thinks by force sensation lowers his eyes down to the ground. He seems to be listening to his body.

In society, a person with a persistent state of F pretends to be the force center of the group. He intervenes in the course of the group's activities when it feels that it is necessary to accelerate, slow, or even

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change the direction of events. F-type as a conductor controls the group in one movement of the hand, turning the head or changing the position of the body, but he usually does not want to be in front of the group, to formally lead it. Therefore, another name for the F-role in society is an informal or shadow leader.

Psychologically, the state of F is felt as complete self-confidence. Any doubts, worries, or reflections are incompatible with this state. There is a sense of mastery, wherever this person is. He has an attitude to win at any cost and has a strong nervous system and self control. The state of F rapidly mobilizes forces, preparing at any second to strike or repel a blow. All these are unambiguous psychological signs of the state F.

At the physical level, this state requires a massive, full body. There is little movement, but all of them are committed firmly, in one jerk, without pauses. Notice the static posture of a man standing strong on both feet. The stare is sharp, close, and heavy. Under this stare you are being weighed, the balance of forces is assessed. Despite the solid grounding, the axis of rotation passes through the body: the state F is very dodgy: the body easily turns to either side, quickly reacting to a situation in front, behind, and from the side.

S — Intellectual activity in state S is the processing of signals coming from all senses. In the state S, a person absorbs all the influences from the outside world — sounds, smells, touches, temperature — and perceives them in a single sensory complex. The difference from the state of F is that the emphasis is on the dynamics of sensations — whether they are amplified or weakened, harmoniously combined, or come in unintentionally. In the state S the person also thinks not with words and not with pictures, but with his whole body.

Steady state S leads on a social level to an informal role in the team, which is called the door-closer, or the designer. Such a person shows himself well when the external situation, perceived through the senses, is in a harmonious state. The S-type avoids activities that are accompanied by discomfort, noise, coercion, or prolonged tension

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of forces. Therefore, the door closer is active on an isolated section of the society. His activities, although limited, at the same time are universal and diverse: monotony and repeatability are incompatible with the state of S.

At the psychological level, the state of S is experienced as pleasure, delight, saturation, satisfaction of a sense of thirst or hunger. In state S, a person expresses his feelings through concrete care, helping to satisfy biological needs. This state can be compared with the process of capturing an image in a photo, drawing a picture on paper, recording sound on a magnetic tape, etc. S is the most diagnosing condition: it allows you to determine the localization of pain sensations in the body and their intensity. This state is characterized by a constant cyclic dynamic, the filling and emptying of hollow organs and vessels with a circulating substrate.

Physically, state S is recognized by a soft and relaxed body, a comfortable position, in which the body area is maximally in contact with the support surface. In state S, uniform physiologically conditioned processes in the body — breathing, circulation, heat waves — are noticeable. Gestures are mean and precise, but at the same time smooth, without tension. Facial expressions are associated with a contraction of taste muscles located around the mouth and nose. On the face is imprinted pleasure or displeasure, enjoyment or disgust.

P — The state of business logic in the intellectual sense is prudence, evaluation of benefits, and thinking through the appropriate methods of action. Thinking in the P-state proceeds in the form of verbal reasoning using the formula “if-then.” Long chains of cause-effect are built. The grammar of such speech is rather poor, but the speech itself is dynamic and differs lexically, easily conveying the developing processes.

At the social level, the long-held P-state generates the informal role of the group’s engine. The fact is that in a P-state, a person cannot sit idle; he is constantly in some kind of gainful activity. It

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is impossible to rest near a person in the P-state. With his laboring rhythm, he unwittingly includes everyone who communicates with him at close range. For this reason, working groups nominate such people as official leaders. The second side of the P role in the team is the formal leader.

Psychologically, the communicative aspect of P generates a state of motor excitation, a thirst for useful activity. In the P-state, a person experiences an increase in efficiency, becoming energetic and purposeful. This condition is very energy-consuming, so the person staying in it is nervous and often unrestrained. Any distraction from work is perceived by him as a useless waste of time, a loss.

The P-state is physically a fast movement with a uniformly adjusted rhythm. The contractions and relaxations of the muscles are subordinated to the same goal. They are produced in one direction, so in this state the person is rather inflexible and inept. Entering the P-state, a person is completely given to it and turns into a kind of a productive mechanism. It is difficult to get out of it right away. After gaining inertia, the muscles continue to rhythmically contract and the limbs move. The more intense the work, the more time it takes to recover.

L — On an intellectual level, the L-dimension means the construction of schemes, structures, and classifications. This kind of logic pursues the goal of the correctness and proportionality of proportions instead of efficiency and profitability. Thinking in category L, a person compares one object with another according to various criteria and places it in the corresponding cell of the classification table. L-thinking is a short, extremely tight language and definition. The law of structural and logical thinking is the minimum of vocabulary (meaningful words) and the maximum of grammar (official words, prepositions, conjunctions, particles, introductory phrases).

State L leads to an informal role in the team: that of a systematizer or an expert. It is expressed in making objective, disinterested judgments on any issue of life. A person in the state of L is prone

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to isolation within the group, to action according to written and unwritten norms and rules that exist in its framework. The second side of the L-role is the judge. People turn to such a person for his maximum objectivity when it is needed to soberly judge this or that controversial case.

Psychologically, the person in the L-state is distinguished by coolness and indifference. In this state, there are no feelings and subjective predilections. Figuratively, this state can be likened to a block of ice or the geometric regularity of a crystal of some mineral. This is the least

psychological state, since it has absolutely no soul or human warmth, but on the other hand, it is the most balanced and stable. This is a state of obedience, diligence and discipline.

At the physical level, for a person in state L, the almost complete absence of manifestation of life is characteristic. His immobility resembles a statue: the body is straight and fixed, and the eyes are dull and do not express anything. Body movements are minimized. They fulfill the rule “one body organ, one function,” that is, they only take with a hand, walk with their feet, and eat with their mouths. Operations are carried out discretely with a noticeable fixation of the beginning and the end.

E — Being in a state of emotional arousal, a person loses the objective rigor of his judgments and plunges into the stormy element of subjective preferences and feelings. His consciousness makes very partial assessments, which are just an expression of the value of an object or person for himself. The thought process in this case takes the form of speech, rich in intonations, fast in pace and lengthy in verbal filling. Thinking proceeds as a dialogue with a real or fictional interlocutor.

A person in state E claims the social role of an emotional entrant. On a team he pays attention to the mood of people and actively influences those who deviate from the general level of emotions of the group. The task of an emotional entrant, depending on the situation, is to raise everyone's spirits, cheer or inspire, or cause

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negative emotions, unpleasantly offend, or agitate. After completing the task of emotional involvement, the E-type switches to external communication, tying connections in other collectives and assessing the state of affairs in them. This side of the informal role of the person in state E is called resource exploration.

Psychologically, the state of E is expressed as a person's strong desire or passion. It can spill out in the form of stormy joy or inconsolable grief. In state E, you feel the other person's emotions as if they were your own. This is the essence of the process of empathy, which is so necessary for a practicing psychologist. The state of E is rational. It is realized by the person, but it is very difficult to manage. Passion, whether joy or sorrow, is always one-sided: it concentrates all the psychic resources of a person on one object and deprives him of the opportunity of choice.

The physical signs of a person immersed in the state of E are well recognized. These are widely-flared burning eyes, rich facial expressions, rapid and expressive gestures, randomly gusting movements, and a change in face color (redness or blanching). The ability to enter state E is necessary for everyone who works on stage or speaks to an audience. Emotional expressiveness of the actor or speaker is the main means of influencing the audience.

R — The intellectual and communicative aspect of R is manifested as veiled, hidden estimates. Arguing in R-form, this person is afraid to admit to himself that he prefers one object to another. In this state, a choice is made between two completely equivalent options in terms of logic. There is another strategy of R-thinking: a conscious choice of the opposite of what we really want. Thus, R-judgments are rational, or they have their own cause, even if it is hidden, but absolutely illogical.

At the social level, a person in the state of R is able to play the informal role of the harmonizer in the team. His actions are aimed at maintaining a warm and friendly psychological climate, smooth out acute angles, and reconcile people. A person performing an R-role does not appear as a judge or resolver of conflicting opposites, but

as their conciliator. He can calm people down and relieve emotional tension. Personal commitment in this case, of course, does not disappear, but is carefully hidden.

Psychologically, the state of R is experienced as an inner attraction to someone or something as a deep affection. It is interesting that this condition is not emotional. There is no expression in it, but there is a long-term dependence of the moral and ethical nature. The state of R is a guarantee of loyalty in a relationship. It is like the arrow of a compass, which, in any attempt to turn its body, returns to its native northern direction. Thanks to R, we perceive people, places and times as our own, native or as strangers, alien.

Physically, the state R is very difficult to identify precisely because in it the true relationship is hidden either for indifference or for the opposite. It can be detected by subtle discrepancies and minor disruptions in ordinary communication. His voice trembles slightly, his complexion changes, his eyelids flutter and take their usual position: all these are reliable signals of relationships. Indirectly manifested sympathies-antipathies, attraction to or repulsion from a person, accompanied by a slight inner excitement, physically indicate that you are observing the state of R.

Functional model of behavior — a relatively stable sequence of functional states directed at the solution of one or another vital task.

Social mission of the sociotype — the extremely compressed instruction, without details describing to the bearer of this or that sociotype what social expectations society has for him, that is, what (purpose) and how (means) he does during his life in society. It is formulated on the basis of two leading functions of the sociotype.

Formulae 3 +1 — often encountered in practice, the functioning mode of the four-element group (quaternion), in which the three elements are in closer interaction, and the fourth element is half-

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switched (removed from the group), or it is again actively involved when his activities require it.

Socionic diagnostics — the procedure for determining the deep patterns of energy-information interaction of the psyche with the surrounding reality (sociotype) with the help of socionic models, the construction of the operational model, as well as the subsequent formalization of the results.

Socionic School — a historically established system of interpretation of the ideas of Jung and Augustinaviciute. Depends on the place of mastering (regional schools) and the leading interpreter (authors' schools). The socionic school has its followers and conducts research work. Regional schools often consist of closely connected cooperative or competitive relations with author schools.

Socioanalysis — applied field of humanitarian socionics whose main task is issuing clear recommendations on solving the problems of a specific person, forming and optimizing groups, as well as other applied problems on the basis of theoretical developments of fundamental socionics.

The image of "I" — more or less stable set of ideas of a person about his personality. In real life, a number of factors (biology, surrounding people, social stereotypes, etc.) influence the formation of the image of "I," among which the sociotype does not always play a determining role.

Entering the type — the adjustment of the person's image to a certain sociotype, but not necessarily to his real one, which can accordingly affect the verbal and behavioral reactions of the person; this phenomenon usually occurs in a person after acquaintance with socionics.

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Functionally complete group — the union of the sociotypes of different mindsets of the type of activity that perform the whole range of tasks, starting with the nomination of a fundamentally new strategic idea and ending with its transformation into a conventional product.

Functional-specialized group — the union of the sociotypes of the same or related mindsets of the type of activity having purpose of solving problems of a narrow direction; for example, socials with managerials, or humanitarians with scientists.

GROUP QUALITIES Quadra — a quaternion of sociotypes (four sociotypes) with a high degree of internal comfort, which is characterized by a temperamental balance. Quadra contains two dual pairs of sociotypes with shared communicative priorities (values).

Quadrads perform historically different missions in society. In this case, quadrads are understood as generations — one of the four phases of the development of any sustainable community.

Alpha Quadra — an ecosystem of four sociotypes (Searcher, Enthusiast, Mediator and Analyst), united by family and research values. They perform a harmonizing role in the socion. They are characterized by weak organization and low competitiveness, but at the same time, are full of comfort and friendliness.

These values are present in the first phase in the evolution of any communicative system, the early period in life. It has the greatest comfort and cognitive potential; its mission in society is the inception and spreading of fundamentally new knowledge.

Beta Quadra — an ecosystem of four sociotypes (Mentor, Marshall, Inspector and Lyrist) united by romantic and strength values, performing a dominant role in the socion. They are characterized by collectivism, centralization and ideological solidarity

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against a common enemy, which makes them highly competitive. Also they are characterized by authoritarianism and suppression of various individual freedoms.

These values are present in the second phase in the life-cycle of any communicative system — a state of rapid growth and seizure of new territories and resources. The most organized and ideologically convinced, Beta implements and organizes the provision of new projects.

Gamma Quadra — an ecosystem of four sociotypes (Politician, Entrepreneur, Critic and Guardian) united by liberal and pragmatic values, performing a creative role in the socion. They are characterized by individualism and are quite appreciative of individual liberty and prone to innovation and trade expansion. On the other hand, this leads to rapid stratification between rich and poor and unevenness in the development of different areas.

These values are present in the third phase in the life-cycle of any communicative system — time of maturity and maximum prosperity gaining potential. Individualistic, but dynamic and businesslike, this quadra performs the mission of criticizing and reorganizing the social system on a pragmatic basis.

Delta Quadra — an ecosystem of four sociotypes (Administrator, Advisor, Humanist and Craftsman) united by humanity and diligent values, performing a normalizing role in the socion. They are characterized by technical skills, decentralization, tolerance, and stable living standards. On the other hand, boredom and regulation are part of their make-up.

Delta values correspond to the stage of civilization in the development of any community in which there is practically no growth. All energy is spent on maintaining the achieved comfortable position. This is the most hardworking and responsive to the moral and ethical aspects of life

quadra. It completes the quadral cycle by bringing the reformed system to an optimal state and stability.

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Alpha — peripheral individualists; family-cognitive values. Alpha types have an orientation toward their nearest and dearest, their small group; in other words, they are characterized by mild individualism. On the one hand, it manifests itself in the manner of childish egocentrism — the inability to look at the situation from the point of view of another, a stranger. On the other hand, the strong dependence of this quadra on its closest environment does not allow alpha-types to turn into anti-collectivists.

In a society for which competition and hatred becomes typical, the family remains the only source of kindness and love, of mutual respect. The most familial types in a socion are the Mediator (SEI) and the Enthusiast (ESE). The types most in need of individual care within the family are the Analyst (LII) and the Searcher (ILE).

The knowledge of alpha-quadra scientists takes the purest and most benign forms, based mainly on simple curiosity. It never turns into a dogma or a powerful doctrine that recruits fanatical adherents to its side, which happens in beta, and is not put in production by means of material interest or direct monetary gain (applied science), like in gamma.

For alpha knowledge, special tools and expensive research laboratories are not needed. This quadra researches the fundamental laws, coming into contact with the matter under investigation in the course of normal life activity. Therefore, the laws it opens up do not have the character of rigid dependencies. These are just empirical generalizations of often recurring

events. However, without such a way of thinking, a mature specialized science would not be possible.

In any quadra there is not only a potential for forward movement, but also a self-destructive mechanism. The alpha quadra ultimately ruins her curiosity. Being the most open and trusting to new information, alpha-types like moths to fire fly towards their death. Penetration of any perfect tools or techniques that dramatically increase labor productivity awakens the instincts of power and

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possession. And from this it's one step to the class stratification and the emergence of regular power, that is, the beta-way.

People, united by alpha values, are approaching the model of harmonious individuals, that is, hardworking enough to provide everyone with all that is necessary for themselves and their offspring, but not sophisticated and competitive enough to create a surplus product necessary for expansion.

Beta — central collectivists; romantic-strength values. In the beta quadra, the most intractable types of people are concentrated. To keep them together, a strong patriarchal family is needed consisting of several generations living under one roof, guided by the firm hand of its head.

Quadra Beta is characterized by maximum collectivism, which is supported by the image of the enemy. This image is formed from the initially clear opposition “us/them.” The reliable means of “cementing” the beta society is a single religion and ideology. Any dissent is perceived

as undermining the foundations, and therefore in one way or another is suppressed.

Only in this quadra, romanticism looks psychologically authentic. In the types of this quadra, a triangle of characters of any romantic work is constructed (a rivalry between two men — one worthy, and the other not — for a woman). Lovely young heroes either perish, or win and marry. But they cannot taste a quiet family life. Their destiny is a struggle. Therefore, if the author writes a continuation of their story, then he must come up with some kind of aggravation in the form of a sudden threat from outside or from within (treachery). In any case, without the image of the enemy, he will not manage.

Other respectable values of beta quadra are heroism and selflessness. It can rightly be called a quadruple passionary. The passionarity, according to historian Lev Gumilyov, describes a person who can sacrifice much, up to his own life, in the name of struggle

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for an idea. Quadra beta is the main supplier of such selfless fighters and fanatics of any kind.

One of the most popular mottos of beta quadra is justice. History knows a lot of mass movements under this idea, beginning from uprisings of slaves and peasant wars to modern political populism. They are invariably accompanied by egalitarian sentiments associated with the redistribution of property by force.

Quadra beta strengthens its ideals with a very spartan way of life, suggesting asceticism, constant training, both physical and spiritual, as well as forced collectivism. This organization of society gives extraordinary stability in time. A good historical example is Sparta, which existed for about five centuries.

When beta betrays its ideals, surrenders to relaxation, and begins to live in luxury and indulgence, this is a harbinger of its coming sunset. It is not coincidence that the model of increasing tension is exploited by the founders of totalitarian spiritual and religious sects of very different kinds. Based on the analysis of quadra values, charismatic leaders and spiritual teachers always come from beta.

So, the beta quadra, while sacrificing the personal to the public, adheres to the orientation toward others, that is, to large groups. It is in this sense that it should be put in the first place as the most socially influential quadra. It most fully embodies that ideological system commonly called Eastern values.

Gamma — central individualists; liberal-pragmatic values. Gamma is characterized primarily by individualism. Individualism should be understood as an orientation to oneself, not to others. Egoism as a feature of human nature is no longer hidden, but is considered the norm. The desire to profit permeates all aspects of human life right up to family relationships.

Hence the special role of money, the main commodity, which can be exchanged for any other commodity. It becomes a symbol of

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human success. Money is a destructive force for the second quadra (corruption undermines the foundations of any beta-quadra empire), so it is beneficial as a source of growth for the gamma.

In gamma, even friends and close relatives prefer to maintain individual autonomy. Love by calculation, marriage contracts, early separation of children from the parents' home, and unwillingness to follow social stereotypes in private behavior all serve the purpose of strengthening everyday independence. People with such values as the collectivist, "society of justice" of beta quadra cannot be enticed.

The root value of gamma quadra is pragmatism. As you know, it is based on the traditional ideology of the Anglo-Saxon countries. In the philosophy of pragmatism is truly recognized only all that brings benefits. Absolute truth, or even the desire for it, is rejected.

Another ideological support of the quadra gamma is liberalism. Functionally, it should be understood primarily as freedom of choice. It is clear that such a position is impossible in the long term without tolerance for dissent, and not only in politics. Any dogma breaks down, and beta rules are dissolved. Over time, liberalism is increasingly manifested as the desire to put everything on its head, to connect the unconnected.

Liberalism has serious consequences for the intimate-personal sphere. Free relationships in the family cease to amaze. Sexual minorities come out of the underground. The women's emancipation is in full swing. The mixing of sex-age roles inflicts the final blow on patriarchal beta morality. Losing landmarks, in the end, begins to threaten the mental health of society.

Life turns into an endless holiday. Everywhere there is music, advertising signs and shop windows are glowing with bright lights. People's minds are dominated by a hedonistic-consumer morality. When a person is saturated with separate dishes or drinks, he begins to mix them. Such a mixture, eclecticism, is a characteristic feature of the mature gamma quadra.

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In intellectual life, critical and anti-dogmatic processes take place: what is now called postmodernism. Postmodernism is a broad philosophical teaching of an eclectic type, based on the confusion of genres and the blurring of boundaries. Postmodern aesthetics in the theatre, cinema,

painting, literature as in a mirror reflects the ideological system of gamma-quadra, which usually displays so-called modern Western values.

Delta —peripheral collectivists; humanitarian-diligent values. Its cornerstone is real — not declarative — humanism. What is behind this concept reveals a comparison of the beta sociotype Mentor with the delta sociotype Humanist. The Mentor preaches the universal moral principles with the word, yet in fact, they are often violated. With the Humanist, it is unlikely that he will be a successful public preacher, since nature did not endow him with eloquence, but in everyday affairs, he is closer than any other sociotype to the categorical imperative: do what you want your neighbor to do towards you.

In the delta quadra there is no scientific attitude, which dominated the stage of industrialism. Hope for science as the driving force of social progress goes away, and hopes are placed on the moral sense of man himself. The delta will be completely different from the world of robots, clones, mutants and the like of scientific products that American gamma movies about the future are stuffed with. The flow of scientific discoveries will run out.

Religion will come to the fore again. However, we are not talking about confessional religiosity now, which is based on dogma and church organization and, due to this, has little in common with delta values. Religion is more like neopaganism, something like faith in “cosmic intelligence.”

Delta sociotypes are united by moderate collectivism. They adhere to the orientation of the time-tested tradition. Their life is organized within the middle size groups, existing as a system of small

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groups. It is in this society that you can achieve the maximum level of mental comfort. The duality and a cozy family only are clearly not enough

for a person to experience the fullness of life.

The future will be for small collectives, united by a common goal. The cooperation in this case will prevail over the rivalry.

In the twentieth century, the psychologist and philosopher Erich Fromm wrote a lot about the transition from the gamma to the delta. He dreamed of such a system of society, which he called “humanistic idealism.” This painful process he imagined as a change of attitude toward possession (centrality) by setting on being (peripheral). In socionic terms, nonviolent “being” voluntarily abandoned “grasping” F-values of people; this is the society regulated by the ideology of the fourth quadra. There will be a non-violent cooperative ecological society of delta quadra.

Centrality — a quadra marker manifesting itself in willingness to struggle for central positions in society, with fitness (but not necessarily a desire) to compete in situations where competition is constant for scarce resources.

The central quadras are Beta and Gamma. The ***central society*** is a society dominated by the values of the central (beta and gamma) quadras. Its main characteristics are the struggle for power, the cult of force (function F as a value), ideology and missionary activities, fear and sacrifice (function T as a value).

Peripherality — a quadra marker manifesting itself as avoidance of the struggle for competition, which results in losers suffering, as well as the unsuitability of fighting for power and money. The peripheral ecosystem is built with the original predominance of cooperation over competition.

As a consequence, the representatives of peripheral blocks are rarely in power within modern societies (unless they are allied with the central Quadras).

The peripheral Quadras are Alpha and Delta. The *peripheral society* is a society dominated by the values of peripheral (alpha and delta) quadras. Its communicative priorities are comfort, nonviolence, caring (function S as a value), curiosity, science prevails over religion, the cult of knowledge (function I as a value).

Aristocratism — a quadra sign describing the values of collectivism in which the interests of the group as a whole are more important than the interests of individuals, as well as effectiveness within communication on the principle of structurally organized society through a hierarchy. The aristocratic Quadras are Beta and Delta.

Democratism — a quadra sign describing the values of individualism. In this ecosystem, individual interests override the collective interest. Furthermore, freedom of speech prevails, without enshrined precedence or special benefits for specific individuals. The democratic Quadras are Alpha and Gamma. The terms “aristocracy” and “democracy” are not related to individuals’ political affiliations or ideological beliefs.

Socionic temperament — characterizes the intensity level of energetic exchange of sociotype (or function) with the environment. There are four basic socionic temperaments:

1. ***Linear-assertive*** socionic temperament unites four rational extraverts (analog of “judging extraverts”): the Enthusiast, the Mentor, the Entrepreneur, the Administrator. Characterized by the highest energy among all types in socion, and that energy is being applied in a linear way.

2. ***Flexible-adaptive*** socionic temperament unites all irrational extraverts (analog of “perceiving extraverts”): the Searcher, the Marshall, the Politician, the Adviser. Characterized by energy combined with the ability to change the direction of its application quickly.

3. **Balanced-stable** socionic temperament unites all rational introverts (analog of “judging introverts”): the Analyst, the Inspector, the Guardian, the Humanist — the least energetic types, but working steadily and reliably.

4. **Receptive-adaptive** socionic temperament unites all irrational introverts (analog of “perceiving introverts”): the Mediator, the Lyrist, the Critic, the Craftsman. Characterized by the ability to adapt to the surrounding conditions of existence with minimal energy costs.

Mindset of the type of activity — the most natural way to solve problems, as well as the sphere where the representative of a given sociotype can most fully implement his potential.

1. **Technical-managerial mindset** unites sensory logical and logical sensory types, who bring the most value when working in formal managerial structures or areas of technical and material production. The “heavy” managerials (Marshall and Inspector sociotypes) specialize in centralized and power-based management. They function steadily in extreme situations and have a tendency to use forceful methods. The “light” managerials (Administrator and Craftsman) specialize in territorially spread and autonomous management. Administrator and Craftsman are much less stress-resistant and feel worse in command-hierarchical systems.

2. **Social-communicative mindset** includes sensory ethical and ethical sensory types, who are most effective in distribution spheres and in social communications. The “heavy” socials (Politician and Guardian) are demanded more in “heavy” society: that means, society with acute contradictions (class, ethnic, gender, etc.), with a big gap between rich and poor layers, with frequent political elections and obsessive advertising. The “light” socials find their application in the «light» society accordingly. This is a state of society where there is no tough competition,

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there is no significant gap between the rich and the poor, and people are less interested in politics (trade, supply, services, leisure, health, etc.). Politician and Guardian are better suited for organizing life activity in difficult, unfavorable conditions of society. Enthusiast and Mediator debug communication in a favorable, comfortable society.

3. ***Humanitarian-artisanal mindset*** includes intuitive ethical and ethical intuitive types who are called to work with the transcendental side of human culture: spirituality, ideology, religion, literature and art, humanities, education, personality development, and psychological help. The “heavy” humanitarians (Humanist and Advisor) work better with fundamental, conscious, but very inert mental problems and prejudices. On their shoulders lies the “heavy” humanitarian work to promote tolerance and the adjustment of relationships with “dissenters.” Light humanitarians (Lyrist and Mentor) work better with dynamic, volatile psychological states, which, as a rule, are rooted in the subconscious and that part of the psyche that is susceptible to suggestion. They are better able to cope with extreme states and uniting people using the different values of social groups. Advisor and Humanist are strong when you need to dig into the deep problems of an individual soul, while Mentor and Lyrist work well with the superficial, current problems of the mass psyche.

4. ***Scientific-researching mindset*** includes intuitive logical and logical intuitive types whose mission is in the theoretical and experimental study of the surrounding world by objective, reproducible methods. The “heavy” scientists (Searcher and Analyst) are the best researchers of the most difficult and complicated fundamental scientific tasks. Fundamental scientific developments usually do not provide a quick financial return, but the main researching stimulus of these types is curiosity. The “light” scientists (Critic and Entrepreneur) are applied scientists. Applied

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science is able to recoup itself financially. They are motivated by the stimulus of the profitable use of scientific discoveries and inventions. Critic and Entrepreneur better show themselves in mobile approaches, typical for solving short-term tasks.

Form of thinking (see **Model G for correspondent sociotypes**) — the way in which the carrier of the sociotype ponders and solves the intellectual task that has risen before him. There are four main forms of thinking: ***causal-consequent*** (deterministic), ***dialectic-algorithmic***, ***fractal-holographic*** and ***vortex***. Determinists think in chains of strictly correlated causes and effects; algorithmists parallelize the flow of thought to several competing directions; holographists reconstruct the problem, combining several of its precise cuts; vortexers think chaotically, quickly jumping from one turn of thought to another, cutting off the unjustified variants.

Evolution (see **Model G for correspondent sociotypes**) —

gradual deterministic divergent development and/or extinction, suppressing backlogs or running ahead. Evolutionist sociotypes are also called types of ***right progress***. Their main characteristic is the predominance of the process over the result. It is more characteristic for large groups than for small groups.

Involution — abrupt problematic convergence and/or collapse with sharp changes in direction due to mutations. Another name for involutional sociotypes is the types of ***left progress***. The result for involutionists prevails over the process. Involution is more characteristic for small groups than for large groups.

Statics — the equilibrium state of the communicative system, the ability of the system to stay in one state for a long time. Static types are more “heavy” than dynamic ones. They solve problems more

Vivacity or Gravity of quadras, or ascending or descending —

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thoroughly, but are less responsive to the influences of the external
.environment

Dynamics — a disequilibrium state of the communicative system leading to continuous changes in the state of the system. Dynamic types are much “lighter” than static types; they solve problems faster, but they
.have difficulties where support and solidity is needed

— ***Vivacity/Gravity of quadras, or ascending/descending***

the ascending quadras include alpha and beta, and the descending ones are gamma and delta. According to Augustinaviciute, this marker’s pair is called vivacious/grave. The first unconsciously run energy processes and informational processes are conscious. The second focuses on energy, and information is moving into the field of unconsciously-automatic
.functioning

If we continue the biological analogy, then this dichotomy resembles the difference between youth and old age. The ascending quadras, because of their psychological “youth” are focused on the future, and descending, on the past. After all, aging is a natural process of energy loss with the
.simultaneous accumulation of information

The main problem of young quadras is the harmony of mind (L) and feelings (E): how to subdue the desires and impulses of the soul to necessity and the law. The main problem of the old quadras is completely different: the harmony of usefulness (P) and the relationship (R). How do you benefit without violating morality and without spoiling the
?relationship

The deepest frontier divides the young and old quadras. Psychologically, this is a conflict of generations. Inside an individual, this breakdown is

described by psychologists and called the mid-life crisis (a crisis that
.(happens around forty years of age

It is necessary to distinguish, on the one hand, quadrality “by blood”
and, on the other hand, quadrality by upbringing. The first means that a
person was born in the corresponding type. The second

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is that he is consciously inculcated in the world outlook of this or that
.(quadra

It is necessary to judge not by words, but by deeds. No one has ever
managed to avoid the dramatic divergence between word and deed. That is
why I warn against the primitive-positivist interpretation of psychosocial
phenomena often encountered in socionics with a technical or natural-
.(scientific mindset

Ascending (alpha and beta quadras) — ascending sociotypes move the
trajectory of social development upward. They are donors of social and
psychological energy because they carry a collectivist principle in long-
term communication. When we connect independent, but collectivist-
minded units into a single whole, as is known, there is an increase in the
effectiveness of the action by coordinating efforts directed toward a single
goal. In the surrounding society at the same time, additional energy is
.(allocated, which goes to the acceleration of social processes

Another explanation of the acceleration of the developmental processes
in the ascending quadras: among their priorities are the information
aspects E and L, responsible for the purposeful use of the emotional
energy of a person. According to the function E, emotional involvement of
people occurs, and according to the function L, logically based action
.(plans are created

The most orderly-energetic is the second quadra (beta), which carries
out the maximum expansion in the society. During the second quadra

period in society, the social dynamics are directed along the trajectory of maximum ascent to the culmination point, after which a descending, energy-absorbing development period comes. The second quadra is so full of energy that, if it loses sight of the purpose of the struggle, it begins to .destroy itself

Based on energy and combat capability, the first quadra (alpha) is much more inferior to the second, although from time to time it still brings energy into the social movement. The first quadra is incapable

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of pumping energy with one continuous stream, burning in it. It carries out its mission of accelerating in portions, cyclically bringing to the minds of quietly and carefree living people the embryos of a new way of life. The beginning of the first quadra is associated with static and rest, but as the development of new beginnings, the impulses emanating from it become .stronger and stronger until the second quadra ignites

Descending (gamma and delta quadras) — sociotypes of descending quadras absorb energy from the surrounding society more than they bring energy it into it. Therefore, they can be considered as recipients of social and psychological energy. When the periods of these quadras occur, the trajectory of social development tends to decline and has a persistent tendency to lower the level of social dynamics. Descending sociotypes are by their nature more individualists than collectivists, so they do not have .the desire to unite their forces to increase the group-wide potential

On the other hand, the descending quadras have common priorities P and R, which in themselves are not motive: the business logic P is the movement because of the previously stored energy, and the ethics of the relationship R symbolizes attachment to the established system of relationships. These information aspects belong to the category of inertial, that is, processes dying out over time. Therefore, both quadras slow down

the self-movement of the society, turning life to decline and abandonment
.of the future, as it happens to a person in the second half of his life path

More descending, and therefore a turning point should be called the third quadra. The onset of the third quadra brings with it an economic disorganization, a fall in spirituality and a massive spoilage of morals. The third quadra is also the most individualistic one. In it everyone acts for himself, and services to each other require payment. During the third quadra there is a sharp revaluation of values, generations are in conflict,
.and society is going through a breakdown

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Energy devours with great expanse for internal competition and
.internecine wars

The fourth quadra is endowed with a calm character and a sober outlook on life. Therefore, energy reserves are not spent as unrestrained as in the third quadra. The descent of the fourth quadra is like a secure old age: it is comfortable, without sudden drops and people feel healthy and vigorous; therefore, attenuation is almost not felt. Nevertheless, it deepens and eventually leads to agony — a sharp violation of coherence in the usual
.rhythm of life and loss of interest in the achievements of the past

Questims are apt to be conversationally inclined to dialogue. Speech is multi-tonal; questioning and affirmative intonations alternate in it. When talking about something, they can ask questions and answer the questions
.themselves. They are inclined to answer the question with a question

Declatims tend to monologue. Their speech usually remains in one tonality. Introversion strengthens questim tendency; extraversion
.strengthens declatim tendency

Positivists, assessing the situation, highlight those qualities that are
”.present in it. For example: “The weather is good; the sky is clear

Negativists in assessing the situation identify those qualities that are lacking in it. For example: «The weather is not bad; there are no clouds in
«the sky

In a general sense, this polarity is connected, first, with the comparison or opposition of the two sides of the same thing or phenomenon. Secondly, for positivists to receive a positive effect from some action has a higher priority than to avoid negative consequences from it. Negativists are guided by the opposite

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principle: they are set to minimize the negative consequences of an
.event or an upcoming event

On an intellectual level, positivism manifests itself as thinking in categories of similarities, and negativism — thinking in terms of differences and, in the first place, opposites. Positivists are characterized by convergent thinking — one that must compare all proposals and give out the only one — the best solution. Divergent thinking, characteristic of negativists, exacerbates contradictions, gives several alternative solutions
.to the same problem

On the social level, positivism/negativism manifests itself as a degree of trust in others at the initial stages of acquaintance. Positivists trust strangers much more than negativists. Negativists are incredulous and wary. Over time, however, the situation may change: the positivists, convinced of their mistake, fall into unjustified suspicion. Collectives in which negativists predominate, with other things being equal, are much more polarized than collectives with a predominance of positivists. On the psychological level, this polarity is associated with the integrity of the psyche. In positivists, the psyche is more solid and simple; they know what they want. The nature of the negativistic psyche is contradictory; it

contains opposed aspirations and desires. For this reason, negativists are more likely than positivists to disintegrate the psyche, to form subpersonalities; however, they can withstand the internal conflict for longer.

The subjective idea of the measure of happiness and well-being among positivists and negativists is also different. The positivist more easily closes his eyes to the “dark” side of life and pays attention to its “light” moments. Negativists need to try hard to dislodge unpleasant thoughts from consciousness. On the other hand, if the positivist is still in a negative (depressed) state, finding an exit is much more difficult for him than for a negativist.

On the physical level, positivists and negativists solve the problem of physical energy balance in different ways. If the positivists experience the need for physical charge, for the

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negativists it is more important to discharge the accumulating energy and transform it into some action. For productive, object-oriented activity in the case of positivists, one must inspire or even anger them. Negativists, on the contrary, have to give up or discharge a part of the negative energy

?What does a “+” or sign near the function in Model G mean

The plus sign denotes the maximization of the positive manifestation of the function, and the minus signifies the minimization of its negative manifestation. To illustrate this difference between the two sides of a single function, which is not immediately perceivable, let’s run through the kindred pairs of sociotypes. In such pairs, the first (command) function always coincides in quality, but differs in sign

S — sensing of comfort: it means to be placed conveniently, to adjust+ the environment for oneself, to make your territory autonomous. The Craftsman has such a sensing

S — sensing of discomfort: this means treating the disease or- eliminating discomfort in the home, and also to survive during discomfort. This is a Mediator who can walk away from unpleasant extremes and .occupy the golden mean

F — sensing of resistance: to resist, to not obey, to join the coalition+ to withstand the force; to be friends and enjoy the protection of the strong, to demand and be indignant at attempts to infringe upon their interests. Like a Politician who knows how to maneuver between the centers of .power

F — sensing of subordination: to press on the weak points, put in- dependence, build a hierarchy of strength — weakness. Like the Marshall, .leading his team

E — ethics of positive emotions: rejoice, show enthusiasm, be in a+ good mood, behave openly and friendly. As an Enthusiast, showing .hospitality and enjoying life

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E — ethics of negative (dramatic) emotions: to resent, to rebel, to- worry, to ridicule, to tense and heat the emotional situation, as the Mentor .does

R — ethics of forgiveness: trusting people, forgiving them, grieving,+ .comforting, treating well. Such an ethics is in the Humanist

R — ethics of condemnation: to keep a distance, not to trust, to— .condemn evil, to take offense. Like the Guardian

T — intuition of the future: thinking about the future, believing in a+ good outcome, hoping, dreaming, transferring the future to the past. The .Lyrist has such an intuition

T — intuition of the past: to think about the past, remember—mistakes, to fear, to warn, to extrapolate (transfer the past to the future) as
.a Critic

intuition of prospects: to seek new, discover, invent, take risks, — 1+
.try, be original, show abilities. This is seen in the Searcher

I — intuition of alternatives: to search for different, to find an exit, to-avoid boredom, to turn to the reverse side, to notice the concealed, to
.interpret vice versa as the Advisor does

P — investment logic: to invest, to profit, to put profit above+usefulness, to exchange, to raise the price, to constantly update the
.product, to respond quickly to demand. So behaves the Entrepreneur

P — logic of economy: to work efficiently, to be economical, to use-
.resources carefully, to work hard. So it happens with the Administrator

L — logic of a united structure: to fix the worked-out structure in a+law or formula, to consider other structures as incorrect, to justify the only correct decision, to stubbornly follow one's rules, to understand in detail the drawings or instructions. Linear or flat logic. Logic of strict disjunction (or — or). This is the logic of informational socionics. This is
.the logic of the Inspector

L — logic of fractal structure: fractality means fragmentation and-scalability. It is a logic that sees order even in chaos and admits several schemes for describing the same object. It is the logic of

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contradictions and paradoxes, volumetric and polymorphic logic. Logic of non-strict disjunction (and — or). This is the logic of the energetical (synergetic) socionics. This logic is inherent in the Analyst.

Periodical Change of the Sign of the Function

It is important to take into account that in the process of vital activity there is a regular periodic change in the sign of the function. Take the temporal intuition or the ethics of emotions. You cannot always concentrate on the past (-T), and you cannot always be joyful (+E). Sooner or later the psyche will turn to the future (+T) or the mood will deteriorate (-E). The sign of the function indicates to us the starting point or the base state, which sooner or later will change to the opposite, but not indefinitely. Over time, the function will inevitably return to its original habitual position.

Thus, any function changes its sign over the course of its life. This happens as a compensation for its one-sidedness, as a pulsating movement between the poles, which gives the psyche dynamic stability.

The Communication Styles

In socioanalysis, the style of communication is understood a complex indicator of communicative activity of the type. The distribution of sociotypes between logical and ethical, intersecting with the distribution into extraverts and introverts, forms four groups of communication styles. Schematically it looks like this:

logical		
Ethical		
Extraverted	Passionate	Business-inclined
Introverted	Sincere	Cold-blooded

Let me remind you that the communicability, under which I understand the habitual style of communication of the sociotype at close communicative distances is manifested in four main varieties, namely:

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1. a group of passionate sociotypes (ethical extraverts) who are confident in their attitude towards another person and are not afraid to openly show their sympathies and antipathies; the most sociable types in informal contacts. This group includes Enthusiast, Mentor, Politician, and Advisor.

2. a group of cold-blooded sociotypes (logical introverts), who are not sure of their feelings and therefore are very reserved in emotional manifestations; the least sociable category of people. This group includes Analyst, Inspector, Critic, and Craftsman.

3. a group of business-inclined sociotypes (logical extraverts) that connect in business communication and whose emotions are aimed at the results of work. These include Searcher, Marshall, Entrepreneur, and Administrator.

4. a group of sincere sociotypes (ethical introverts) that have a hidden world of emotional experiences and are distinguished by strong (though not shown on the outside) emotional affection; they are characterized by an average degree of communicability — sociability in the circle of acquaintances and relatives. These include Mediator, Lyrist, Guardian, and Humanist.

First, we will analyze the contrasting and easily visible types of communicability — extraverted-ethical and introverted-logical:

The position of extraverted ethical, or passionate sociotypes in communication is an active search for feelings. They carry emotions to the surrounding people. For their life scenario, it is common that they, on

average, marry first among their peers. They are also more likely to divorce among other sociotypes. They understand communication as an exchange of emotions, as a kind of swimming in a stormy stream of life.

Introverted logical, or cold-blooded sociotypes are characterized by sociability, opposite to passionate. Their marriages, as a rule, are the least successful. Communication is understood as the exchange of missing information of an explanatory nature. Such communication skills would not have lost anything if it had only been done in writing.

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Among these two poles of communicability — bright and dull — there are two middle variants that fit within the framework of the stereotypes of behavior of people of the opposite sex, developed by society:

Extraverted logical, or business-inclined types exhibit a male stereotype of communicability. It can be called an active expectation of feelings. Business-inclined sociotypes expect to meet their chosen one among a string of work deals. The standard image of a real man is credited with an active life position, but not in the realm of feelings. In romantic literature, the hero gets to know his future beloved, helping her to get out of trouble. Communication of these sociotypes looks like business cooperation.

Introverted ethical, or sincere is a female stereotype of communicability. This position can be characterized as a passive search for feelings. Soulful sociotypes, being ethical, confidently choose the partner that imposes on them, but being introverts, express their readiness for ethical contacts, giving mostly indirect signals. It is this kind of behavior that requires a traditional morality from a woman in the premarital period. This category of sociotypes is most prone to a scenario with a stereotyped distribution of male and female responsibilities: the man is the breadwinner of the family and her advocate; the woman is the keeper of the hearth and the educator of children. Communication is understood as the exchange of signs of soul connection.

Stimulus of Activity

In the socion, four stimulus groups can be distinguished, within which the sociotypes are motivated in a similar way. These groups are formed when the socion is divided into four parts by the axes of extraversion/introversion and sensation/intuition.

		introverted
	Extraverted	
Sensory	Status	Welfare
Intuitive	Uniqueness	Self-worth

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Sensory extraverts successfully realize themselves in practical activities with an expanding range of contacts. They are driven in their work by a status stimulus, a prestigious position in the society, successful promotion, power and influence, attention and respect. This group includes Enthusiast, Marshall, Politician, and Administrator.

These sociotypes are most noteworthy in most working groups. Practice shows that at least half of the heads of institutions, organizations and large enterprises belong to this stimulus group. The main thing that a manager should pay attention to if he has such employees is the need to instruct them to solve problems as close to social practice as possible. The explanation of the task should be very clear, with a large number of examples and practical tasks. Such subordinates are motivated by feelings of future career promotion opportunities.

Sensory introverts successfully realize themselves in activities of a practical nature with a constant circle of contacts. They are drawn into work by the stimulus of welfare: good material support, confidence in the

future, order, comfortable living and working conditions. This group includes Guardian, Mediator, Inspector, and Craftsman.

These sociotypes form a kind of foundation for a working group, to which the manager should direct the main efforts. At the expense of sensory introverts, the so-called middle class is formed, the social basis of any prosperous community. If they are well, then the whole society will develop steadily, without extremism. Explaining to such subordinates a new task, the manager should pay special attention to applied aspects of work, professionalism and quality, explaining the task in detail.

Intuitive extraverts realize their self-actualization in non- traditional or constantly updated spheres of activity with an expanding range of contacts. They are included in the work by the stimulus of uniqueness: by the unusualness, the prospect of the task, its intellectual complexity and fascination, and the far-reaching and

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large-scale consequences of the proposed projects, if implemented. This group includes Mentor, Advisor, Entrepreneur, and Searcher.

These sociotypes can cause a lot of concern to the manager because of their non-standard visions and their desire to go beyond the usual. Most of the intellectual leaders of the time — pioneers, founders of new sciences (logic) or beliefs (ethics), ideological inspirers of newly emerging trends of social thought — come from their midst. The main thing for a leader working with intuitive extraverts is not to level them or interfere with their search, but to give them the opportunity to express their theories and even give the opportunity to argue with the leader.

Intuitive introverts receive their self-actualization in non- traditional or renewable areas of activity with a constant circle of contacts. Included in the work by the factor of self-worth, that is, providing an opportunity to

engage in what is meaningful personally for them and at their usual pace. The inner world of ideas is the most precious thing that they have, and the only thing for what they, in fact, are ready to use their energy. Therefore, the tasks proposed to them must necessarily be, to one degree or another, connected with their views or methods of work of interest. This group includes Humanist, Lyrist, Analyst, and Critic. With all due respect to intuitive extraverts, it must be recognized that the deepest ideas are born in the heads of the sociotypes of this smallest stimulus group in any collective. Therefore, I recommend to managers to let them calmly engage in their favorite activity area. The incentives of prestige, power, prosperity and even priority and intellectual leadership do not work for them — they almost always differ in personal modesty and unpretentiousness.

Stimulus groups, therefore, are the basis for developing an individual approach in the development of motivation strategies for activities. Knowing the basic incentives, any manager can psychologically and intelligently put before employees those tasks that they understand and that are feasible and interesting.

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Stress Resistance Groups

According to the degree of resistance to the stresses in the socion, four groups of stress resistance can be distinguished. These groups are formed with the help of the Jungian pair of markers “rationality/ irrationality,” as well as the non-Jungian pair “left and right progress” (also called “involution/evolution”). High resistance to adverse external influences contributes to the belonging of the sociotype to irrationals, at first, and to the types of the “left” progress, at second.

Irrationality makes the nervous system flexible, and therefore the sociotypes of this category easily escape from stressful conditions, switching to other thoughts or activities. As for the “left” types, this type of social progress initially implies a sharp change in its pace and direction,

and this also means a greater willingness of these types to undergo stress factors. Schematically, the groups of stress-resistance can be represented as follows:

	Rationals L;	Irrationals
/	Left	stress-braking (Entrepreneur, stress-resistant
progress	Enthusiast, Analyst, Guardian)	(Marshall, Craftsman,
(involution)		Lyrism, Advisor)
'	Right	stress-nonresistant
progress	1 (Administrator,	stress-training (Politician,
(evolution)	Humanist, Inspector)	Mentor, Mediator, Searcher, Critic)

1. Left irrationals (Marshall, Craftsman, Lyrism, Advisor) are the most stress-resistant types. Their advantage is that they are good at solving problems under extreme conditions. A sudden change in the situation mobilizes them, giving them new strength. The ability to act effectively in stress imposes on their temperamental characteristics an additional characteristic: elasticity.

2. Right irrationals (Politician, Mediator, Searcher, Critic) form a group of stress-training sociotypes. It is characterized by a gradual adaptation to extreme conditions. Each of the four goes through their “school of survival,” increasing each time the

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degree of resistance. An additional component to their typical temperaments is viscosity.

3. Left rationals (Entrepreneur, Enthusiast, Analyst, Guardian) belong to the group of stress-braking sociotypes. They are able to withstand stress for quite a long time, but with each new wave of stress, their forces are

depleted, and they change the tactics of confrontation to self-elimination, hiding inside their inner turmoil. They seem to build a framework within them. An additional component of their rational temperaments is crystallinity.

4. Right rationals (Administrator, Mentor, Inspector, Humanist) are part of a group of stress-nonresistant sociotypes. They suffer the worst of all stress, especially of a sudden nature. Despite external stoicism, they always have a poorly protected, vulnerable point and at the same time — the need to have strong support under their feet, a sudden blow to which deprives them of resistance. Drawing into a stressful strip threatens them with serious doubts, leading to an internal breakdown (“the colloxen on clay feet”). In their rational temperaments, there is invariably such a component as monolithic character.

Subtypes

Subtype — a relatively stable variant of the sociotype, the emergence of which is connected with the fact that in real life, the development of functions does not usually coincide with the theoretical, which results in uneven fitness of the model functions and re-division in the organization of information and energy processing; the subtype is the next level of detailization after the type. It is formed during the individual adaptation to the communicative environment one is socialized in.

Dominant (D) subtype with the enhanced vigor and determination driving individuals to become the leader in a group.

Creative (C) subtype manifests enhanced desire for novelty; he offers original solutions, therefore, claiming the independent role in the group.

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Normalizing (N) subtype provides stability within the group due to accepting and supporting formal or informal norms.

Harmonizing (H) subtype manifests the enhanced sensitivity to disturbance of group harmony, thus functioning as a peacemaker in a group environment.

D (dominant) subtype, also sometimes referred to as a linear- assertive subtype, is an enhancement of E + P functions — a variant of the sociotype, which is characterized by intense activities to achieve the set goals, and all possible resources, including human, are often involved in the realization of these goals. Such a person acts as a motivator for the people around him and the engine of the group.

General characteristics of dominance are expressed purposefulness with the predominance of terminal action over reflection. D-personality is obsessed with a difficult goal, which constantly “itches” in the brain and does not give rest. Attracted by a strong desire, such a person tries many times to reach the goal, and each time when they fail, does not give up. On the contrary, they want even more.

Dominant subtype possesses what is sometimes called “sports anger.” P is supported by E and a functional resonance arises. Sometimes this obsession comes to fanaticism, which is the maximum motivation for the goal. He is already trying in a different way next time. There is flexibility and ingenuity (the third function, power sensation F, comes into play). Fixedness with one idea, as we see, does not end with a stupid repetition.

The dominant comes from the other side, postponing the action for a while. Sooner or later, with such concentrated energy and maneuverability, shifts begin. There are supporters ready to follow the leader. Satisfaction wakes up. After the one result, he wants to set new difficult goals, etc. Practical psychology knows the methods of materializing the goal: for this, it is necessary to represent it visually and tangibly, regularly to check the progress. So, for a dominant

personality, there is no need to learn these things, they are already managed perfectly.

PEFI is the ideal functional profile of dominant subtype. Such people are respected, they are considered.

The energy of the movement towards the goal, as we see, is the main resource of such a bright leader.

C (creative) subtype, also sometimes referred to as a flexible- adaptive subtype, as it implies strengthening of functions I + F, is a variant of the sociotype which is characterized by non-standard perception of situations and non-standard reactions to them, the introduction of innovations. For the group in which such a person is included, he brings the opportunity to develop, flexibly choosing the direction of movement (and this group can be either an informal collective or a family or a fairly large organization).

The main characteristic of a creative person is paradoxical thinking and non-standard behavior, which allows solving problems of special complexity that are unattainable for the usual, previously triggered techniques.

The main secret of creative energy is inner concentration to such an extent that the external situation is completely ignored.

However, in the formula of creativity, it is also necessary to include the function E, with the help of which the generated idea is presented to the public in a catchy, memorable form. Archimedes, as you remember, shouted "Eureka!". It is difficult to deny the special magnetism and manic nature inherent in a creative person.

So we get the functional formulae IFE. However, one should not confuse creative inspiration with the emotional pressure of the dominant personality, who uses this tool significantly more efficiently and far surpasses the creative's influence on the psyche of people.

The inevitable continuation of the *merits* of the creative become his shortcomings, which are very annoying to those who are close to him. First of all, we are talking about uneven working capacity

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and extreme individualism. Periods of inspiration alternate with stagnation, and even depression. Individualism stems from an unwillingness to reckon with the norms accepted in the collective. The boss of the creative is forced to indulge him, otherwise, he risks losing his talented, unique employee (remember here the series about Dr. House).

N (normalizing) subtype (also sometimes referred to as a balanced-stable subtype due to enhancement of L + R functions) is a variant of the sociotype characterized by the identification, establishment and maintenance of norms and rules regulating both the formal and informal aspects of life and space (in the broadest sense, from the allocation for each thing of his personal place to conduct in public places). This variant of the sociotype tolerates a situation of uncertainty and a constant unpredictable change in the rules worse than the rest (but we must remember that the comparison is made between the variants within the same sociotype, and the situation perceived by normalizing LSI as uncertain and causing discomfort, for the normalizing LII may well be perceived as certain and regular, and therefore does not cause any moral discomfort).

Let's consider the ideal formula for normalizing behavior: LRT. Approaching this ideal can be done in two ways — through R (ethical norms) or through L (logical norms).

Ethical normalization is primary. It arises for the first time when ancient people are just beginning to stick together, without having any formal organization. Psychologically, the condition R is expressed as anxiety and conscience, attachment to close people, and loyalty to traditions. Normalizing by structural logic is secondary since it has a formal character and arises later. It is based on knowledge and observance of laws (“*dura lex sed lex*”), which requires certain psychological qualities

of cool-bloodedness and dispassion. Functions L and R reliably support each other: law-abiding is stable not because of fear of punishment, but out of conscientiousness.

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The third, additional function for the normalizing behavior is T (the temporal intuition). The normalizing person brings stability, as he is measured and planned, and therefore quite predictable. He has a good memory, which tells what traditions have passed the test of time. The society is very interested in having many people with N-behavior. Especially as it concerns a society in a state of anomie. Normalizing people, thus, form the foundation of any society. Without them, there would be no order or civilization.

H (harmonizing) subtype is also sometimes referred to as a receptive-adaptive subtype. As an enhancement of S + T functions, it is a variant of the sociotype characterized by sensitivity to changes in the broadest sense (from changes in one's own organism to changes in the development of the organization), and developed aesthetic flair. This variant of the sociotype tolerates aggravated conflicts and contradictions less than the rest. Therefore he is inclined to throw paraffin into the flames, or, if it is impossible to eliminate the conflict, he tends to distance himself from the situation physically and psychologically.

Harmonizing variant of sociotype (or H-subtype) is formed as a result of stable amplification in the functional profile (of any sociotype) of the receptive-adaptive functions — S and T. And if we take the triple functions, then STR. This is how the ideal formulae of harmonizing behavior looks. But why?

Firstly, the primary harmonization is S, after all. Remember the Latin phrase “*Mens sana in corpore sano*” (healthy spirit is in a healthy body),

indicating a consistent connection of these functions in achieving a harmonious state of the psyche. Secondly, the path of growth from sensation to intuition is more natural, and not vice versa. So, in yoga, you first pass the lower stage of Hatha, sensory, and then move on to the spiritually-intuitive Raja.

We also take into account the third function. Although it is additional, it gives important nuances. “R” as the third component

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of the profile will provide more sufficient harmonization than L. After all, L is a cold-bloodedness and indifference, dulling the sensitive tuning and adjustment. And the last ones are crucial in the harmonization.

Equivalence (reciprocity) of introverted sensation and intuition (written “S-T”) is often accomplished by immersing the person into a trance. Great success in this matter was achieved by the famous psychotherapist Milton Erickson. He was able to immerse a person in a trance state by skilled suggestion through relaxation and the recalling of memory images (the so-called Ericksonian hypnosis).

But, there are also more radical, and at the same time more dangerous methods. In particular, representatives of different psychedelic practices try to artificially cause the altered states of consciousness (T) through the use of chemical substances (S).

Internal harmony, not as a means of healing, but as an integral mode of existence, has long been developed in the East. It is based on the principle of non-action (in Daoism called Wu-Wei). The explanation follows. Any voluntary activity violates the natural course of things. Any action causes the same force of opposition. All the places in the system are already occupied. If the system is complex and variable, then we cannot know the

remote consequences of our actions. Therefore, it's useless to flutter and protrude.

In Western culture, the refusal to apply efforts with the goal of external transformation was formed as a social phenomenon known as escapism, that is, escape from real life into a world of dreams, fantasies, and reflections. Along with escapism, there always existed a more primitive, but practically easier to implement, strategy of a harmonizing person: a “who cares?” attitude. Nowadays it is very common among young people.

Now a few words about the irreplaceable role of the harmonizing personality in a stable group. The harmonizer is designed to provide feedback in the communicative system. He sends correction signals as an indicator of the psychological atmosphere. The H-subtype at

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first abruptly and even violently resists a violent demand, but then gradually reconciles and adapts to it.

Contactness — a feature drawing personalities to tense situations; predisposition to danger, facing challenges, activity. Trait shared by creative and dominant subtypes.

Distantness — a feature withdrawing personalities from tense situations; predisposition to balance, inner control. Trait shared by normalizing and harmonizing subtypes.

Initiality — a feature orienting personalities to undertaking new activities easily; predisposition to being at one with what comes to you. Trait shared by creative and harmonizing subtypes.

Terminality — a feature of personalities with orientation to bring whatever they have begun to completion; predisposition for controlling one's world. Trait shared by dominant and normalizing subtypes.

Connectiveness — the feature orienting a personality towards social suggestibility; results in increased agreeability. Trait shared by dominant and harmonizing subtypes.

Ignorativeness — the feature orienting personalities towards utilitarian behavior, focus on one's personal understanding and interests. Trait shared by creative and normalizing subtypes.

15 Facts That Every Newcomer Should Know About Socionics

PSYCHOLOGICAL TYPES: WHY ARE PEOPLE SO DIFFERENT?

15 Facts That Every Newcomer Should Know About Socionics

1. Socionics is really interesting!
2. In addition to socionics (and Jungian types), there are many other personality typologies.
3. At the heart of socionics is a centuries-old scientific tradition. Socionics relies on the “thinking-feeling,” “intuitive-sensory,” and “extraversion-introversion” dichotomies proposed by Swiss psychiatrist Dr. Carl Gustav Jung, which are recognized and applied by psychologists.
4. Socionic division of people into 16 types is a variant of a scientific classification; therefore, such a division is conditional. It can be accepted or not accepted just as scientists all over the world revise, accept or do not accept many other scientific markers and standards (for example, units of length, volume, mass).
5. Model A and Model G are not the only models in socionics.
6. For most people, the correct definition of their own socionic type is a long process that involves both diagnostics by specialists (preferably several) and the internal psychological process of introspection, self-knowledge, and self-identification.
7. Socionists believe that automatized tests for determining the type rarely give the correct result.
8. Socionists believe that the sociotype does not change over the course of one’s life, although there may be certain changes within the type associated with the strengthening or weakening of certain functions or even blocks of functions.

9. In socionics, the division of people into extraverts and introverts is accepted, but to speak about the existence of ambiverts is methodologically incorrect from the socionic point of view.

10. In psychology, there is no single definition of the notions “extraversion” and “introversion.” According to Jung and socionics, extraversion is not equal to sociability, and the introvert is not necessarily a reserved individual.

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11. Be careful! Most often when meeting a person, the first thing that catches the eye is an accentuated function and not a program (first) function, which determines the socionic type.

12. Be polite: not all people like to be “typed.” Before declaring his socionic type to another person or doubting his type, it is better to ask permission.

13. Duality is not a panacea!

14. Your dual may not always look attractive to you. More often than not, it's quite the contrary.

15. Do not overestimate the ideas of socionics, and you will not be disappointed by it.

Dmitriy Garnyi, SHS, Kiev, December 2018

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About the Author

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Victor Gulenko, Ph.D., is one of the most prominent originators of socionics, practicing psychologist and founder of the Humanitarian Socionics School (Kiev, Ukraine). He is the second most-cited socionist after the founder of socionics, Aushra Augustinaviciute. Well-known as an author on the topic of typology, Victor Gulenko is respected for a number of theoretical discoveries, among which are Model G of socionics types and the subtype system DCNH which is presented in details in this book. His books are the best first-hand knowledge you can obtain on the topic of socionics.

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