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**Dedication**  
**This book is dedicated to my family**  
**And**  
**To**  
**Dewey Deavers.**

## **Preface**

This book has been written in an effort to help promote a better understanding between people everywhere.

When you understand why a person is the way they are and what their motivations is, you will be able to deal with them and the situation far better than before. You will also understand your own motives and behavior in the process.

It is impossible to know about others unless you are intimately aware of yourself.

A lot of people would truly like to have a better understanding of what makes others tick and how to relate to them in a way which will produce harmony, relieve tension and eliminate conflict. Most people would also like to know why certain things and people bother them and what they can do internally to create a peaceful state of mind.

If this book does nothing more than help one person know themselves better and understand the actions of one other person which leads to a better relationship between these two people, then this book will have served its purpose.

## THE BOTTOM LINE

The big question is why do people do the things they do?

**People do what they do because it makes them feel good or better.** This includes all positive and negative behavior.

All human action is directed towards this one single and simple goal. Keep this in mind when observing the actions of others and by taking note of your own behavior, you will find this true.

### Negative

**Example:** If someone puts their fist thru a wall in a fit of rage it made them feel better because this is how they released their anger, frustration or hate.

### Positive

**Example:** If someone gives a large sum of money to a worthy cause or friend, it made them feel good do this or they would have kept the money.

If you look at each action in this light things will dawn on you and then you will begin to ask “WHY does this particular thing I just did make me feel good or better?” You will then be in a much better position to understand the actions of others because they are doing what makes them feel good and you will find that sometimes their reasons are the same as yours.

This book will help you understand the WHYS.....

## THE SIX DIRECTIONS

Everyone’s life and mind is going in six different directions at all times. The mind carefully orchestrates and controls this but the person is usually not aware of the different paths their mind is going down. The total of which comprises their outward and inward behavior.

1. The first direction is first impressions of others and how we react to them and they to us.
2. The second direction involves our interests and goals.
3. The third direction is our basic life style which we have habitual zed.
4. The fourth direction is our temperament in dealing with others.

5. The fifth direction is how we react to others and situations according to our natural disposition.
6. The sixth direction is the effect our experiences continually have over us from the past, the present moment and even into the future.

It is only when we become aware of all six directions that we are able to put our own actions and the behavior of others in perspective.

This book will help you to recognize and identify not only each direction, but the path each direction takes and where it leads. Where all the paths lead, will be the sum total of who the person is and why their actions make them feel good which is the bottom line of all behavior.

## **FIRST DIRECTION FIRST IMPRESSIONS**

The old saying is, “First Impressions are lasting Impressions”. There is much truth to this and first impressions do last a long time and sometimes never change but some first impressions can be changed over the course of time so if you do make a bad first impression it can be overcome.

When two people first meet, they will automatically size each other up and put the other in one of three categories. The problem is most people don't even realize they are doing this or that the other person is doing the same, as a result most relationships are made within one minute of the initial meeting and are subject to a process neither realizes is going on.

The relationship will hinge on what category each person puts the other in. This is where personal relationships are instantly made or broken.

Each of us automatically categorizes the other person in one of three ways:

1. Inferior to you.
2. Equal to you.
3. Superior to you.

### **IF YOU CONSIDER SOME ONE INFERIOR**

If you consider someone inferior to you, you will have a tendency to either be condescending, patronizing, contemptuous and perhaps show a lack of respect in some very subtle or overt ways.

## **IF YOU CONSIDER SOMEONE EQUAL**

If you consider the person equal to yourself you will become relaxed and try to engage this person.

## **IF YOU CONSIDER SOMEONE SUPERIOR**

If you consider this person superior to you either mentally, physically or culturally then of course you will act overly respectful, perhaps in awe and will become somewhat humble.

It is just as important how the other person regards you and how you respond to this.

## **IF SOMEONE CONSIDERS YOU INFERIOR**

If the other person regards you as inferior for whatever reason, valid or invalid, it makes no difference, it is what they think at that moment that counts, and if you try to treat them as equal you will lose any and all rapport. If they regard you as inferior and you regard them as inferior then fireworks will occur.

## **IF SOMEONE REGARDS YOU AS EQUAL**

If the other person regards you as equal and you respond and treat them as inferior obviously you will lose their respect. If you regard and treat them as superior you will not be able to establish a relationship.

## **IF SOMEONE REGARDS YOU AS SUPERIOR**

If the other person regards you as superior to them and you treat them as equal, you will lose their respect. If you think of this person as inferior and show it, you have also ruined an opportunity. If for whatever reason you regard this person as superior to you, they will probably think you lack good sense.

Realize how you regard the person and then determine which category the person you have just met has assigned to you and if you wish to establish any kind of relationship or rapport with that person, after you have determined how they regard you, you must react accordingly.

## **METHOD OF DEALING WITH SOMEONE WHO CONSIDERS YOU INFERIOR**

If they consider you inferior to them, do not try to establish the relationship on an equal basis but allow them to play this part by asking their opinion, acknowledging their achievements or position and they will have a tendency to hold you in higher esteem because you have in their mind recognized their importance, position, accomplishments, etc.

## **METHOD OF DEALING WITH SOMEONE WHO CONSIDERS YOU EQUAL**

If the person regards you as equal this of course is the best situation because you can talk person to person on equal and relaxed terms.

## **METHOD OF DEALING WITH SOMEONE WHO CONSIDERS YOU SUPERIOR**

If the person considers you superior to them then let them know you would like to help them and bring them up to the level which they regard you so you can be on an equal basis some day.

This first direction is so critical that how you handle this your ability to accurately determine which category they have put in, and then reacting in a way which will best serve to produce at least a mutual respect will determine the course of the relationship.

## **SECOND DIRECTION NATURAL DISPOSITIONS**

People are by nature **sincere**, **insincere** or **unconcerned**. Since it is rare for a person to maintain any one of the above 100% of the time for a prolonged period, many people represent a combination of either two and sometimes all three.

### **SINCERE DISPOSITION**

**TEACHERS** - People displaying a genuine desire to help people in some way are usually very sincere people. Teachers value the sense of esteem placed upon them by others and enjoy the appreciation shown by those they teach. Teachers also want people to like them and are usually people persons who will function best when dealing with others on an equal basis.

There are two basic categories of teachers:

**IRRITABLE** - This teacher is short of patience and cannot understand why others cannot grasp what they are trying to convey. A quick temper and lack of patience combined with a sense of inner frustration at the thought of being unable to communicate their ideas will cause them to be irritable especially to slow learners who cannot seem to grasp their instruction.

**LIKEABLE** - The likeable teacher is easy going, tolerant, has a world of patience and a sincere like if not a genuine love of people, this is usually combined with a sense of humor and the ability to not take ones self too seriously. This individual is able to establish an immediate rapport, create a bond and likeability which inspires their pupils to not only learn, but excel.

### **INSINCERE DISPOSITION**

**ACTORS/PERFORMERS** - These individuals are just what the word implies. They act out their part and perform to impress people with their strength, intelligence, ability, etc. There is no sincerity only a desire to be perceived as sincere.

By their nature and their lack of emotional involvement, they are insincere. Acting mad allows them to retain total control whereas if they actually felt and got mad they would lose all control of themselves

and the situation. Control is the key word since their behavior is for personal gain thru manipulation. A need for attention, a demanding ego and constantly trying to feel important and be important combined with a need to control and manipulate for their own ends are the characteristics of the Actor/Performer and they are divided into two groups, likeable and irritable.

**IRRITABLE** - Irritable actors have little or no control over their egos and regard most people beneath them in some manner. They must let everyone know they are somebody and go into a “bad” act when people fail to realize or acknowledge them. This can be an “attack” act with either physical or mental involvement.

This “attack” act is devoid of any emotion so as to retain perfect control. This is all theatrics but bad actors can trip over the line unless they get the needed response and can begin to believe their own act. Classic example: General Patton in World War II with a “shape the troops up” act, trips over and believes his own act, becomes emotionally involved, loses control and hits a soldier.

Irritable actors deal in intimidation, fear, implied or overt threats and a need for 100% control 100% of the time.

**LIKEABLE ACTORS** - These people are much more enjoyable to be around than the irritable actors since their claim to fame is to entertain and gain the admiration of those they perform for. Laughter and good humor are their stock in trade combined with a pleasing, pleasant and likeable personality all combined to gain total acceptance for one reason or another. They too must maintain an unemotional involvement since true feelings distract them from the mission at hand of creating a favorable impression with the idea of obtaining people’s votes, money, sexual favors, or perhaps just their admiration and most important, their acceptance and attention.

“On stage and on”. The thrill of impressing, drawing people out, turning them on has become almost an addiction. Their goal is to; take something one way or another and they must maintain an act to accomplish this. They may have a sincere desire to do good but they must be devoid of true personal involvement and emotion to accomplish this.

## **UNCONCERNED DISPOSITION PASSIVE REACTOR**

Both teachers and actors share the common goal of wanting to make something happen. Not so with the person who is for the most part unconcerned and willing to let things happen. These are the wishers and the easy resigners to situations. They are the non participants in the game of life and for the most part do nothing. They have carved a little safe niche out for themselves and are content with little in return for being left alone. They will talk and answer but only to communicate. There is no animation or excitement. This group is divided into two categories also.

**VACANT** - The vacant passive reactor seems unaffected by almost everything and maintains an air of indifference with no strong feelings one way or the other, and with almost total noninvolvement and lack of concern.

**HAPPY** - this style of passive reactor is known as “Happy-Go-Lucky”. They go about their business with a smile on their face and a pleasant word for everyone. Most people like them because they are harmless and seem well intended.

When sizing up someone, it is necessary to keep in mind that most people are a combination of all three, sincere – insincere – and indifferent. The thing to determine is how much actor, how much teacher and what part passive reactor. This is best done by percentage – 80% actor, 15% passive actor and 5% teacher, etc.

## **THIRD DIRECTION**

### **PREOCCUPATIONS, INTERESTS & GOALS**

Our daily lives are run by our preoccupations, interests, goals, and what makes us feel good at the moment. Our actions are predicated on the achievement of these immediate, intermediate, and long range goals. These can be divided into three groups: **Physical, social and material.**

**PHYSICAL** - The physical pursuit involves actions which give physical pleasure or stimulates physical activity. The main preoccupation of people whose interests revolve around physical stimulation for pleasure, seek primarily pleasure goals, such as eating, sex, drinking, luxury and leisure, and are usually shallow superficial people whose only joy is constant pleasure of one kind or another with instant rewards which provide instant pleasure. The individual who devotes their life to physical culture, weight lifting, running or any other athletic pursuit tends also to be directed inwards with a great deal of physical and mental discipline which is needed for the achievement of athletic goals. The above individual internalizes pleasure and looks to his own body for gratification. They are obsessed with their own bodies, athletic skills and ability. This group's main focus is upon themselves.

**SOCIAL** - This individual looks outward towards family, friends and people in general. This is a people person who gets enjoyment from other individuals and sometimes pets. People whose interests predominate in this area are involved with group politics, social activities, anything having to do with people and or animals. Other peoples are their interests. The focus of this group involves interests in other people.

**MATERIAL** - This set of interests is founded upon goals and things. The person whose main interest is the achievement of goals or the acquisition of things be it money, memorabilia, stamps, etc., or the preoccupation with a career and or hobby, belong to this group.

Their time is devoted to the fulfillment of plans which are carefully thought out for the achievement of their goal to have things or to accomplish something special.

The mind is the main tool used in the accomplishment of these ends and mental discipline is necessary when the objective is achievement of a goal or acquisition of things. People who follow this direction tend to be impersonal regarding goals and or things. There are the goal strivers of the world and the ones who discover miracle cures, write music, amass fortunes, run companies and direct wars. The focus of this group is upon goals and things.

The size up of a person in relation to their interests and preoccupation is done on the basis of a first two choice. When sizing up a person determine whether his time, interest, attention and energy are primarily devoted to the physical – social or material category and then determine his secondary category.

This will give you an insight into the person and you will know whether they spend their time and energy on themselves, other people or goals and things. For instance a person whose primarily interest is physical, that is themselves and their own physical pleasure, with a secondary interest being material, that is goals and things, is probably a selfish person.

# THE FOURTH DIRECTION TEMPERAMENT

There are six different temperaments. This size up is like looking at three coins, each of course which has two sides.

1. **Unfriendly Type**
2. **Friendly Type**
3. **Decisive Type**
4. **Indecisive Type**
5. **Careful Type**
6. **Impulsive Type**

## 1. UNFRIENDLY TYPE OBSERVABLE CHARACTERISTICS

Silent – Sullen – Cold – Morose  
Apparently antagonistic  
Apparently indifferent  
Silently disagreeable  
Resentful  
Detached

This person is careful of you. They feel their best defense and way of coping with people and situations is to withdraw. They feel people can outtalk them or manipulate them so they become silent, indifferent, and apparently antagonistic.

### **Do's and Don'ts**

Do talk simply to them.  
Do treat them with dignity.  
Don't ask them questions.  
Don't try to make them talk.  
Don't talk too much.

## 2. FRIENDLY TYPE OBSERVABLE CHARACTERISTICS

Smiling  
Apparently Extroverted  
Talkative  
Diplomatically disagreeable.



This person is very lonely and not only wants but needs to be with people. This would seem to be a paradox but none the less true. They must feel and be accepted by people and unconsciously realize that being friendly is probably the best and only way to achieve this.

### **Do's and Don'ts**

Do try to keep the conversation balanced.  
Don't try to be more friendly than they are.

## **3. DECISIVE TYPE** OBSERVABLE CHARACTERISTICS

Good listener  
Confident  
Self Assured  
Positive and usually egotistical  
Feels superior to most  
Likes to make his own decisions.

This person feels that his best defense is a good offense and he is on the offense from the beginning. They will immediately assume or try to assume control. This is done unconsciously and automatically. This person must dominate and have control of other people and situations. Their nature will not allow them to take a back seat to anyone.

### **Do's and Don'ts**

Do let them do the talking.  
Do ask questions.  
Do listen.  
Don't criticize  
Don't interrupt them

## **4. INDECISIVE TYPE** OBSERVABLE CHARACTERISTICS

Poor listener  
Uncertain and confused  
Neglectful and procrastinates  
Mind wanders back and forth  
Hidden submissiveness  
Dislikes making decisions

The above person lacks confidence in themselves and looks to others to make decisions for them. They try hard to avoid responsibility and are easily influenced by others with strong convictions.

### **Do's and Don'ts**

Do realize their limitations  
Don't try to make them take responsibility  
Don't try to force them to make a decision

## **5. CAREFUL TYPE**

### **OBSERVABLE CHARACTERISTICS**

Calm – Slow – Careful  
Patient & Thorough  
Detailed, Studied & Concentrated  
Likes to make his own decision but slowly  
Good listener.

This type of person has been conditioned to analyze and use logic and deduction to arrive at a conclusion or a decision to act. He has a slower type of acceptance and uses thoroughness to be assured in his own mind. They are careful of the situation rather than the person.

#### **Do's and Don'ts**

Do deal thoroughly with details  
Do give them time to think  
Do give them just the facts  
Don't push them

## **6. IMPULSIVE TYPE**

### **OBSERVABLE CHARACTERISTICS**

Intense – Quick  
Impatient  
Nervous  
Constantly changing trends of thought  
Concentrated and active  
Likes to make his own decisions

This particular person is hard to nail down in a single course of action. They are inclined to be bored easily and seem to be constantly changing directions. They are involved in many different things at one time and no one knows which direction they are going to take next, not even them. They are like a tornado, you never know when or where it will touch down next.

#### **Do's and Don'ts**

Do be quick and active in your dealings with this person  
Do try to be patient  
Don't get into specifics until you have dealt with generalities  
Don't become involved in their erratic patterns

The temperament size up can usually be done with the choice of only one category. The majority of people will fall into one of the six temperaments which seem to include most of their characteristics.

## **FIFTH DIRECTION**

### **LIFE STYLES**

This classification has to do with patterns of behaviors which have become ingrained and pretty much form a person's life style due to habits formed over the years.

There are three classifications in this size up.

- 1. Normal**
- 2. Desirable**
- 3. Neurotic**

#### **NORMAL**

What is normal? Normal in this sense means conforming to a norm or middle of the road behavior with little or no deviations.

#### **OBSERVABLE CHARACTERISTICS**

Marital Accord  
Compatibility with spouse  
Home centered  
Contented (That is pleased and satisfied with what they have.)  
Low or medium aspirations for self and children  
Limited interest in social activities  
Job satisfaction  
Little imagination  
Lack of spontaneity and creativity  
Constant and uniform in life patterns.

The above individual is happy with what they have and would prefer for their life to progress with as few disturbances as possible and they are of course resistant to any sort of change.

#### **DESIRABLE PERSON**

#### **OBSERVABLE CHARACTERISTICS**

Interests outside of home  
Higher aspirations  
Pronounced interests in social activities  
Open to career changes – spontaneity  
Pronounced imagination and creativity  
Variable and flexible according to situation

Here is a person who enjoys life, doing new and different things, meeting and associating with all kinds of people, is keenly interested in their work but always looking to progress and is not resistant to change if its for their betterment.

This is a person who allows themselves considerable deviation from established patterns but who still retains some kind of continuity and balance in their life with active pursuits in many and varied interests.

## **NEUROTIC PERSON**

### **OBSERVABLE CHARACTERISTICS**

Full of conflicts  
Feeling of need for punishment  
Responds to situations in a negative manner  
Guilt  
Wish to escape  
Defeatist attitudes  
Lack of confidence  
Hostility – Anger – Resentment  
Frustration – Hopelessness  
Lack of interest and ambition  
Boredom

This person's entire life is controlled by negative influences which cause for chronic discontentment and unhappiness. They seem to concentrate on what's wrong rather than what's right, be it family, politics, work or life in general. This person rarely if ever finds any kind of sustained happiness and usually wanders from one neurotic obsession to another.

Size up in this category will usually be limited to only one of the three.

## **THE SIXTH DIRECTION PAST, PRESENT & FUTURE**

### **Past Experience – Present Anxieties – Future Dreams**

The size up of this category becomes more difficult because it involves more than just observable characteristics which are easy to see. This part of the size up means getting to know the person and finding out what their traumatic past experiences were, as well as their moments of glory, accomplishments, and happiness. Their present anxieties as well as their future hopes and dreams will only become known after a close association.

#### **Past Experiences**

Past experiences, especially those of a traumatic nature, can be caused by great physical or mental pain. Fond memories of family, loves, accomplishments, and good times can also influence the present since we gravitate toward things we associate with good feeling and away from things which have caused us pain in the past. Our present is influenced more by the past than we realize since past pleasure and pain experiences have become unconscious conditioned reflexes. If something in the present reminds us of something traumatic which happened in the past then of course we will be influenced by that. We need to take an inventory of our own traumatic and pleasurable experience so that we can see how they influence our present behavior.

#### **Present Anxieties**

The stress of modern day living creates many anxieties in people. Anxiety meaning in this case a vague fear that something can or will happen but we don't know when or how, but we see these happening now.

Some present anxieties are fear of ridicule, death, ill health, sex, old age, loneliness, something new or change, fear of failure, homelessness, lack of social recognition, economic security, physical pain, loss of possessions, responsibility, lack of time and even demonic forces.

If we can recognize what our own anxieties are we will be better able to deal with the anxieties of others.

## **Future Dreams**

Hope for something better keeps most of us going and this hope takes the form of future hopes and dreams. If we can visualize something happening in the future the present becomes more tolerable. The strength and intensity of these imagining determine our present course of action on a day to day basis.

We all need to take a look at what we see for ourselves in the future and realize that it is part of our present day life.

## **Summary**

If we will take the time to observe and size up a person according to –

- 1. First Impression**
- 2. Interest and goals**
- 3. Temperament**
- 4. Natural Disposition**
- 5. Life Styles**

And then take the time to get to know a person well enough to know what his past traumatic and pleasant experiences were, their present anxieties are and their future hopes and dreams are you will find you not only a keen awareness of the person but you will have a deep knowledge of yourself.

Now size yourself up using the chart at the right. List your traumatic past experiences, present anxieties, and future hopes and dreams.

Then you can use the same format in sizing others up

P.S. We will always be three people –

1. The person we think we are.
2. The person other people think we are.
3. The person we are.

This book is designed to help you find the person you are and know other people for what they are and not what you think they are.

When you know who you are and know other people for who they are you will find peace, harmony and better relations with everyone.

**There is only one good, which is knowledge  
And  
There is only one evil which is ignorance.**

# SIZE UP

## 1ST IMPRESSIONS

*Choose One*

INFERIOR	EQUAL	SUPERIOR
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## INTEREST AND GOALS

*Choose Primary and Secondary*

SOCIAL	MATERIAL	PHYSICAL
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## BASIC LIFE STYLE

DESIRABLE	NEUROTIC	NORMAL
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## TEMPERAMENT

*Choose One*

FRIENDLY DECISIVE	IMPULSIVE CAREFUL	INDECISIVE UNFRIENDLY
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## NATURAL DISPOSITIONS

*Designate A % To Each One*

TEACHER	ACTOR	PASSIVE REACTOR
IRRITABLE   LIKEABLE	IRRITABLE   LIKEABLE	VACANT   HAPPY

## PAST - PRESENT - FUTURE

TRAUM. PAST EXP.	PRESENT ANXIETIES	FUTURE DREAMS