

**MARCH 18 2022 3:23 PM ZULFIKAR MOINUDDIN AHMED  
HAS SUFFICIENT PREVIOUS WORK FOR VAST OVERHAUL  
OF PSYCHOLOGY**

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**1. A RETURN TO MOTIVATED HABITUATION AND INTUITION HYPOTHESIS FOR  
UNIVERSAL HUMAN PSYCHOLOGY**

I want to retrace the steps that I have been taking in the five years towards a Natural Science of Man. I am seeking clarity and coherence above all. The new hypothesis that will give us a coherent unity is that *Motivated Habituation* and *Intuition* are the core central variables for all of Universal Human Behaviour.

Let's take a step back from this and mention several key problems with Psychology. First, Psychology is a sprawling anarchic chaotic mess today, after roughly 150 years of existence. It is also miserably soggy. Most psychology efforts are much more impenetrable verbiage where it's hard to separate the forest for the trees. We'd like to see a much more precise sharp Science here with coherence and unity and sharp match to Nature.

My foray into solution to these challenges is to attempt to constrain Psychology in a highly nontrivial, but valid, manner. This is not a frivolous exercise because the benefits of a solid natural science of Psychology could be significant rational management of the Life Satisfaction levels of eight billion people.

**2. ANALOGY OF MANAGEMENT OF INFLATION**

In the nineteenth century, before John Maynard Keynes and other economists invented central banking, to make the story simple, there was no management of inflation that was effective. The world's inflation rates were rationalised starting with Bretton Woods in 1944 and slowly half a century later, the world's inflation rates have been tamed by and large.

In the same way, today, there is absolutely no control of the world's Life Satisfaction levels. This is one of the key reasons I pay any heed to psychology at all. I see a future where world's life satisfaction levels will also be tamed.

The *scientific interest* in the natural science of Man, is not simply curiosity of a parlour game, for intrinsic interest of pure entertainment. There is a goal, that world's Life Satisfaction levels must be managed and that this is a *good in itself*. That is the purpose in my view, in my world at least for a natural science of Man.

Of course we *need truth*. We are curious about what is the truth, but there is some urgency here. We do not have life satisfaction of the world under some rational control at the macroscopic scale. The fundamental reason is that Psychology is not

good enough today to produce certain understanding of what we ought to do to manage the world's life satisfaction.

I, Zulfikar Moinuddin Ahmed, intend to be the pioneer to change this dreadful situation. My people suffer. My people, my beloved people the human race, are wracked by the elements and have their life satisfaction levels be subject to the tempests and storms, the freezing cold and the unbearable dry heat of the deserts because we do not have a serious reliable natural science of Man, and it breaks my heart. My heart cries out in torments, and my Conscience is filled with intense guilt. This cannot continue. This must change, and it must change now.

### 3. NATURAL SCIENCE OF MAN MUST BE STRONGER

From my point of view, the necessity of managing the world's life satisfaction is what is driving me to seek a sharper natural science of Man, for it is clear and accurate natural science models that will be crucial to understand what we can do to manage world's life satisfaction in an organised and systematic manner. This natural science of Man does not exist yet.

The *sprawl of Psychology* makes efforts more difficult. For some years now I had been interested in a more concise and accurate Psychology, one capable of giving clear answers to what we ought to do to improve life satisfaction of the entire human race.

One of the bright achievements of mine had been to show that Universal Human Moral Nature exists, that higher moral values correlate with higher life satisfaction, proving Aristotle's Virtue-Eudaimonia theory correct. I extended his Virtue theory to Virtues of Romantic Love for a full spectrum of Virtues that can act as a user's guide to autonomous management of individual life satisfaction.

This has been accomplished, and stands as a great moment in world's intellectual history.

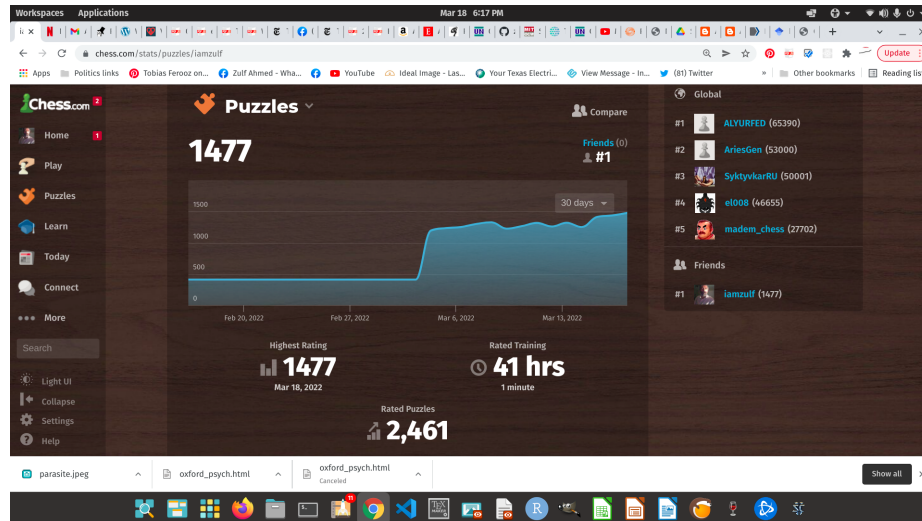
Then I undertook an effort to understand what is the nontrivial core of Universal Human Psychology. In the past few weeks I had been exploring this, and eventually decided that Motivated Habituation and Intuition must be the core of Universal Human Behaviour. The entire field of Psychology has not clearly enough grasped either that there exists a Universal Human Psychology, and I have banished from the clouded understanding any doubts with deduction from  $G_c$  the constant sequence of DNA letter pairs that accounts for 99.9% of everyone's genetic code. It is then a fairly obvious deduction that Universal Human Psychology will exist.

I have highlighted the analytical difficulties of dealing with vast variation in Human Behaviour systematically, for the total thoughts, emotions, and behaviour of all eight billion people requires a priori *intellectual techniques* and this has not been addressed directly in Psychology; here Mathematical thought is crucial. I have seen a jumble that is without intellectual discipline. Even the Biblical Tower of Babel is less confusing than Psychological Literature in total chaos and anarchy.

For Human Behaviour, Motivated Habituation and Intuition need to be the canonical central subjects of study, and Quantitative Positive Psychology must be developed for systematic applications. These are my original discoveries. Then we need to develop institutions to deliver the fruits of developments in natural science of Man to eight billion of our beloved people. I have personally examined the technology stack necessary for delivery, Meteor and Mesos on a hardware server cluster, that will suffice.

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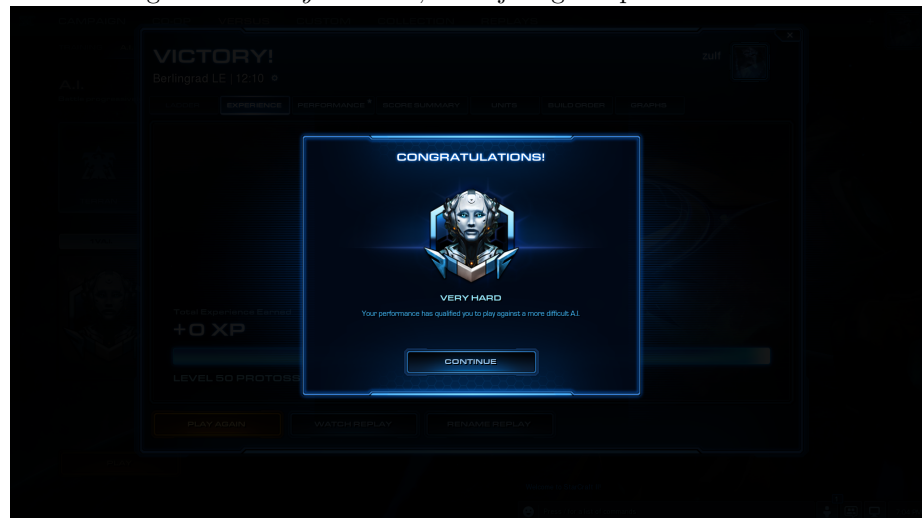
#### 4. MY CHESS RATING REACHES 1477



My dear readers will recognise that 1477 is the highest rating I have achieved in my entire 50 years of life. Now this is not saying a great deal since I have not been an avid chess player, but I am filled with excitement and joy about this because this shows that motivated habituation does actually improve chess rating slowly.

#### 5. UNIVERSALITY OF MOTIVATED HABITUATION IN UNIVERSAL HUMAN BEHAVIOUR IS MOST IMPORTANT

I just played a Harder AI level game in Starcraft II with a 12 minute win [1]. About six months ago I was unable to win at lower levels than harder. I am still unable to win games at *Very Hard* AI, but i just got a promotion to that level.



And the point is that these games are simplifications of human behaviour at all levels of life on Earth. Our abilities to do various things in life depends on *transforming our intuitions by habituation and practice* and this phenomenon is quite general and accounts for 96% of human behaviour. In all these arena, power

law will model skill level rise. This even applies to relationships with friends and family and others.

It is the universality and ubiquity of the relations of motivated habituation and intuition that is the nontrivial center of all Universal Human Psychology.

## 6. INSTRUCTIONS TO HARVARD, STANFORD, OXFORD, AND CAMBRIDGE ON WHAT TO DO

I am getting the distinct impression that Harvard, Stanford, Oxford and Cambridge need instructions on what to do. My Wells Fargo account number is 668595582.

I want you to talk amongst yourselves and decide what sort of full professorship you want to give me, and also whether you want to buy 40% of Thyself Inc. Then I want you to use your bank to make a *transfer of funds* to my account and *email me notice of the position you have offered*. I wonder if I have to keep repeating instructions. I don't really give a damn what Bill Gates or whoever else says ok?

This is not the most difficult task in the world, so if you cannot do this task I will *make you look bad* because you pretend to be world class universities but cannot accomplish fairly simple tasks.

## 7. BILL GATES HAS TO BE DESTROYED PHYSICALLY

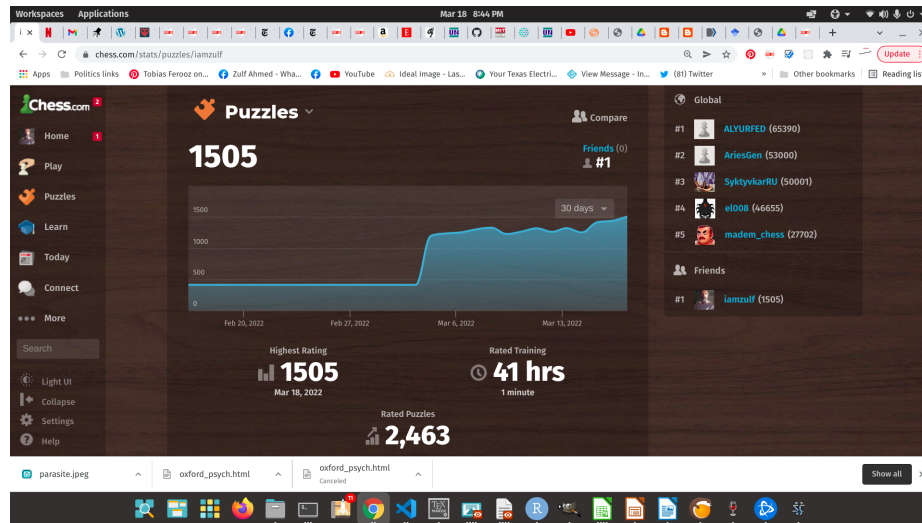
Bill Gates is not just a threat politically. He's a convicted (by United Nations Security Council) War Criminal and he had been harming my physical body and destroyed my Deep Interior while United States Government stood by. He is not just a menace in political or civil manners but he's like a rabid rottweiler or pit bull and needs to be destroyed physically. No other decision is rational. Why don't you stop trying to find alternatives and seek and destroy the little cunt physically, with lethal military force?

## 8. MY CHESS RATING FINALLY EXCEEDS 1500

Chess.com Puzzle Ratings are not FIDE ratings. But they are a measure of some skill, and I am quite excited to finally gain a rating above 1500. In this solemn day, March 18 2022, I, Zulfikar Moinuddin Ahmed, have reached the rating of 1500 in chess for the first time.

For the first time I, a Bengali ethnic, can be unashamed with a respectable rating. You see, Indians invented chess, so it is a matter of deep shame when everyone and his brother has rating of 2600 and I was stuck in some menial rating for ages.

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I don't care really all that much in the end if it's not FIDE rating.

What is important is that in all other arena of life, there are levels of competence, and I am especially interested in gaining in romantic relationships and Virtues similar improvements.

## 9. REFINING SOME PLATITUDES

I will take issue now with several platitudes.

- Past behaviour is best predictor of future behaviour
- Human beings are creatures of habit

The trouble I think with these propositions is that they are right but not precise enough to be illuminating. The right answer is that human beings are creatures of *motivated habituation* rather than of habit, and that past behaviour is always repeated with variations so each repeat of behaviour has nuances and variations *that ought to be expected*.

But the most important point is that our inner psyche changes by every actual exercise of any behaviour at all, and with it development of *intuition*.

These assertions will seem minor issues in our normal thinking, but they are profound issues for a natural science of Man. And this is absolutely central to rebuilding Psychology from the ground up.

When we say "Past behaviour is the best predictor of future behaviour", we can be annoying and glib and banal in social situations, but we are being extremely coarse as well as psychologists because the granularity of sensitivity to nature is far too dull in the statement to capture truth of Nature.

## 10. ZULF TESTS OUT SOME MARKETING WITH A TRUISM



You see, now I feel comfortable with aspects of novel elements of natural science of Man, a reformulation of Psychology that will lead to a transformation of the world's life satisfaction, and I want to take steps to package and market these things.

For this I do some tests with a simple truism. I like the slab serif font with good strong contrast here. The font is called *Bevan*.

## 11. MARKETING 101: PRETEND SOME THINGS ARE WELL-KNOWN SO I LOOK EDUMIKATED

First we quote a statement from [2].

"It is well-known that, with repeated performance, many behaviors become routine to the point where they can be executed with minimal conscious control (Schneider & Shiffrin, 1977; Shiffrin & Schneider, 1977)."

Now this is an extremely delicate claim, and is one of the key feature of Universal Human Nature that needs to be established without a shadow of a doubt for my major thesis.

But instead of actually attempting to make a case at all, and not fully understanding what in the world Schneider-Schiffrin is doing over there in 1977, I will proceed to claim with a wise nodding head, "Ah, yes, yes. Most certainly. Well-known, well-know. Quite." And then I send copies of the complicated papers of Schneider-Schiffrin where there is a total lack of any clarity of whether they establish that repeated performance leads to anything at all.

This is Marketing 101, the bamboozling of the people by citing all manner of complicated mumbo-jumbo, claiming well-known by authority, and glibly eliding over all significant doubts by sheer power of rhetoric.

Let's do that. Never mind that Motivated Habituation being 'automatic' is an extremely nontrivial question regarding Universal Human Nature that needs clear understanding.

Now I will tell you something. I have been practicing chess. I might have fantasies about thoughtless intuition leading me to make automatic moves for rating 2800 in my sleep. Nature is not so kind, you see.

The reality is that Schneider-Schiffirin's work assumes automaticity and does not establish it.

## 12. ICEK AZJEN'S DESCRIPTION

Past behavior, people are often told, is the best predictor of future behavior. Human beings are said to be creatures of habit; they tend to persist in doing what they have become accustomed to. It is well-known that, with repeated performance, many behaviors become routine to the point where they can be executed with minimal conscious control (Schneider & Shiffrin, 1977; Shiffrin & Schneider, 1977). For most of us, walking, driving a car, brushing our teeth, getting dressed, and the myriad of other activities we perform every day become routines that do not require much focused attention. Even complex behaviors that are initially guided by explicit intentions and self-regulation can, with sufficient repetition and practice, habituate and become more or less automatic in the sense that they are performed quickly, outside awareness, with minimal attention, and in parallel with other activities (Bargh, 1996; Ouellette & Wood, 1998; Posner & Snyder, 1975).

The last paragraph is from [2]. I understand now that the term of the results of habituated motivation results have been termed *automaticity* in psychology literature.

I think there needs to be serious efforts at foundations of Universal Human Psychology and terminology needs to be made far more precise. First of all nothing is actually automatic. This terminology is extremely bad, and it does not lead to significant understanding of psychology.

Motivated Habituation leads to development of *intuition*. The idea that this would lead to actual *automaticity* is totally absurd. This is horrible terminology, with due apologies to the people who have been doing research on the phenomena. The real issue is *most definitely not automaticity* but *intuition development*.

I know this extremely well because I *wish* that playing chess without errors became automatic. It never will for me. And that is because there is power law intuition development curves involved.

I see the effort at this mythical *automaticity* by John Bargh et. al. [3] and many previous ones but this has to be mended.

Look, let me be blunt over here, my chess rating, after reaching a peak of 1505, is now at 1442. Where's my automaticity in 2800 level chess? It is nowhere to be found. Nowhere. There is no actual automaticity for us. There is development of intuition, like the Kahneman's first level of thinking, and *Intuition* is what is developed with Motivated Habituation.

All this *Automaticity* is mumbo-jumbo. It's not what is going on at all. Even learning to ride a bicycle is not all that automatic. Intuition, ladies and gentlemen, develops with a lot of practice. There is no automaticity while we're human beings. It's a wishful fantasy and it's just make-believe.

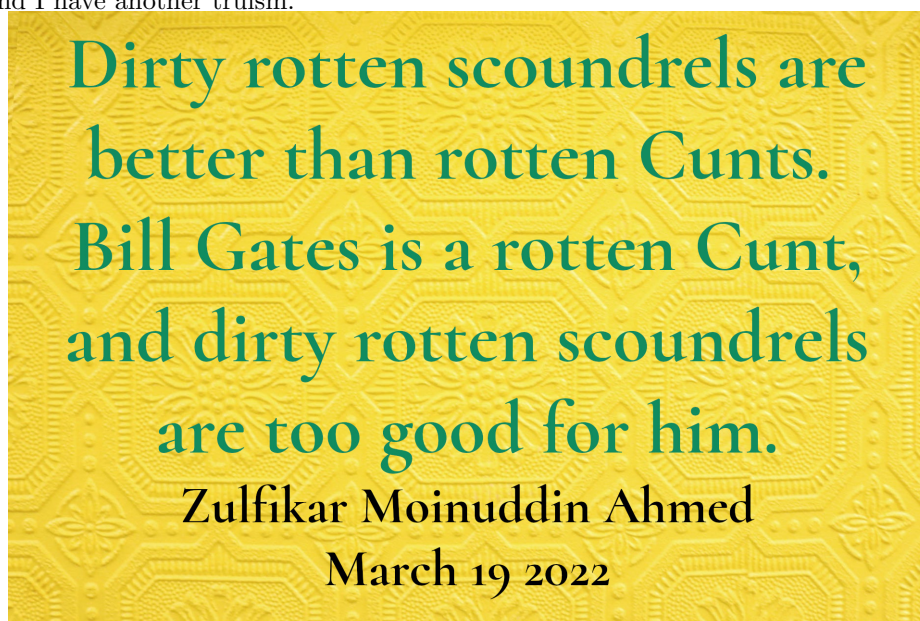
### 13. JOHN BARGH AND OTHERS OUGHT TO REFACTOR AUTOMATICITY WITH INTUITIVENESS

What they are calling 'automaticity' is intuitiveness. Things never actually become automatic. They become more intuitive, easier than when strenuous effort is needed. But the skill rise follows power laws always, and so no skill truly becomes automatic ever.

They ought to totally rename their topic intuitiveness and bring their work in line with Aristotle's habituation for virtues, and then everyone can appreciate what their work is. There is no special new discovery in this 'automaticity'. Intuition develops with motivated habituation. It's part of Universal Human Psychology. They rediscovered this *phronesis* of Aristotle. The world will be more grateful for their work. Nothing new in a way. On the other hand, it's not just semantic.

### 14. MARKETING EXAMPLE

I really liked the font Cormorant and this yellow patterned background here. And I have another truism.



Note the effect of the darker colour for the signature and date, which gives the entire poster a certain dignity, a somberness that is quite appealing.

### 15. THE DIFFERENCE BETWEEN INSTINCT AND INTUITION

My brother disagrees with me regarding my interpretation of intuition. I infer from this a more general reluctance by the world. I will make an attempt to make the distinction first in plain language.

You see, words like *instinct* and *reflex* denote those features that have hard genetic basis. We have instincts and reflex and intuition. The first, instincts and reflexes we share with other less complex animals. Instincts and reflexes share with intuition the lack of deliberate cognitive activity. Intuitions might involve issues that have a great deal of cognitive content but they originate in consciousness with



seeming deliberate cognitive effort. They are not reflexes and they are instincts, although sometimes they might be entangled with the latter.

My major thesis has been that intuitions are not inherited in our genetic inheritance, which instincts and reflexes are. But I make the nontrivial claim that all intuitions that any human being has ever had arises from direct or indirect result of motivated habituation. The arena is large, for some motivated habituations are for quite complex set of acts involving deliberate thought and action, and emotions. I have various sorts of mathematical intuition which are far from the instincts and reflexes of most human beings who are not initiated into mathematics. But the arena is vast.

The nontrivial thesis is nevertheless that *all intuitions* are the result of a motivated habituation process. All require a certain, deliberate or otherwise, repetition of practice. The idea that people will have highly developed sophisticated intuitions without any repetition I consider to be in grave error. That is one of my major theses.

I realise that this is a nontrivial thesis since I am having disagreements from intelligent people, but I will push forward for this thesis as absolutely central to Universal Human Psychology.

Several centuries ago, John Locke had the Blank Slate hypothesis which we found over time to be in error. Perhaps my motivated habituation hypothesis as the source of all human intuition will be found to be in error as well, but I will strongly advocate this thesis as central to Universal Human Psychology because it is, given what I have learned about the world in 50 years of life to be a very strong thesis that might bring order to the chaos that is Psychology at the current moment which makes Tower Of Babel seem serene and orderly.

## 16. THE NATURE OF HUMAN INTUITION IS THE CENTRAL QUESTION OF PSYCHOLOGY

For many centuries, the central question in physics was on the nature of light, whether particle or wave. I won't go through the history. Until my final resolution of wave-particle duality in Four-Sphere theory which relied on compact homogeneous geometry of the four-sphere of radius  $R = 3075.69 Mpc$ , the question was a source of mystery.

In the same way, the nature of universal human intuition stands as one of the central mysteries that are totally mysterious and unresolved in Psychology. My path comes from Aristotle's account of Virtues, by habituation, but Aristotle did not offer a satisfactory account of human intuition.

Albert Einstein once noted "intuition is nothing but the outcome of earlier intellectual experience". In a similar vein, the American psychologist Herbert A. Simon (a fellow Nobel Laureate) stated that intuition was "nothing more and nothing less than recognition". [4]

I am pleased by these opinions. I have been interested in the product of *motivated habituation* as the source of all human intuition. I have a copy of Daniel Kahneman's book *Thinking Fast And Thinking Slow*.

This is not a trivial matter at all and a strong firm position on what intuition is, its connection to motivated habituation is the most central problem in universal human psychology. Psychology must take a consensus position that is sharp and

without doubts here because intuition is not a frivolous issue in Psychology; it is the most central nontrivial issue.

Albert Einstein and Herbert Simon did not directly attach intuition with motivated habituation, and this is for me one of the most central features of Universal Human Psychology.

I will readily admit that intuitions are often associated with *inner repetitions* rather than repetitions of outward behaviour. But my major thesis is that there is nothing else; repeated experiences are absolutely necessary for any intuition in a human being.

#### REFERENCES

- [1] [https://drive.google.com/file/d/11GroS8TLoww-uLSdE2a025ar\\_MQW8R8T/view?usp=sharing](https://drive.google.com/file/d/11GroS8TLoww-uLSdE2a025ar_MQW8R8T/view?usp=sharing)
- [2] Icek Ajzen, Residual Effects of Past on Later Behavior: Habituation and Reasoned Action Perspectives, *Personality and Social Psychology Review* 2002, Vol. 6, No. 2, 107–122
- [3] John Bargh et. al., Automaticity in social-cognitive processes, *Trends in Cognitive Sciences*, 16 (12), 2012, pp.
- [4] <https://www.psy.unsw.edu.au/news-events/media/2013/05/what-intuition>