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Utbildning: Hermods. Lärde mig inget då programmering enbart kan läras ut genom ChatGPT. Försökte med StackOverflow, det gick inte. Fordon är bättre på alla sätt.

Telefonförsäljning på Relinx, november 2018 till juli 2020. Flyttade till Kil efter det. Jag har ägnat 4 år till att utbilda mig själv genom att utbilda andra om entreprenörskap och försäljning genom att använda min kreativitet till att förstå teorier och därmed utöka min erfarenhet. Bra på "timing".

Bootcamp 2024: Skool community. BDR med apollo, instantfy, clay, skrapningstjänster, säljsvarsmallar. Säljcoach: Oliver Skaanild, Danmark.

Webbplats: www.brageon.com - det var först en lead gen byrå, sedan speldesign. Varit min egen inkubator och sorterat fram nyttig kunskap. "Daniel Å. Jonsson" på Quora.

Självlärd utvecklare. Har sorterat DCNH sociologi på GitHub. Kan mäta texter till siffror och välja dess "antagonist". Om någon är ND, reviderar jag mitt manus till DH för att provocera NC och utöka komfortzonen steg för steg. Kan välja rätt aktiviteter för olika personlighetstyper, för att mjuka upp "kassörska" till "telefonförsäljning" genom "administratör" så att han vet vad branschen (och dess fördelar) handlar om.

Jag spelar poker på Betsafe. Jag justerar mitt pokeransikte med RTA. Börjat med boxning på Hammarby. Sportresor med Escape Travel Group. Prediktionsmarknader för att testa mina koder. För närvarande har jag kodat en flexibel kalkylator för Expekt-betting. Vill utforska alla möjliga sätt att tjäna pengar då det är ett äventyr.

Som inkubator/coach har jag försökt vara entreprenör inom speldesign med crowdfunding. En mejlläcka har hänt mig, med många andra svenska småföretagare. Såg det som ett "silverfoder". Svårt att verifiera privata e-postmeddelanden utan en datamäklare. Musikvideor för YT var för mycket jobb. Inte värt det eftersom det förmodligen inte kommer att leda till 1000 prenumaranter inom ett år, på grund av sin nischade berg-och-dalbana.

Blev omotiverad efter att ha tjänat tusentals kronor på betting. Lönsammare än crowdfunding utan kändisskap. En arbiträr motivering till att jag vill bli landslagsboxare. Vill mest ha intellektuell auktoritet för mina revolutionerande idéer.

Mysticism: deleted documented experience. As in gmail after unpaid invoices. Sampling with 1000 accounts to refine every factor in MCDA checklist. If you have good friends you can convince someone to buy a "gathering software" through specific roles in a prisoner's dilemma. Or by # trends. It would take UbiCloud 2 years to get VC like gust.com after new.

- 4th wall: DC+CH=CD (joy), CD+HD=NC (eie), NC+CH=HD (felt), HD+HD=DC (mcd).
- If the subordinate has higher subtype then both change their mind and heart.
- SEE-H+EIE-D=SEE-N+EIE-C because of HDCNH. CircleCI vs AWS CodeBuild.
- Receptive-Adaptive, Linear-Assertive, Flexible-Conquering, Balanced-Stable.

D: Supervisor, Kindred, Mirage, Contrary. RPf. "Money talks. Buddy" Drama display.
N: Benefactor, Activity, Semi dual, Dual. PRm. Epigrams, don't break the 4th wall.
H: Supervisee, Business, Mirror, Ego. PRf. Change the subject, break the 4th wall.
C: Beneficiary, Quasi, Superego, Conflict. RPM. Unilateral message. Evil eye in silence.

LSE meaning seeking, ontology. ILI dream seeking, machiavellian. SEI silly seeking, inviting trust. EIE purpose seeking, hashtags. LIE completeness seeking, maximizing trust. SEE motivation seeking, creating opportunities. SLI clarity seeking, maximizing profits. ILE normality seeking, preserving wealth. ESI fun seeking, making friends. ESE fulfillment seeking, preserving friends. LSI hope seeking, memetics.

ESFP
ENTP
ISTP
ENTJ
INFJ
INTJ
INTP
INFP
ENFP
ENFJ
ESTJ
ISTJ
ISFP
ISFJ
ESTP
ESFJ

DC soft eyes, NH dry eyes, DN end, CH start
 HD firm-willed soother, dating vs DN boss, yt
 DH wholesome leader vs ND strict devotee
 HC diverse includer vs CN explorer, sd facts
 CH easygoing sheep vs NC systematist, gdpr
 DC dynamo, mcd, imgo vs NH stabilizer, etsy
 CD maverick, kindness vs HN sage, #qoans
 10 active + 64 passive units; like 27 prime + 365
 passive in the Bible. D motivate, C negotiate, N
 DN>CH>DC=HH=CC>DD=NN>NH>DH>CN
 React metabolism (inventor), RM: CDHNC
 Discard old ideas (celebrity), PM: DCNHD
 Left: DC:C, HD:H, HN:C, ND:N, CN:H.
 Right: CN:H, DC:D, DH:C, HC:D, DN:N.
 ITR: DND, NCN, HDH, CHC = N+DC:N as 9:1
 D+H:HN, D+N:NH, D+C:CD, N+C:HD, H+C:ND
 D+D:DD, N+N:DD, C+C:DC, H+H:DC, N+H:NN
 CD+DN=C+N [cv], HC+DN=H+H [pb], 7 calls
 18/2=8 cv, 19/8=2 pb, 8-2/12<>17=0.15⁻¹

Power: inertia=revision, hysteria=benefit. I- : Supervisor, Kindred, Mirage, Contrary. RPf, rugby, boredom. H- : Benefactor, Activity, Semi-dual, Dual. PRm, motivating. I+ : Supervisee, Business, Mirror, Ego. PRf, video, peace. H+ : Beneficiary, Quasi, Superego, Conflict. RPm, linux, debate. ESTP play the expert card NT when moving people (H-, I+).

I are one's supervisor if one should be immovable (Result>Process, boxing). H are one's benefactor in conflicts (Process>Result, brand value). This is why I can think/speak like ISTP or ENFJ. If I move people (H) else stop them (I). ISFP Stratiyevskaya type descriptions. Persuasion styles (SF, NF, ST, NT) bridge "contrary, activity" based on "carefree, emotivist." I learned this from 16types forum.

- 1. H- : In conflict you play ISFJ. You use whatever gossip you know to calm them down. PRm.
- 2. I- : If you want to stop people you play as ENTP by pointing out the odds for success in other projects. ESTP: errors in existing projects. RPf
- 3. H+ : In peaceful times you play as INTJ, detached from everyday life. RPm, linux solving.
- 4. I+ : If all is done, you "write people in your book" as a hobby. PRf, ESFP.

IEE/LSE: Observe the pace of mistakes through spiral dynamics. How quickly he gets followers. ILI/SLE: Attacking with irony or aphorism after obvious mistake. PoLR: N=Tactless. F=Cold. S="At least." T="Weird nonsense." Creative: S="I'd rather." T=Irony. N="X bc Y can be -X." F=Rude. Si="I don't burden or exhaust people." Power: vultology > graves' spiral dynamics > aphorism > minions.

ISTP
ISFJ
ENFJ
ISFP
ENTP
INTP
INFP
INTJ
INFJ
ENTJ

H-last: inclined to aggravated conflicts and contradictions, hard to distance itself from problems and exhausts all forces into them
N-last: inclined to unprincipled behavior, it is difficult for them to have a continuous identity and dealing with them can be unpredictable
C-last: inclined to inflexibility, difficulty changing the direction of movement which leads to staying in the same rut longer than necessary
D-last: inclined to scattered behavior, often not willing to concentrate forces on goals and thus energy is scattered and efficiency is lost

Reactive Metabolism are the subtypes revolving in the opposite order: CDHNC. Movement from the freest Creative behavior to the most rigid and restrained Normalizing behavior. This one starts from self-confident behavior in the service of new spontaneous talents which ignores danger and detraction (CD), to smoothly holding disparate people together under the agenda by resolving their conflicts (DH), to behaving adaptively in the collection of information and experiences while never losing the basic shape of one's character (HN), to respecting and carefully expanding one's framework and character by making step by step excursions out of the well understood comfort zone (NC).

Dominant-Creative (DC): The Audacious Dynamo

- In-charge and busily forcing those around them to a necessary pace (so they are not Creative-Dominant)
- Easily break rules and act spontaneously to get what they want
- Main characteristics: Order subtype (Contacting), Proactive Metabolism
- Blurred characteristics: Terminating, Connecting

Dominant-Normalizing (DN): The Self-Disciplined Authoritarian

- A fast decision-maker who organizes others authoritatively (so not Normalizing-Dominant)
- Conform to strict laws and plans on their own territory
- Main characteristics: Dual subtype (Terminating)
- Blurred characteristics: Contacting, Connecting

Dominant-Harmonizing (DH): The Wholesome Leader

- Skilled at including others under their decisive leadership (so not Harmonizing-Dominant)
- Their goals continually track the peace and safety of those in their charge
- Main characteristics: Revision subtype (Connecting), Reactive Metabolism
- Blurred characteristics: Terminating, Contacting

Creative-Dominant (CD): The Determined Maverick

- Expressing themselves brightly no matter the reaction of others (so not Dominant-Creative)
- Act decisively and resourcefully to have independent control over their own affairs
- Main characteristics: Order subtype (Contacting), Reactive Metabolism
- Blurred characteristics: Initiating, Ignoring

Creative-Normalizing (CN): The Meticulous Explorer

- Boldly and spontaneously adventuring in unexplored territory (so not Normalizing-Crea)

- Map their trials carefully and adhere to firm principles that they learned
- Main characteristics: Revision subtype (Ignoring), Proactive Metabolism
- Blurred characteristics: Initiating, Contacting

Creative-Harmonizing (CH): The Easygoing Free-Spirit

- At ease taking risks and making contacts to pursue their interests (so not Harmonizing-Creative)
- At peace with themselves and calm and flexible with the similar minded
- Main characteristics: Dual subtype (Initiating)
- Blurred characteristics: Contacting, Ignoring

Normalizing-Dominant (ND): The Strict Devotee

- With a thorough eye for quality and a strong commitment to a stable system (so not Dominant-Normalizing)
- Will confront and rebuke disorder and laxity on their territory
- Main characteristics: Dual subtype (Terminating)
- Blurred characteristics: Distancing, Ignoring

Normalizing-Creative (NC): The Experimenting Systematist

- Preferring well-ordered methods and seeking an ever more perfect system (so not Creative-Normalizing)
- Freely test new options and incorporate only what improves the system
- Main characteristics: Revision subtype (Ignoring), Reactive Metabolism
- Blurred characteristics: Terminating, Distancing

Normalizing-Harmonizing (NH): The Finetuning Stabilizer

- Steadily working out specialized tasks and problems to finality (so not Harmonizing-Normalizing)
- Sensitively adapt rules in context to make systems accommodating
- Main characteristics: Order subtype (Distancing), Proactive Metabolism
- Blurred characteristics: Terminating, Ignoring

Harmonizing-Dominant (HD): The Firm-Willed Soother

- Gently aware of sensitivities and seeking peace (so not Dominant-Harmonizing)
- Act timely to influence pressure points of close people to ensure gentler eventualities
- Main characteristics: Revision subtype (Connecting), Proactive Metabolism
- Blurred characteristics: Initiating, Distancing

Harmonizing-Creative (HC): The Diverse Includer

- Seeing the harmony in disparate things and keen to remove any strife (so not Creative-Harmonizing)
- Open to agreeable new experiences and ideas to expand this delicate sensibility
- Main characteristics: Dual subtype (Initiating)
- Blurred characteristics: Distancing, Connecting

Harmonizing-Normalizing (HN): The Expert Consultant

- Able to give sage advice to smooth over difficulties as they arise (so not Normalizing)
- Collect firm principles close to their experience as a consistent stable core
- Main characteristics: Order subtype (Distancing), Reactive Metabolism
- Blurred characteristics: Initiating, Connecting