RUSLAN AIMALETDINOV

PSYCHOSOPHY

THE MAGIC OF READING PEOPLE AND THE KEYS TO FIVE SPHERES OF LIFE

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This book is intended for a broad readership. Ruslan Aimaletdinov, a psychologist and osteopath, shares his many years of experience applying in his professional practice the method of Psychosophy presented by the Russian scholar A. Y. Afanasyev in his book The Syntax of Love: Personality Typology and the Prediction of Couple Relationships. Readers will make remarkable discoveries in the main spheres of human activity: relationships, career, family, self-development, and health. The author's sincerity, style, and straightforward presentation of the most complex psychological phenomena will leave no reader indifferent. The book is dedicated to A. Y. Afanasyev, whose beloved student Ruslan Aimaletdinov was for five years. The entire legacy of this genius belongs to him as well.

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Dedicated to my Teacher

Alexander Yuryevich Afanasyev

EDITOR'S NOTE

This English edition of *Psychosophy* is not an official translation. It was gifted to the Western typology community by Alexander Afanasyev's wife, Elena Konstantinova Afanasyeva, and the Psychosophy team, in the original Russian; this translated edition was then translated and edited by i.bexx by use of a large language model (LLM) and Russian-English dictionaries online.

The translation was separated into chapters, and each chapter was carefully read through and edited before proceeding to the next, in an effort to create a seamless translation with consistent terminology. The original tone and voice of Aimaletdinov have been preserved to the greatest extent possible, and the content of the book has not been altered in any way. Idiomatic Russian has been converted to

With this edition of *Psychosophy,* Elena Konstantinova Afanasyeva sends her warmest regards to the Western typology community and thanks you for taking interest in Psychosophy.

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FOREWORD BY E. K. AFANASYEVA

Dear readers!

You are holding a book that will become your friend for many years to come. In moments of joy and sorrow alike, it will be there for you—as a lifeline, a kind adviser, or a mentor. Many of you probably heard as children the saying that a good book is the best gift and friend. This is exactly the kind of book this has turned out to be.

It will be especially valuable to those who want to live an interesting, vivid, and meaningful life; to those who wish to fulfill themselves as individuals and recognize their responsibility to themselves and their loved ones. It will be a real find for anyone interested in self-development, relationships, raising children, or working as a teacher, coach, or psychologist.

The book's strength lies in how easily it can be read, since it avoids scientific terminology. The author has accomplished what seems impossible: he has made complex ideas accessible. This book is destined for success!

I wish readers an enjoyable and rewarding experience. I thank the author, Ruslan Aimaletdinov, for his bold thinking, sincerity, and profound commitment to preserving and developing this unique body of knowledge for the benefit of humanity. The publication of this book marks the thirtieth anniversary of the release of the first version of A. Y. Afanasyev's The Syntax of Love.

E. K. Afanasyeva

FROM THE AUTHOR

Greetings, dear readers!

Congratulations on beginning a wonderful journey into the world of the 24 psychotypes—a journey that will bring each of you many new and useful discoveries!

There is a saying: “A journey full of adventure and discovery is not about seeking new landscapes, but about gaining new eyes.” This thought captures what happens in a person's life after discovering Psychosophy. This knowledge will give you a new way of seeing, allowing you to step behind the scenes of familiar human interaction. It will be as though you have entered the film *The Matrix* and discovered what human life is really like.

Psychosophy will allow you to look at the world in a new way and understand how other people see it. By learning about psychotypes, you will gain the ability to understand what the people around you think and dream about, and what they are truly afraid of. You will also learn how to stand up effectively to toxic people and psychological vampires. This knowledge will help you sell successfully in virtually any area of business, select the right employees, and manage a team effectively.

For creating harmony in the family and preserving love, this knowledge is an extraordinary find. If you know your child's psychotype, you can help them grow into a strong person, eliminate the risk of someone suppressing their individuality, and protect them from possible emotional trauma.

If you are a teacher, coach, or mentor, this book is for you: it will teach you how to teach effectively and interact with an audience.

At work, at home, and with friends, we are constantly communicating. Yet most of the time we do so unconsciously. We do not fully understand who the person we are speaking with is or what their inner world is like—even when that person is close to us. Once we identify someone's psychotype, we will understand them better and be able to offer genuine support in difficult situations.

The range of applications for Psychosophy is enormous because it is about people and, figuratively speaking, gives you an instruction manual for understanding them. And people are everywhere in our lives.

The more you study Psychosophy, the more useful knowledge it will give you in return. Have no doubt about that for a second!

People around you will enjoy spending more time with you, and many will turn to you for advice more often. You will earn a reputation as a valuable person. This means your income will grow, which, in turn, will allow you to become truly happy and needed. Your innate personal resources—ones that no one may have suspected until recently—will reveal themselves.

This knowledge was the dream of the famous British politician Winston Churchill, who said that one day a simple tool would be created that would provide a key to understanding other people. In fact, his dream has come true, and now this tool is yours.

The book is structured into five parts and 25 chapters. From a symbolic point of view, the number 25 signifies harmony; in Psychosophy, it is especially meaningful and carries another important significance as well. But more on that in due time.

In Part One, you will learn what Psychosophy is, who created it and when, and you will become acquainted with several well-known typologies used by millions of people.

Next, we will examine the human psychoskeleton. Yes, such a thing exists, and I will introduce you to our discovery: the Pyramid of the Human Inner World. If the king of typology, C. G. Jung, were alive today, I am sure he would agree with our idea without objection and shake our hands in recognition of this flight of thought.

You will then learn about a person's “calling card” in communication: their main resource, given to them by nature for free. You will come to understand which part of a person's personality is ideal, and why there is nothing at all that needs to be done with it—except perhaps to take pride in it. Next comes the subject of the perpetual engine inside a person. This is the key to upgrading the entire psychotype and, figuratively speaking, a sleeping giant within us. At the end of Part One, you will find information about a little-known, secret human potential that is waiting, hopefully, to be realized.

Part Two will discuss what fills the psychoskeleton: the four kinds of human energy. This knowledge will provide a powerful tool for understanding the inner world of each of the 8.5 billion people currently living on Earth. After reading just a few pages, you will gain knowledge that, unfortunately, many practicing psychologists lack.

Part Three will be the most appealing to many readers, because it concerns the main superpower of a Psychosophy specialist: the ability to “read” a person like an open book. Sometimes, looking at just a couple of photographs is enough to know more about someone than they know about themselves.

Part Four is devoted to the book's central subject: upgrading the personality and the possibility of becoming the 25th psychotype. Unfortunately, this type of personality is still rare. You will learn what is known as the “recipe for happiness.” A simple formula will show you what you need to do to experience a sense of “life in its fullness” and realize the possibilities nature has placed within you. I think you will agree that this is appealing.

In Part Five, we will talk about relationships between people. You will become a “professor of communication,” and every word you say and every action you take will be effective. You will greatly enjoy the feeling of knowing how to communicate with a particular person. You will be able to build good relationships with your parents, children, romantic partners, and the people around you. In this way, your life will become easier and more successful.

Absorb the information presented in this book and return to it often; each time, new facets will reveal themselves to you. At present, Psychosophy is not widely known, but that is only a matter of time. In the 30 years since this knowledge first appeared, no one has remained indifferent to it. Psychosophy makes life easier and brings a sense of harmony. Surely that is something many people dream of!

Right now, you have the opportunity to join the small percentage of people who possess this unique knowledge. Being able to read the psychotypes of those around you is a special feeling: it is as though you know a secret unavailable to others. This is a great advantage: being several steps ahead of other people, anticipating and forecasting future events.

I wish you an enjoyable and rewarding journey, my dear readers!

Yours, Ruslan Aimaletdinov

HISTORY OF PSYCHOSOPHY

PART ONE

PART ONE

1.1. A Brief Historical Overview

The World of Typologies and the Legacy of C. G. Jung

We need to talk a little about typologies. They have existed since ancient times, dating back, in particular, to Ancient Greece and Rome. Today, there are around 250 of them, and people continue to create new ones. Recently, my nephew suggested that I take a test: “Which Harry Potter character are you?” I was like… hmm… interesting… so this is a typology just like the others!

Typologies can be compared to a bridge between complex theoretical psychology and its simple application in everyday life. Translated from Greek, the word “psychosophy” literally means “wisdom of the soul.” It is a modern, straightforward typology that does not contradict other systems. Psychosophy allows us to quickly identify a person's psychotype and obtain an “instruction manual” for understanding them. Knowing someone's psychotype helps us understand their character traits, fears, needs, preferences, motivations, and much more. We can anticipate what kinds of actions to expect from them—and what they are simply incapable of doing. In this way, we can choose a comfortable and effective approach to communicating with one another in any situation. People successfully use this knowledge for self-development and to improve relationships with partners, friends, colleagues, business associates, and, most importantly, children. It is important to understand as early as possible which psychotype your child was born with so that you can support their harmonious development. In other words, Psychosophy is a key to understanding yourself and every person on Earth.

Many of you have surely encountered various psychological terms and heard the names of the people who created different typologies—for example, Hippocrates and his temperaments, or Jung and his psychological types. At least once, you have probably heard words such as “introvert,” “extrovert,” “sanguine,” “phlegmatic,” “melancholic,” and “choleric.” In most cases, this fascinating knowledge is not very accessible to non-specialists. Horoscopes are also a typology, and millions of people use them. When we hear familiar terms, we immediately imagine a whole range of character traits. For example, someone might say, “Well, that explains everything—you're a Virgo.” We vaguely recall the description of Virgo's character, and the picture falls into place. This helps us feel better prepared to meet that person. Sometimes you might hear, “Oh, leave him alone—he's a melancholic!” We remember from school that melancholic people need to be allowed to feel sad. So we really do leave the person alone, and they will be grateful to us for it. Different typologies use shorthand labels to give us additional insight into a person's character.

Consider, for example, the well-known typology of the ancient Greek physician Hippocrates: the four temperaments. You certainly know it. He divided humanity into four groups: sanguine, melancholic, phlegmatic, and choleric. In Psychosophy, we have a concept called Emotion. If we make a simplified comparison, choleric people (intense and passionate) are people with First Emotion in their psychosophical type; sanguine people (lively and well-adjusted) have Second Emotion; melancholic people (sensitive and sad) have Third Emotion; and phlegmatic people (restrained and unruffled) have Fourth Emotion in their psychotype.

The German psychiatrist Ernst Kretschmer identified different human body types. This important discovery helps us understand that people have different body sizes, muscular systems, and so on. This knowledge is used in medicine and dietetics; moreover, you use it yourself every day, often without realizing it. You notice that one person is large or thin, tall or stocky. This also helps us understand a little more about their character. Kretschmer identified four types of physical constitution. In Psychosophy, embodiment is referred to as “Physics.” Athletes (the largest and heaviest people) are those with First Physics in their psychotype; pyknics (naturally athletic people and wrestlers, stocky and with a low center of gravity) have Second Physics; dysplastics (dynamic, thin, but fairly resilient people) have Third Physics; and asthenics (somewhat pale, tall, and slender people) have Fourth Physics.

The American psychologist and psychiatrist Eric Berne created a typology that divided people into three types: “Parent,” “Adult,” and “Child.” In Psychosophy, this is described using the concept of Volition.

“Parent” (a strict person who controls everything) corresponds to First Volition in the psychotype.

“Adult” (a caring person who is always there to offer support) corresponds to Second Volition.

“Child” (a playful, flighty person) corresponds to Fourth Volition.

Have you noticed that something is missing here? This typology lacks one more type of person. If Eric Berne had also come up with a “Teenager” (an insecure person who likes to attract attention), he would have hit the mark and described Third Volition in a psychosophical type. His system would then have been complete.

Thus, when we look at any entertaining typology, we get the impression that its creators view the person not as a whole, but from only one or two angles—for example, from the perspective of the body or emotions. Moreover, some typologies seem to be missing entire foundations. Why do so many people enjoy using Psychosophy in their lives? Because its creator managed to describe the person's entire inner world in the simplest and most accessible way possible. The foundations of the typology are Volition (volitional activity, willpower), Emotion (emotional activity), Physics (embodiment), and Logic (mental activity). It is very simple: nothing to add, nothing to take away.

It is interesting that the number four appears in many typologies: Aristotle's four kinds of soul, Hippocrates' four temperaments, William James's four forms of the self, Apel's four biorhythms, and so on. It seems that many authors, in different parts of the world and at different times, consistently started with the number four when studying the human inner world. It is as though they intuitively sensed that our psyche consists of this number of elements. Recently, I read Thomas Erikson's book Surrounded by Idiots. It also has four color-coded types. I noticed that the number four appears everywhere people set out to understand the human phenomenon.

Now, back to Psychosophy. It grew out of the typology of the great Swiss psychiatrist C. G. Jung, presented in his book Psychological Types. In 2021, that work turned exactly 100 years old. Jung's personality typology has four foundations: thinking, feeling, sensation, and intuition. In Psychosophy, these foundations are Volition (intuition), Logic (thinking), Emotion (feeling), and Physics (sensation). C. G. Jung created a remarkable system, but it lacked three important components that were discovered in Psychosophy in the early 1990s—about 35 years ago.

Discovery 1: Volition is a person's pure, personal life force. It is our “I,” our Spirit, our selfhood. For example, when you do not want to do something but summon your character and do it anyway, your

personal Volition is at work. In C. G. Jung's typology, intuition takes the place of Volition. Intuition combines many different things, making it difficult for non-specialists to understand what is connected with Volition and what is not. Why did Jung, as a scholar, fail to notice the phenomenon of Volition? The answer will come a little later in the book.

Scientists largely understood the body, or Physics; the mind, or Logic; and the soul, or Emotion. Describing the Spirit, or Volition, was always more difficult. That is because Volition is the most elusive and mysterious energy of a person's personality: it seems to dissolve into its various parts while at the same time "pervading everything." We will examine this phenomenon in detail later. For now, let us move on.

Discovery 2: the existence of the Third Function in a psychotype. This is a powerful—and central—discovery. Psychosophy succeeded in describing the many-sided landscape of human fears, secrets, and desires all at once. This part of the inner world was named the Third Function of the psychotype. To say that this is one of the most interesting topics in all of psychology is an understatement. Knowledge of your own Third Function is Fate's greatest gift. This conscious knowledge allows each person to look their fear in the eye and overcome it. Why did C. G. Jung and other outstanding scholars fail to discover the Third Function in the psychotype before Psychosophy appeared? The creators of various typologies are almost never objective. They proceed from their own experience of the world. It is always easy to talk about one's successes and best character traits. Talking about the dark side of the soul is much harder. Scholars are ordinary people, which means that not everyone could honestly admit their character flaws even to themselves. To look without fear into the dark sides of human nature, a person needs considerable psychological well-being. Far from every professional psychologist possesses it.

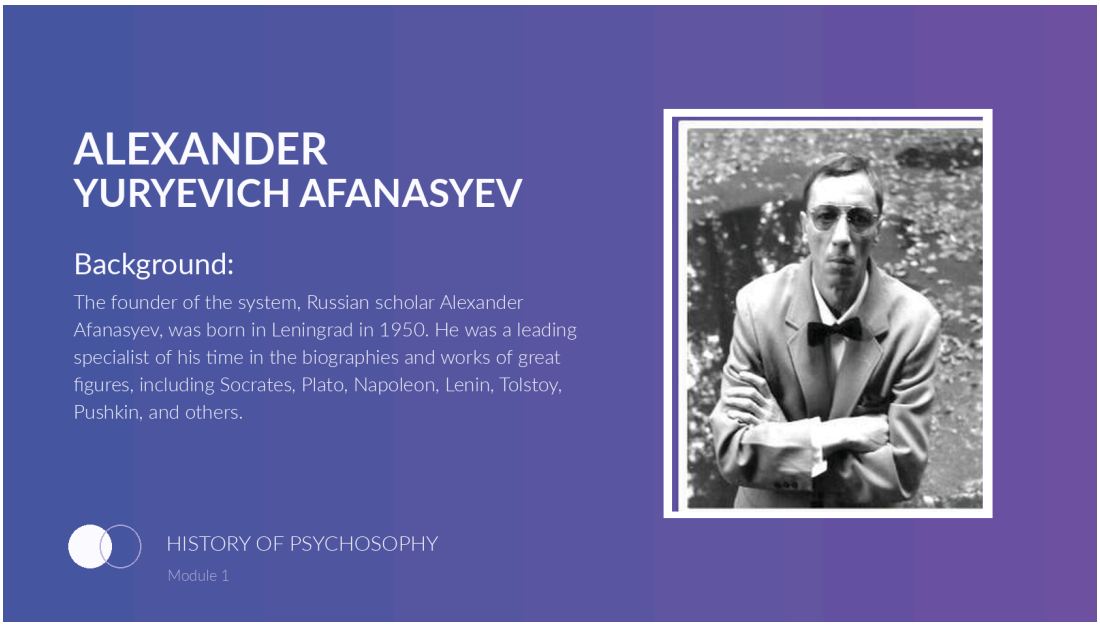
Discovery 3: our body is also part of our inner world. In Psychosophy, the body does not exist independently. Figuratively speaking, it has a consulate within our psyche. Since the time of the ancient philosophers, it was convenient for people to separate the body from the psyche in order to understand things more easily—as though there were a machine outside us that we used as passengers. But more and more people now understand how important our organism is and how much it influences our mood. For example, if you are hungry or have not slept enough, your mood is already less than pleasant. You get nervous, and then something starts hurting somewhere in your body—sound familiar? We need not even mention psychosomatics: it is a real problem today, and Psychosophy addresses it very effectively. In short, the body has finally been "attached" to the psyche, and the matter is settled.

How, and by whom, was Psychosophy discovered? Its creator was the Russian scholar Alexander Yuryevich Afanasyev. He was my teacher. As it happened, I inherited all his knowledge and became the world's leading expert in Psychosophy. He was born in 1950 in Leningrad and was a unique specialist in the biographies and creative work of hundreds of outstanding people from around the world (2,000 biographies), including Socrates, Plato, Napoleon, Tolstoy, Pushkin, Lenin, Stalin, Churchill, Jung, and others. Afanasyev received an encyclopedic education and was simultaneously a historian, literary scholar, journalist, and writer. During his life, he read more than 10,000 books, having access to a special repository of rare books. He was the author of eight books, including the foundational source on Psychosophy, The Syntax of Love. His psychotype had First Logic, which is why a thirst for knowledge accompanied him from early childhood. Consider just this: he deliberately took jobs as a security guard in large libraries so that he could have access to valuable books. As you read my book, it will become clear why people with First Logic in their psychotype are the hungriest for information and always think systematically. They are true scholars.

Since his school days, Afanasyev had been interested in historical figures and unconventional people. He carefully studied their lives, creative work, ideas, and conjectures. At a certain point, he noticed definite similarities and differences in their thoughts and actions. Gradually, over ten years of reflection, he created a comprehensive system of psychotypes.

The reason he began writing the book was a personal story. He fell in love with a woman, and she returned his feelings. Their emotions flared brightly, but he was married and she was married as well. A difficult situation arose: he was able to make the hard decision to divorce and go through with it, while she, despite promising that she would do the same, ultimately could not bring herself to do so. Afanasyev decided to understand the true reason for the woman he loved being so unsure of herself. This first led him to psychology and then to various typologies. However, immersing himself in psychological science did not provide convincing explanations for what had happened in their love story. At a certain point, he felt that he could create his own typology, one that would help not only him but many other people as well.

That is how Psychosophy was born. I believe it will change the world for the better. People will live longer and be many times happier.



1.2. The Psychoskeleton Pyramid and the 24 Personality Types

Our historical field trip is over. Let us move on to the subject of the psychotype. You may be surprised to hear this, but a person has not one skeleton, but two. The psychotype is a person's innate and unchanging psychoskeleton. Just as the human bone structure is accompanied by muscles and internal organs, the psychoskeleton has a structure of its own, one we are born with and upon which our entire life is laid. That is why discovering your psychotype means gaining the code and key to your whole life. It is an incredible feeling when something you had intuitively suspected becomes clear, conscious knowledge about yourself. The main effect people get from Psychosophy is precisely this: inner calm. It comes when we accept

ourselves and understand that there is nothing wrong with us—we are simply the way we were born; we have this psychotype.

Take a look at this diagram. The easiest way to picture a psychotype is as a pyramid made up of four little bricks (or levels). These bricks are called Functions. The First Function is located, conceptually, at the very bottom, at the base of the pyramid; the Second is above it, the Third higher still, and the Fourth Function forms the "roof" of the psychotype. To create a particular psychotype, one of the four kinds of inner energy must be placed on each level (each Function): Volition, Emotion, Physics, or Logic. For example, a person might have First Logic, Second Volition, Third Physics, and Fourth Emotion.

PSYCHOTYPE MODEL

PART ONE

There are 24 possible psychotypes in all. For example, your friend might have First Physics, Second Logic, Third Emotion, and Fourth Volition. Knowing this code gives us privileged insight and an “instruction

manual for communicating" with that person in a way that makes things as comfortable as possible for both of you.

It is important to understand that, over the course of a person's life, a unique life story is laid over the psychotype: everything that happens after birth. Just as muscles, tissues, and organs are laid over the skeleton, life is laid over the psychotype. Each person's life story is unique. In other words, every one of us remains entirely individual.

Over the course of life, the psychotype can move in one of two directions: toward greater harmony (an upgrade) or, conversely, toward disintegration (as psychological traumas and triggers accumulate). An upgraded psychotype is called the 25th psychotype. The entire point of Psychosophy is to transform the inborn configuration you were given into the 25th, ideal psychotype.

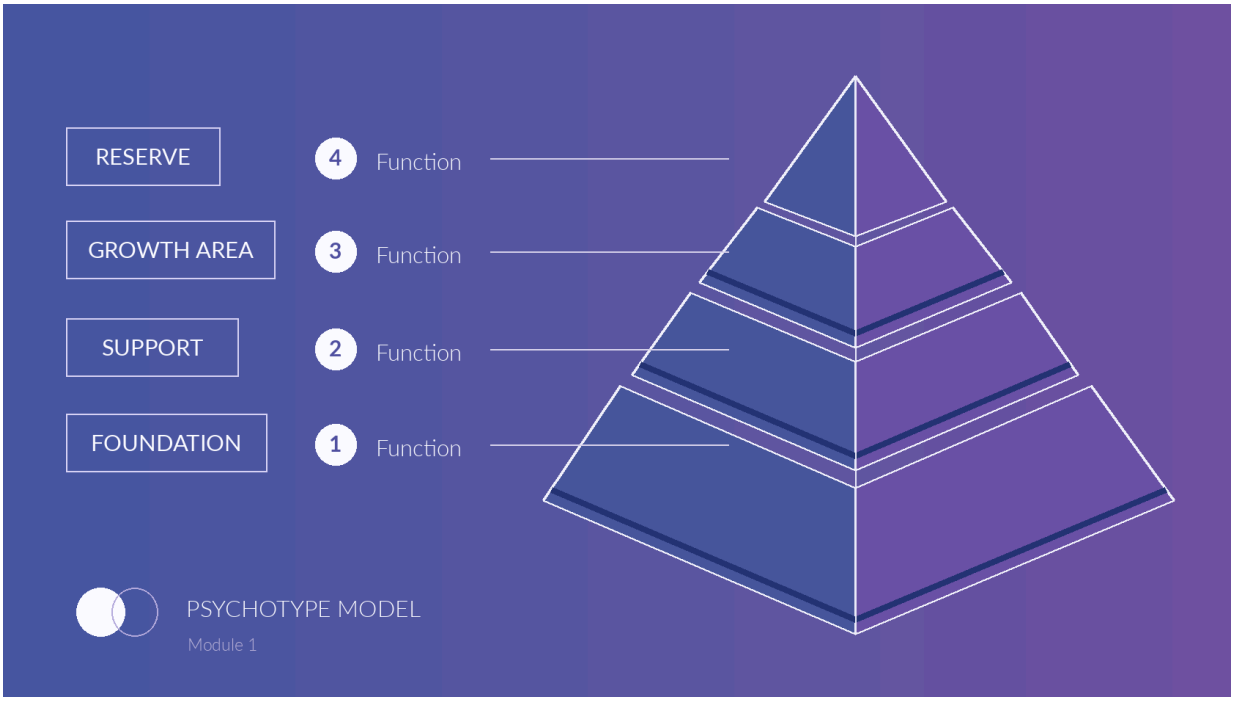
A psychotype code is written using the four initial capital letters of the names of the energy types. For example, suppose a person has:

First Function — Emotion; Second Function — Volition; Third Function — Physics; Fourth Function — Logic.

The resulting psychotype code is EVFL. The well-known Russian actor Konstantin Khabensky and the Hollywood actress Keira Knightley are examples of people with this configuration. Based on their psychotypes, I can understand a great deal about what happens in their lives, even though I have never met them.

I have a story about this. One day, a friend and I were sitting in a restaurant. He was messaging an acquaintance and learned that the man was deeply depressed. He had had a terrible fight with his wife. They were planning to divorce, despite having four children, and he had no idea what to do or how to handle the situation. My friend said, "Listen, there's a psychologist sitting right here with me, an expert in couples' relationships. Why don't we ask him?" I told him I needed photos of the couple. He sent them over, and I looked at them and checked their psychotypes. I also asked a couple of general questions—what kind of people were they, broadly speaking? Three minutes later, I gave him a detailed psychological portrait of his friend and the man's wife, explained the main cause of their conflict, and wrote out what they could do to reconcile. A couple of days passed, and my friend messaged me, saying he was absolutely stunned: everything was working, and everything was exactly as I had said. The couple had made up, and things were going well. I imagine you are curious about what, exactly, I told him. In brief: his friend's wife had Third Physics in her psychotype. She urgently needed to get a good night's sleep; he also needed to buy her a gift and invite her to bed. Voilà—problem solved! If you think the same approach would work with any woman, let me tell you right away: it would not. For people with Third Physics, yes, these things are fundamental to feeling good and being in a good mood. But, for example, this would not work with a woman who has Fourth Physics.

But I digress. Let us take a closer look at the "bricks" that make up a psychotype. The pyramid consists of four bricks of different sizes, stacked on top of one another.



The first “brick” is the largest and most substantial. The entire structure rests on it. It is called the First Function. This is the most pronounced and least changeable part of a person’s nature, and it represents an excess of energy within them. It is known as a person’s calling card. For example, picture someone with First Physics: a large, heavy bodybuilder or wrestler. Or imagine someone with First Emotion: very loud and expressive, with animated gestures. Their emotions are obviously their calling card, because their behavior displays an excess of emotional energy.

The second “brick,” which rests on the first, is smaller and is called the Second Function. This is the best, most balanced, and most flexible part of our nature. If the First Function is expressed in excess, the Second represents a person’s normal level of energy. For example, someone with Second Emotion is a natural film actor who can perform twenty takes in a row, laughing or crying at exactly the right moment. A person with Second Logic is a walking library of knowledge, ready to provide as much information as requested, anytime and anywhere.

The third “brick” in our pyramid is smaller still. It sits above the second and is called the Third Function in the psychotype. This is the most unbalanced and problematic part of our nature. But here is the secret: at the same time, it is our main engine and our zone of personal growth. If the First Function represents an excess and the Second a normal level, the Third represents an energy deficit. Almost all our fears, self-doubt, and desire to overcome our weaknesses are connected with the Third Function. For example, a person with Third Emotion is afraid to reveal their feelings in public, confess their love, sing, or dance. A person with Third Logic is afraid of appearing stupid or sharing information in front of an audience.

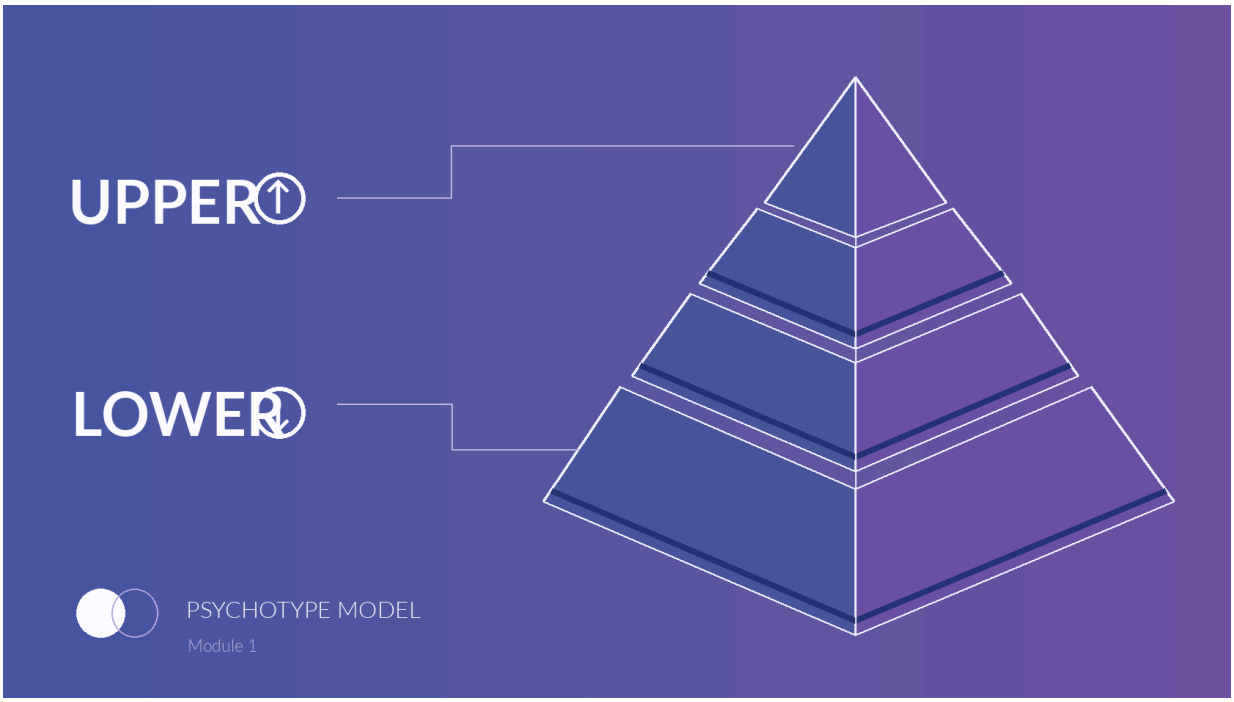
The fourth “brick” is the roof of the pyramid. It is the smallest one. This is our reserve, our reserve of strength, and at the same time our dormant potential—something we may not even know we have. It is called the Fourth Function. You can compare it to an attic storage space. I hope everyone knows the kind of storage area found near the ceiling of a house, where things are kept, though it can be hard to say exactly what is up there. All sorts of things: jars, bags of unwanted or forgotten belongings, toys, books—everyone

has their own assortment. Another comparison would be a car's spare tire. It is always needed and has to be in the trunk, but you may never actually have to use it.

The First is excess, the Second is the norm, the Third is a deficit, and the Fourth is a reserve. For example, a person with Fourth Physics can work at any job. The material world and money are not particularly interesting to them. They would happily lie around at home and take it easy, but they have to go to work. That is fine, overall, but they have little interest in it. Incidentally, many Buddhists have Fourth Physics. They are not particularly interested in earning money or buying, say, cars. They would rather develop spiritually than physically. A person with Fourth Logic would prefer to do less thinking and analyzing, talking unnecessarily, and searching for solutions to life's problems by considering different possibilities. They do these things when necessary, but without much enthusiasm.

To sum up: the First Function is the internal leader who sets goals for the others; the Second Function is the creative director who finds ways to achieve the leader's goals; the Third Function is the expert who doubts the world and is afraid of it, but examines it in detail, putting everyone on edge and working like an engine; and the Fourth Function is the administrator who provides everyone with additional resources, sacrificing itself for their benefit. That, more or less, is how everything works inside us!

Let us move on. A psychotype has an "upper" and a "lower" part. The First and Second Functions make up the "lower" part and form the foundation of the psychotype. This is reliable, powerful energy that gives a person strongly pronounced character traits. This is where their main life goals and the tools for achieving them are formed. Because these Functions display greater reserves of strength, a person solves problems independently and expresses themselves through them.

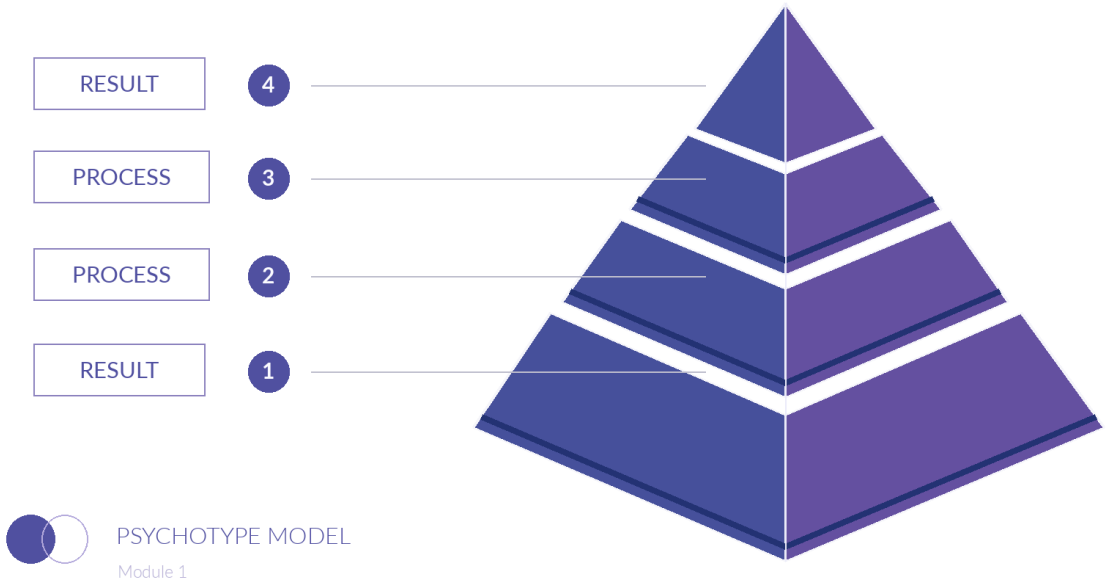


The Third and Fourth Functions make up the "upper" part of the psychotype. This is light, weak, but promising energy that needs to be strengthened continually. These Functions give a person depth and hidden potential; they are also the source of our greatest fears and secret desires. Through them, a person gains many new tools for achieving their goals in life. Because these Functions have relatively little energy, a person tends to shift responsibility onto others, seek support, and protect themselves from criticism.

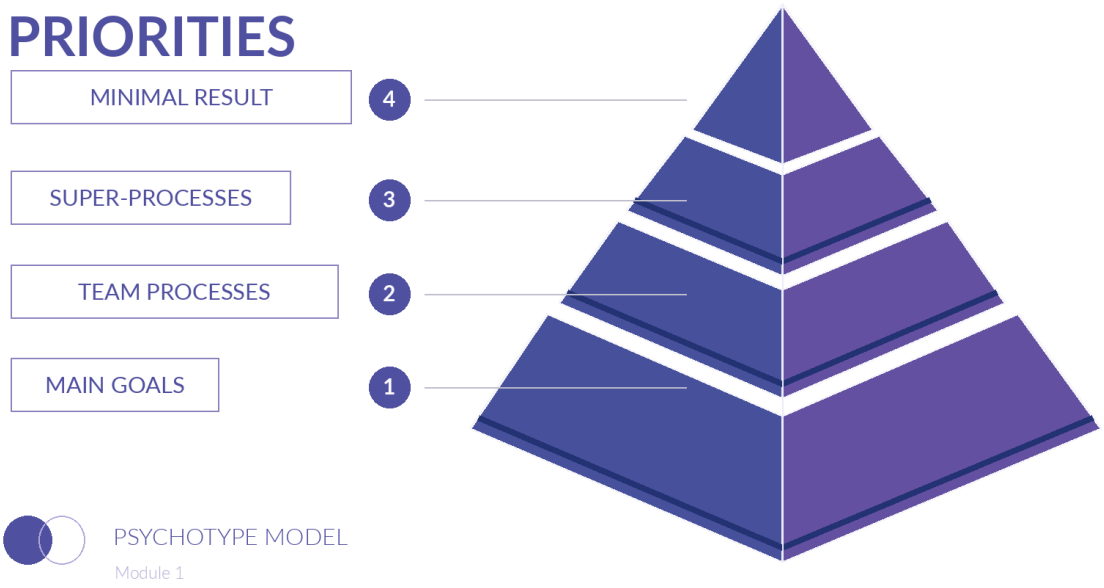
We have defined the “upper” and “lower” parts. Now let us look at what result (result-oriented activity) and process (process-oriented activity) mean in a psychotype. The First and Fourth Functions are result-oriented. This means that, in these areas, a person is more of a loner: achieving results independently matters more to them than engaging in a shared process with others. They can function perfectly well through these Functions on their own; communication and contact with other people are less important.

For example, a person with First Logic would rather think about life on their own than talk things over with someone else. They are a typical academic scholar who happily retreats into solitude to experiment and think. A scholar with Second Logic, by contrast, likes to gather colleagues for a six-hour meeting and discuss everything thoroughly in that format. The reason is that the Second and Third Functions are process-oriented: for people with these Functions, the shared process matters much more than the result, so they want to interact with other people in order to express themselves.

A person with process-oriented Third Physics is more likely to look for an active outing with a group of friends. They enjoy hiking, dancing, volleyball, and other team sports. When choosing a sport, a person with result-oriented First Physics will probably choose bodybuilding or boxing—in other words, an individual sport—whereas people with Second or Third Physics will prefer team competitions. A person with result-oriented Fourth Physics is usually not very active: they are quite comfortable on their own and often cannot be bothered to go anywhere or move around much.



Now let us look at priorities within a psychotype. Everyone has primary and secondary priorities in life, and these are entirely connected with their psychotype—more precisely, with what comes First, Second, Third, and Fourth in the pyramid. For example, a person with First Emotion and Fourth Logic is a person of feeling rather than reason, because they naturally have more emotion than thought. Such a person is expressive and may become excited, angry, or frightened quickly, only stopping at the very end to think about what, exactly, is going on.



Priorities, then, run from the bottom upward, from the First Function to the Fourth. This means that the most important things in a person's life are the goals associated with the First Function. These are what we do everything for, first and foremost. For example, a person with First Logic dreams of being the smartest person in the room, having a reputation as an expert, and acquiring, preserving, and passing on knowledge. Next in importance come the processes associated with the Second Function. Once everything is in order with the goals of the First, the Second Function comes alive. The person wants to talk with someone or take care of someone—in other words, to express the best side of their nature. For example, a person with Second Physics wants to work. That might mean gardening, a job, sports, or caring for loved ones or animals.

The process associated with the Third Function comes next. The First and Second are taken care of, so now it is time to work on the Third. This means that a person gradually tries to develop themselves in an area that fascinates them but also frightens them. For example, a person with Third Volition tries to advance their career, become more self-confident, and gain authority. The main thing is to turn this sluggish little process (a trickle) into a powerful, rushing process (a mountain river), so that life energy changes from a deficit into a normal level. We will certainly return to this subject. The discussion of priorities ends with the Fourth Function—or, more precisely, with a small result in that area. As you can see, it is residual, and that is often why a person has little interest in, or simply does not care about, activities associated with the Fourth Function. For example, a person with Fourth Physics may sacrifice sleep, food, and health for other interests. They are almost indifferent, as though their Fourth Physics were still asleep. The most important thing, of course, is not to neglect your health.

There is an important point here. If circumstances in life make it impossible for a person to achieve a result or engage in a process through a particular Function, they begin to feel bad internally. They experience discomfort, and their brain tries to find a solution. This is why many people go through life with a sense of unexplained unease, as though something inside them is aching. It means they are not getting the result or process they need through one or more Functions. Most often, the problem is connected with expressing the Third Function, because many fears accumulate there over a lifetime. We seem to know what to do and

how to do it, but we are afraid. Psychosophy is very effective at helping people overcome this deep-seated fear. Figuratively speaking, it is like a maze that a person has difficulty escaping on their own. They need a tool—a guide. For example, a person with Third Emotion has an innate fear of expressing feelings and exchanging emotions. If they keep everything inside and do not do this, their emotional stream gradually becomes smaller and weaker. This is painful for our psyche.

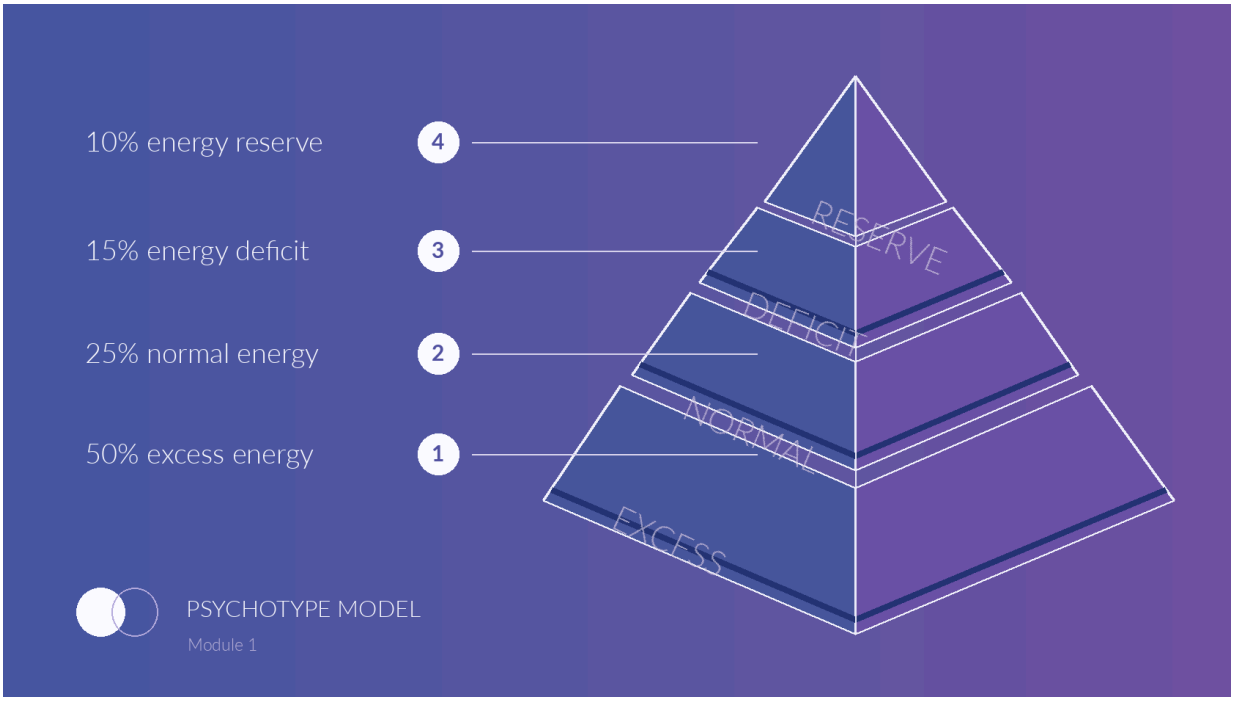
Continuing with this subject, what percentage of a person's psychic energy is assigned to each of the four Functions? Imagine that you have 100 percent of this energy. Let us assume that, at birth, the First Function takes 50 percent of the available resources (an excess of energy in the person); the Second takes 25 percent (the norm, the ideal level of human energy—the level every Function should have); the Third receives 15 percent (an energy deficit); and the Fourth is left with just 10 percent (a reserve of psychic energy). These are the approximate proportions with which a person is born. Over the course of their life, these figures change and become different for everyone.

For example, someone with First Physics may never have worked on themselves or become more balanced, and with age may have turned into an even greedier and more aggressive owner. Their First Function has grown so large that it now takes, say, 60 percent of their energy. As a result, the Fourth Function receives only 5 percent instead of 10. I am using approximate figures for illustration. Suppose this person has Fourth Emotion. They do not develop it and become even more like a robot, without emotion or creativity: they do not sing, dance, or take an interest in anything. It now receives less than 10 percent. Conversely, someone may have developed their Third Function so much that it receives the full 25 percent of their energy. For example, a person with Third Physics may have spent years working on sports, health, and a successful business, managing to turn their little "stream" into a full-flowing "river" of energy.

The main task in a person's harmonious development is to bring every Function in the psychotype to the point where it receives 25 percent of their life force. This is the ideal of harmony. This state is called the 25th psychotype, and we will certainly discuss it later.

Let us move on. Consider the Functions that can and cannot be wounded. The First and Third are vulnerable Functions. It is easy to hurt a person in these areas—to wound them. For example, if you tell someone with First Volition that they are worthless, it will strike at their self-esteem. Say the same thing to someone with Fourth Volition, and they will hardly care. If you tell a person with Third Logic that they are stupid, it is very dangerous: you have struck their most vulnerable spot, because the Third Function is the weakest and most sensitive place in a person's inner world, and you risk making an enemy. If you call someone with Second Logic stupid, however, they will simply smile, because it is almost impossible to offend the Second Function.

The Second and Fourth Functions are not vulnerable in this way. It is difficult to hurt a person in these areas because these Functions occupy non-vulnerable positions in the psychotype, and the person feels ease, confidence, and inner freedom in them. These Functions are extremely helpful in human interaction.



The final point in our discussion of the psychoskeleton concerns how we relate to ourselves and to others.

The internal attitude associated with each Function can be described approximately as follows:

First Function: I am positive; others are negative.

Second Function: I am positive; others are positive.

Third Function: I am negative; others are negative.

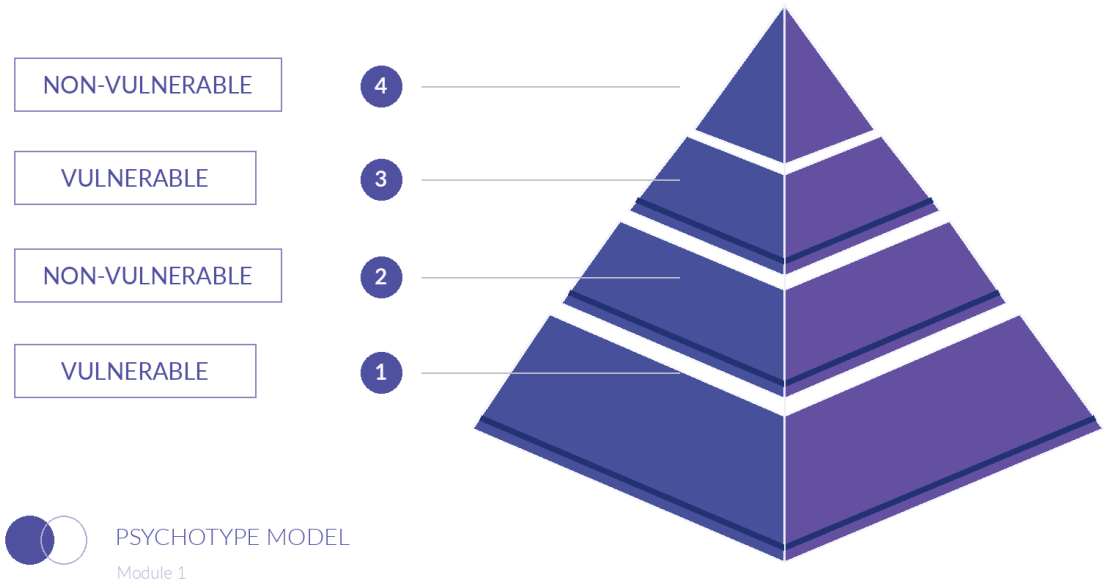
Fourth Function: I am negative; others are positive.

Put bluntly, a person's subconscious thoughts are roughly these:

First Function: I am positive; others are negative.

First Volition: My interests and goals are more important than yours; I am in charge.

First Logic: My opinion is more important than yours; I am the expert.



First Emotion: My feelings are more important than yours; I am the center of attention.

First Physics: My comfort is more important than yours; I am the owner.

Second Function: I am positive; others are positive.

Second Volition: My interests and goals are just as important as yours.

Second Logic: My opinion matters, and so does yours.

Second Emotion: My feelings matter, and so do yours.

Second Physics: My comfort matters, and so does yours.

Third Function: I am negative; others are negative.

Third Volition: I am not confident in myself, and I am not confident in you either.

Third Logic: I am not confident in my own opinion, nor in yours.

Third Emotion: I am not confident in my own feelings, and I do not trust yours either.

Third Physics: I am not confident in my own physical sensations, and I do not trust yours either.

Fourth Function: I am negative; others are positive.

Fourth Volition: Your goals and interests are more important than mine.

Fourth Logic: Your opinions and knowledge are more authoritative than mine.

Fourth Emotion: Your mood and feelings are more important than mine.

Fourth Physics: Your comfort is more important than mine.

FIRST FUNCTION

A PERSON'S CALLING CARD

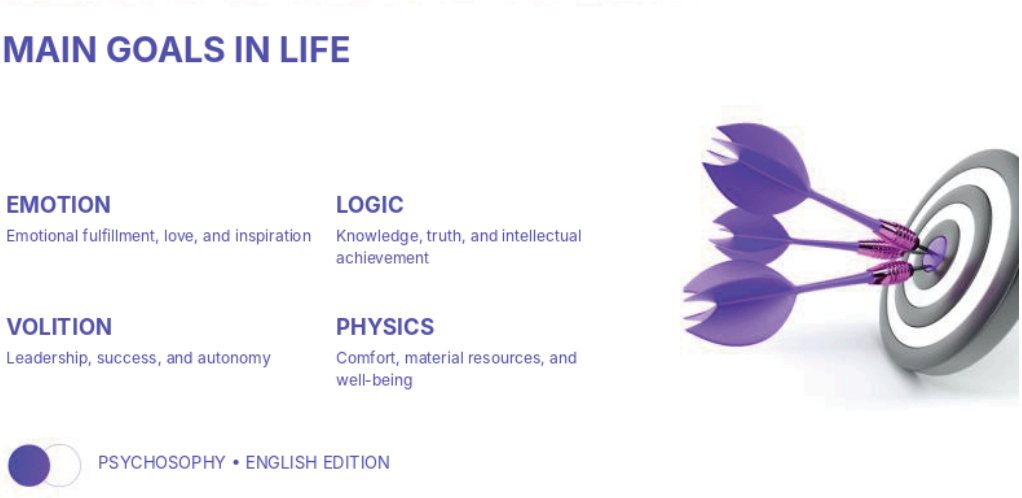
PART ONE

1.3. The First Function. A Person’s Calling Card. Power, Romantic Conquests, and Conflicts. Destruction and Creation

Now we need to take a closer look at the “bricks” of the psychotype. We will begin with the most important one: what exactly is the First Function? It is our primary and most reliable tool for adapting to life.

The First Function is the vivid, powerful side of a person's personality, often called their calling card. Very often, it is the first thing we notice about someone's behavior. For example, we might see a person of imposing size and suspect First Physics in their psychotype. Or we might observe a charismatic, unmistakable leader—most likely someone with First Volition. You could say that this is the foundation of character on which a person stands firmly from the very beginning of life. We already know that the First Function is result-oriented by nature: achieving a result matters more to its owner than participating in an activity for its own sake. This Function has a large store of energy, but only for a short time. In other words, it is vivid and strong, but lacks endurance.

For example, an actor with Second Emotion can easily perform twenty takes in a row, while an actor with First Emotion will be worn out by the fifth. That is because the Second Function is process-oriented, whereas the First is result-oriented. Here is another example. Someone with Second Physics can easily run a cross-country race, but a person with First Physics is unlikely to agree to it enthusiastically. They would probably rather go to the gym and lift weights, because running would be too process-oriented an activity for them.



The First Function is the most valuable one to a person. Our main goals and needs are tied to it. What are those goals and needs?

A person with First Emotion wants to be liked by everyone, to stir up vivid feelings and reactions, and to play some role they have voluntarily taken on. What bothers them most is other people's indifference, and they suffer greatly from a lack of attention.

A person with First Volition desires power, strives to control everything and direct other people, and needs to achieve various goals in life. What causes them the most distress is failing to accomplish the goals they have set and not being in control of others.

A person with First Physics needs to be the most beautiful, strongest, and richest; to possess things and control resources, such as real estate, luxury goods, and so on. What they dislike most is losing these resources.

A person with First Logic needs to be the smartest, to generate knowledge, possess it, and pass it on. What bothers them most is having their opinion disregarded.

Because the First Function naturally has an excess of energy, a person puts it on display. In this area they are self-confident—even vulgar, one might say. If you sense an excess of something in a person, a certain pressure coming from them, you have probably encountered their First Function.

Figuratively speaking, the First Function is a hammer. Not a jeweler's delicate little hammer, but a reliable, powerful tool that a person swings left and right, often without noticing that they are hurting those around them. But a hammer can destroy as well as create. Throughout life, a person puts an enormous amount of work into their First Function in order to achieve everything it motivates them to pursue and everything it desires. All the grand things we create in life are made possible by the First Function's titanic labor. The question is what a person chooses: to build or to destroy. It is our inner leader, which largely controls the body's surplus energy. "I command!" declares the First Function.



It is important to know that the First Function is a person's main weapon in conflicts. Imagine that you are on a battlefield. What weapon would you choose? Most likely, you would use the weapon you know how to handle most confidently, to give yourself the best chance of winning. That weapon is the First Function in your psychotype. To show how it works, we usually use the example of a children's sandbox. It is a good example because it is simple and natural: early in their development, children settle many matters while playing in the sandbox. As they grow older, they will use all four Functions of their psychotype. But in early childhood, a person's psyche is almost primal, so in the sandbox the hammer of the First Function comes into play immediately, with everything else following afterward. Picture some children in a sandbox making little sand cakes. Suddenly, one child gets up and destroys what another has built, takes away their bucket, and generally behaves like a bully. A conflict breaks out. How would a child react according to which First Function they have?

With First Physics, the child may begin by hitting the offender or knocking them down.

With First Emotion, they are more likely to shout or burst into loud tears.

With First Logic, they will try to persuade the offender: “That’s mine. You’re being bad. You can’t do that.”

With First Volition, they will try to overpower the offender and bring them under their control, ordering them to give the bucket back and forcing them to apologize. A little tsar!

The conclusion: in everyday life, each First Function gives a person different tools for resolving conflicts.



The First Function is a person’s main weapon not only in conflicts, but also in romantic conquests.

Someone with First Physics will display their beauty, strength, and wealth to make an impression.

Someone with First Emotion will show vivid feelings and affection, behave in unusual ways, bring creativity and romance into the situation, and, if necessary, manipulate the other person and apply emotional pressure.

Someone with First Logic will demonstrate their knowledge and intelligence, present arguments, persuade, and bring the other person around to their point of view.

Someone with First Volition will demonstrate decisiveness and self-confidence, pursuing and trying to win the other person over relentlessly.

For example, how can you tell on a first date that your partner has First Logic? Most likely, they will have prepared very carefully for the date, thought everything through down to the smallest detail, worked out the timing, and found an interesting place where the two of you can get acquainted. Often reserved at first, these people ask questions that interest them in order to gauge the other person’s intelligence and decide whether they would be interesting enough to meet again. They may even ask these questions earlier, while messaging. Why? The most important thing for Logic is to display its unique knowledge and receive interest and attention in return. If the other person has different interests and is not prepared to appreciate that knowledge, there probably will not be a second date. People led by Logic immediately try to assess the prospects of the meeting rationally.

Let us continue. The First Function is the first prism through which we view the world. Alexander Afanasyev, the creator of Psychosophy, writes about this:

"Whenever I think about the order of the Functions in a person's life, an image from Kobo Abe's novel *The Box Man* keeps coming to mind. The novel's hero is a man who wears a cardboard refrigerator box in place of clothing and shoes. A narrow viewing slit has been cut into the box at eye level, through which he somehow makes contact with the outside world. This image is particularly apt for conveying the condition in which every person still finds themselves today. The difference is that the box we inhabit has not one slit, but four slits of different sizes, arranged vertically (the four Functions). Otherwise, everything is the same. Living inside a box and looking out at the world through holes that distort reality in a different way for each of us, we naively assume that we see the world as it truly is. And we are terribly surprised when we step on a rake lying right in front of us."

Indeed, an entire psychotype can be pictured as a spyglass made of four lenses through which a person looks at the surrounding world. Because a psychotype begins with the First Function, a person perceives reality through it first, and then through the other Functions.

A person with First Physics believes in what they can touch, see, and hear—that is, in the experience of the body and the senses.

A person with First Emotion believes in their experiences, feelings, and intuition. For example, it is much easier and more natural for such people to trust mysticism, omens, signs, and symbols (think of a black cat crossing your path) than facts and science. Historically, Russia has had a very large number of people with First Emotion. That is why there is such widespread fascination with sorcerers, mysticism, and belief in miracles. In our cultural mindset, it is easier to explain the world this way.

At the same time, for example, emotionally restrained Germans tend to explain the world more through logic and calculation, because people with First Logic predominate among them.

People with First Volition believe in themselves, in the strength of their own character, or, as a last resort, in some other strong personality or great cause. Such people like to see things for themselves before believing in them. Trust generally comes hard to them; they need to check everything personally.

If you have a job interview with a boss who has First Physics, show that you are interested in bringing the company profits. With First Emotion, emphasize imagery, beauty, and the atmosphere within the team. With First Volition, show respect for authority while demonstrating your independence, experience, and achievements. With First Logic, talk about relevant work experience and your deep knowledge of the subject—or show strong motivation and a willingness to keep learning.

As you have probably realized by now, people are strong and self-confident in their First Function. This makes them particularly striking personalities.

People with First Volition are confident in their right to direct others, to obtain and demand what they want. They are usually natural leaders, politicians, top managers, directors, and coaches. In other words, they are classic go-getters. Examples include Steve Jobs, Bill Gates, Tina Kandelaki, and Cristiano Ronaldo.

People with First Physics are confident in their right to possess and control wealth. They engage in all sorts of activities: they are entrepreneurs, businesspeople, showmen, some of the wealthiest people on the planet, producers, weightlifters, and bodybuilders. Examples include Dwayne Johnson (a former wrestler and now

an actor), Tony Robbins (a showman and motivational speaker), and Oprah Winfrey (a television host). In Russia, examples include Philipp Kirkorov, Dmitry Guberniev, and many others.

People with First Logic are confident in their right to teach, prove things, persuade, and promote their own point of view. They are usually leading intellectuals, scientists, teachers, IT professionals, engineers, and pioneers. Examples include Elon Musk, Albert Einstein, and Nikola Tesla. If you see an excess of intellect in someone, it is probably First Logic.

People with First Emotion are confident in their right to create a mood and impose their ideas and tastes on others. They are usually highly creative and dreamy people: singers, theater performers, artists, poets, actors, and comedians. Everyone knows Jim Carrey's extraordinarily expressive face and sense of humor, or Whitney Houston's ringing voice. They are people with First Emotion. Russian examples include Dima Bilan, Zivert, Garik Kharlamov, and many others.



The main drawback of the First Function is its lack of flexibility. It is an elephant—but not a wise, calm elephant. Rather, it is an unstable one. If something in life does not go the way this elephant wants, it flies into a rage, is rude to people around it, and tramples everything in its path. Among the First Function's shortcomings, especially prominent are intense selfishness and a fear of losing power and property.

For First Physics, these shortcomings are aggression and greed.

For First Emotion, they are hysterical outbursts, fixation on one's own feelings, and disregard for other people's emotions.

For First Logic, they are being a bore, stubbornness, digging in one's heels, and refusal to accept other points of view.

For First Volition, they are pressuring others and elevating oneself above them.

One of every person's most important tasks, figuratively speaking, is to tame the wild elephant inside themselves—their First Function. You will find out exactly how to do that in Part Four of this book.

The First Function is our inner leader and true ruler, a king with unlimited power and possibilities who uses surplus energy in any situation without thinking about how they look in other people's eyes. But a person takes defeat in the area of their First Function very hard. Losing here can be compared to blowing up a house's foundation. It can cause a person profound trauma. At such a moment, they realize that their strongest side is not quite as good as they thought, because it is so inflexible. That is why a person may use harsh tactics in conflicts to avoid defeat. In any conflict, they will fight to the bitter end rather than put their psyche at risk. What is more, the First Function protects not only itself, but all the other Functions as well, like an enormous mother bear shielding her cubs. Whichever Function takes a blow from life, the First Function will defend them all.

In fact, the secret of harmony is that defeats are precisely what can turn the First Function into an ideal version of itself. Through defeat, a person can become more flexible, learn to cope with difficulties more easily, and maneuver through conflicts like a surfer. Unfortunately, people with a flexible and calm First Function are still extremely rare. At present, most people are prisoners of their First Function.

People with First Volition are prisoners of their goals and ambitions. They find it difficult to trust others, compromise with people, or admit their weaknesses.

People with First Emotion are often prisoners of their mood. Until their heavy freight train of feelings has thundered past and all the emotions have run their course, they cannot communicate normally or get on with things.

People with First Physics are usually prisoners of their desires, values, and needs. They find it extremely hard to give up immediate hedonistic pleasures or protect their bodies from overeating and alcohol. They crave quick riches, which, incidentally, leads many of them into crime. Many criminals have First Physics. The typical mobster looks something like this: a large build, a gaudy suit, an open shirt, and a thick gold chain. (That is one portrait of First Physics.)

People with First Logic often become prisoners of their own opinions and knowledge. They seem to get trapped in a labyrinth of their own minds, one from which it is hard to find a way out, because they struggle to admit that they are wrong, listen to other people, and take their opinions into account.

The First Function and "igniting the pyramid."

As you have understood, the First Function works toward some result: the greater the result, the greater the effect. When a person achieves the desired result, a phenomenon occurs that I call "igniting the pyramid"—a large release of energy. This is a special state of enormous inner resources that produces euphoria.

Let me give you an example from my own life. Because I have First Emotion, what matters most to me is the visual impression: beauty and aesthetics. For a long time, our Psychosophy project did not have the visual identity I had dreamed of. The website looked unattractive and had a confusing design. This bothered me terribly and made me depressed. When the project was finally presented beautifully, in my view, I experienced that very powerful effect—a burst of euphoria. Now I enjoy visiting our website and social media pages, because something important to me has been achieved. For people with First Logic, the pyramid ignites when they understand or discover something (experience an insight) or acquire extremely valuable information. For people with First Physics, it happens when they buy something they want; for people with First Volition, when they achieve their goals.

1.4. The Second Function. The Best Side of Our Nature. Teamwork

What is the Second Function? We now move to the second "brick," located directly above the first. What exactly is the Second Function, and why is it the best side of a person's nature?

The Second Function is our principal helper in everything. It is a tool for achieving our goals and a source of endless creative energy. It is the best side of a person's nature because it is not only naturally strong but also flexible. The more strength a person has, the more they want to share it without expecting anything in return. If that were true of all the Functions, Earth would be a paradise. The Second Function is process-oriented. This means it is important for a person to stay continually engaged in some activity through it—for example, communicating, caring for those around them, and so on. Remember, the First Function is result-oriented. It operates through periodic bursts of energy: it fires a volley, and then it needs to reload. At that point, a person withdraws into themselves and is not particularly effective for a while. The Second Function, by contrast, remains active all the time. That is why we can always rely on it, in any situation: it will not let us down even during difficult periods of life.

A person with Second Volition knows they can accomplish any goal they set for themselves: they have enough discipline and motivation.

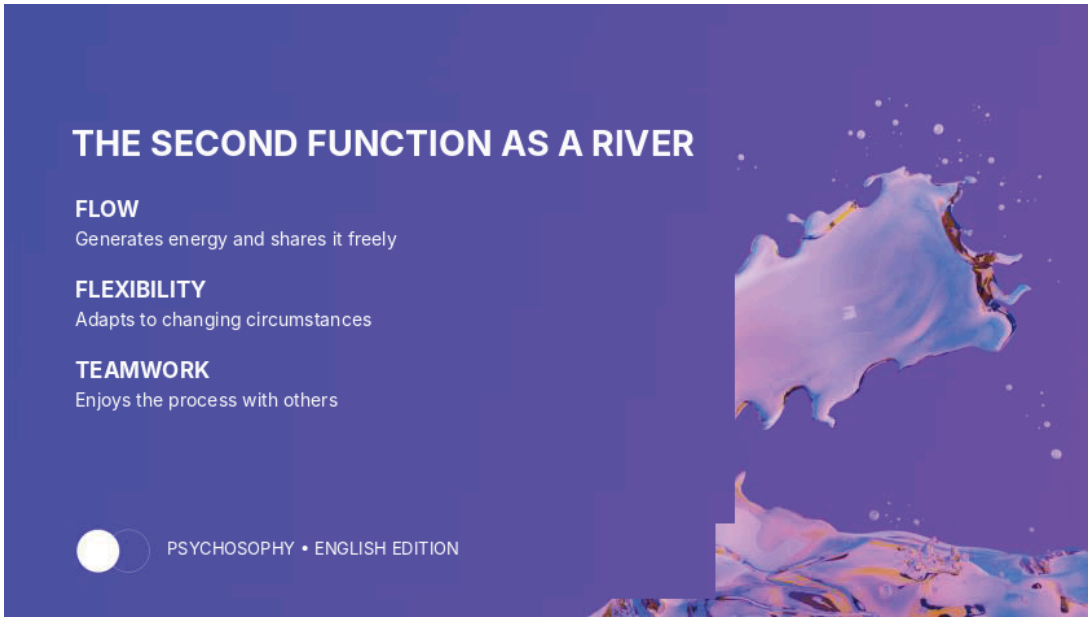
A person with Second Emotion knows they can get through any difficulty and adapt to different circumstances in life. They will always be able to maintain an even mood and find common ground with others.

A person with Second Logic knows they can learn anything and come up with a solution to any problem.

A person with Second Physics knows they can always earn money through their own work, help their loved ones, and create the conditions necessary for life.

People are often so confident in the area of their Second Function that they take pleasure in difficulties and sometimes even go looking for them. For example, I know a man who loves fighting and will travel to the other side of the city just to get into a fight. He is not at all upset if he loses and gets beaten up. To him, it is simply another reason to work on himself. What do you think his Second Function might be? Of course, it is Physics.

When an acquaintance of mine with Second Logic was fired from a managerial position she had held for several years, she was upset at first, but then said, "Finally! I've wanted to learn web design for ages." She has since become a designer and is very happy about it. The point is that no matter what difficulties confront a person in the area of their Second Function, somewhere inside they are almost grinning to themselves and saying, "All right, let's give it a try and see what I'm made of."



Imagine a broad, full-flowing river crossing a plain. The Second Function is often compared to a river because it possesses a process-oriented life force. Remember: the Second Function is a process, and if something blocks the expression of its strength, it will easily find a way around the obstacle—as though a river were flowing around a barrier by carving a new channel. Give someone with Second Logic a difficult problem, and they will rack their brain, but they will find a solution. Tell someone with Second Emotion that they need to reach an agreement with a person who is difficult to deal with, and they might not even charge you for it: here is an opportunity to find the key to a challenging personality and demonstrate the best side of their nature.

Let us go further. In the area of their Second Function, a person has a constant background stream of activity. In other words, they do many things automatically, without thinking about them. Figuratively speaking, this river has tributaries, too. For example, a friend of mine—a businessman with Second Logic—can attend a lecture on sales while simultaneously reading news in *Kommersant*, talking to me, and exchanging messages with someone on social media. He feels comfortable doing so many things at once and does not miss anything, because the Second Function never runs out of energy or attention.

Another wonderful thing about the Second Function is that it makes a person inclined to care for those around them. Why? Because there is so much energy, and it never runs out; personal development comes easily. A person is constantly drawn into some kind of activity. That is exactly why they share their energy so generously. This character trait appears in early childhood. If someone starts crying, a child with Second Emotion goes over to comfort and cheer them up. If someone gets hurt, a child with Second Physics comes over to sympathize. People with Second Volition feel for those who lack confidence or have weak characters and try to look after them. People with Second Logic sympathize with those who struggle with intellectual tasks and learning in general. So it turns out that communication and caring for others are our favorite activities in the area of the Second Function.

Career choice and the Second Function.

People with Second Emotion make the best actors, presenters, designers, and marketers; many of them are bloggers. Show business is their bread and butter. Pavel Volya and Olga Buzova both have Second

Emotion. And when it comes to simply socializing, these people are, as the saying goes, the life of the party.

People with Second Volition make very good psychologists, doctors, managers, and teachers. They have enough patience and compassion for other people. Incidentally, many priests in churches have Second Volition. In most cases, people who engage in charity work—volunteers and philanthropists—have Second Volition in their psychotype.

People with Second Logic are the most tireless speakers, lawyers, accountants, and scientists in various fields. Working with calculations and numbers comes easily to them. They are also the best interviewers and the most versatile conversational partners.

People with Second Physics are usually the hardiest and most hardworking. Many farmers and ordinary agricultural workers, who provide people with food, have Second Physics. They are also excellent athletes —for example, Mike Tyson and LeBron James. In fact, they are people who do all sorts of work. Consider Alexander Pushkin, for example, who also had Second Physics. He was a poet, and through sheer hard work he left behind volumes of writing during his thirty-seven years of life. Second Physics does not care where it works; the important thing is to work. Incidentally, most Japanese people have Second Physics. There is a phenomenon in Japan in which some people become so absorbed in their work that they may even lose consciousness at their workplace (and deaths have been recorded).

Restoring energy through the Second Function.

One of the great things about the Second Function is that a person restores their energy through it. You have probably noticed this in yourself many times: when you are tired or in a bad mood, you do something you enjoy, and before long you feel a new surge of energy. This is what it means to recharge by engaging your Second Function.



A person with Second Physics feels a surge of energy after going to the gym, running, tidying the house, cooking for the whole family, or going to a second job. Amazingly, that really is how it works for them. I know a man who owns his own business but goes to work at an animal shelter a couple of times a week, as he puts it, “to recharge.”

A person with Second Emotion feels a surge of energy by talking with someone—that is, exchanging emotions—or by going somewhere new and gaining new impressions: an exhibition, a play, or a new show, for example. Creative activities also restore their energy: design, drawing, making music, or writing. When I enter the homes of people with Second Emotion, I immediately notice all sorts of small objects and details. They are invariably beautiful and aesthetically pleasing, almost as if they are there to provide extra entertainment. It might be an unusual lamp or figurines that go beautifully with the color scheme and style of the room. These people fill their lives with little touches; they might even attach a brooch or a patch to their clothing. I get the impression that these tiny details give them a surge of energy. This, in fact, is another way of restoring themselves through the Second Function.

A person with Second Volition gets a surge of energy by helping someone. It is very important for these people to feel needed and important to others. Amazingly, they might travel all the way across town to help someone for no reward at all, simply because that person says, “I really need you. Come over!” And they will ask for nothing in return. My teammates and I once ran an experiment with our soccer team. We have a guy with Second Volition who plays forward, but he also has Third Physics and is fairly lazy. We had a tournament and urgently needed one more player. We messaged him, but he replied, “Well, I don’t know. We’ll see. I’m not really feeling it.” So I told a teammate to try wording the message differently: “Vadya, we really need you. The whole team is counting on you.” It worked immediately: he showed up. See? Change the wording just a little to account for someone’s psychotype, and everything works! We certainly had a good laugh about it afterward—good-naturedly, of course.

A person with Second Logic gets energy through communication, just like someone with Second Emotion. But here the point is not an emotional exchange; it is an exchange of information. Rather than just sighing, laughing, and chatting about nothing in particular, these people want to exchange facts and knowledge and express their opinions on different issues. They also recharge through any kind of learning: a new course, a new book, or teaching others.

You have probably met university lecturers who can talk for hours—and seem to gain momentum as each hour passes. The students are already completely spent, their brains have turned to mush, and the lecturer is having a wonderful time! That is Second Logic for you.

The Second Function is the standard against which all the other Functions of the psychotype can be measured. The voice of our inner Creative Helper sounds like the wisdom of a sensei: substantial and authoritative, yet restrained and calm. Indeed, if we want to find wisdom and the golden mean within ourselves, we should look for them in the Second Function.

You remember that, roughly speaking, the First Function accounts for 50% of psychic energy, the Second for 25%, the Third for 15%, and the Fourth for 10%. To become super-harmonious, a person needs to rein in their First Function, bringing it down from 50% to 25%, the level of the Second. The Third Function needs to be built up to 25%. The Fourth needs to be built up, too—and by even more—until it also reaches 25%. But nothing at all needs to be done with the Second Function. It is perfect. All you need to do is be proud of it!

The Second Function and quick reactions to situations.

The Second Function is extremely quick on its feet. Thanks to it, a person responds instantly to all sorts of situations in life.

People with Second Emotion read other people's moods instantly and adjust their behavior very quickly. You could say they change the role they are playing. For example, I know an entrepreneur with Second Emotion. He told me about some very important negotiations that had taken place many years earlier. As he spoke, I understood more and more clearly what kind of Emotion he had. Here is the story. He was negotiating with foreign partners from China. This was the biggest deal of his life. Nobody understood one another, but everyone was trying to communicate somehow. At one point he sensed that the negotiations were going very badly. He looked at the Chinese partners and could see they were about to back out. I will not go into the details, but here is the point: he intuitively understood the problem, stepped outside for a smoke, quickly changed his tactics, and began choosing different words and arguments. The atmosphere improved and the situation was resolved. In the end, the deal went through and earned him a good deal of money.

People with Second Logic immediately grasp any information they encounter. I have a friend with a particular habit: in conversation, he gives an answer before I have even finished speaking. In moments like that, you can see just how fast his brain works.

People with Second Physics have heightened physical reflexes. Here is a true story. A six-year-old girl with Second Physics was seated on an ATV so someone could take her picture. The adults thought the vehicle's brake was on. They were distracted for just a second, and an emergency arose. It turned out the brake was not on. There was a cliff ahead, and the ATV started moving straight toward it. Somehow, the girl immediately understood what was happening and managed to jump off into a snowdrift, saving herself. It was as if her body jumped first and only afterward did she realize what had happened.

People with Second Volition immediately sense how psychologically comfortable other people feel. Many times I have seen people with Second Volition pick up on a conflict before anyone has even said a word. I have witnessed this while sitting with friends and among coworkers at work. A person with Second Volition is a peacemaker. They sense tension before anyone else and try to defuse a developing conflict at its very root, calming everyone down.

1.5. The Third Function. The Perpetual Engine of Progress. Fears and Growth Areas

What is the Third Function? We now come to the third and most important "brick." This is the longest chapter in the book. The Third Function is the key to understanding people and the key to upgrading the psychotype. Whether our lives are marked by imbalance or personal harmony depends precisely on the condition of our Third Function.

The Third Function is a person's internal engine. If the First Function can be called the engine on the outside, the Third is the engine within. So much of what we do in life comes from it. The Third is the source of our doubts and fears, and at the same time our greatest potential. This is where the sleeping giant within each of us lies. Here's a simple example. Cristiano Ronaldo was a skinny boy from a poor family, with crooked teeth and acne. By every measure of Physics—money, appearance, and health—he was at a disadvantage. But by working on his Third Function (building muscle at the gym, training harder than anyone else), he managed to awaken his sleeping giant. You know the result. The Third Function is process-oriented. It is important for a person to train it little by little, but regularly. Only then do they feel

happy. It has little energy, but that energy flows like a stream. This is not the rushing, full-flowing river of the Second Function, but a little stream with tremendous potential. The Third is not strong, but it has endurance. Consider runners, for example:

People with First Physics are good at short distances: they put everything into it, fire off a volley, and then go rest.

People with Second Physics are good at both short and long distances.

People with Third Physics are particularly good at long distances, marathons, and triathlons, because for them running is a process.

People with Fourth Physics are not especially fond of either.

Many people who suffer from the vulnerability, weakness, and various hang-ups associated with their Third Function wonder what they even need this side of themselves for. Nature devised and gave us the Third so that humanity would develop. If it were absent from the structure of the psychotype, people might simply stop developing. Think about it: when everything in a society is idyllic and every need is met, it begins to resemble a utopia in which humanity has stopped moving forward.

Because we carry a source of perpetual fear within us, we human beings try to do things and grow. Beginning in childhood, a great many psychological wounds accumulate around the Third Function. Throughout life, a person tries to overcome them, to prove to themselves and others that they are capable of great things. Here are a few examples.

A person with Third Physics fears having no money and is constantly thinking about how to earn enough to stop being afraid. They study finance and investing and watch the lives of wealthy bloggers, popular entertainers, and successful entrepreneurs.

A person with Third Logic fears being considered stupid, so they spend their whole life learning in an effort to find peace of mind.

A person with Third Emotion worries that they cannot control their feelings, that they behave strangely, cannot express their emotions properly, or gesture at the wrong moments. They may even find it hard to talk to people, so they take acting classes to feel more confident.

Here I want to make a small digression, one I will return to later in the book. It is important to understand that all these examples give you a simplified picture—a foundation of knowledge from which you can go on to study Psychosophy in greater depth. You will recognize some things in yourself and others in people close to you, but these are not one-hundred-percent portraits of every person. Everyone is individual and multifaceted. Please never label people while studying them. Psychosophy is a tool for understanding those around us better, not an assembly line for sorting people into categories. A little later, you will understand what I mean.

A person needs to remain involved in an ongoing process related to their Third Function. Einstein did this with his Third Emotion when he picked up his violin between periods of research. If a person's life goes a long time without such a process, an uneasiness arises inside their psyche that nothing else can relieve. For example, someone with Third Logic needs to study or read something now and then. At such moments, they feel good about themselves: they are making up for their information deficit. It feels as though all their internal processes are coming back into balance, and they become much calmer. If they also get to show off

that knowledge in front of friends, they experience a peak of bliss. And if they become a teacher, that is the ultimate achievement. When nothing like this is happening in their life, however, they feel unhappy inside.

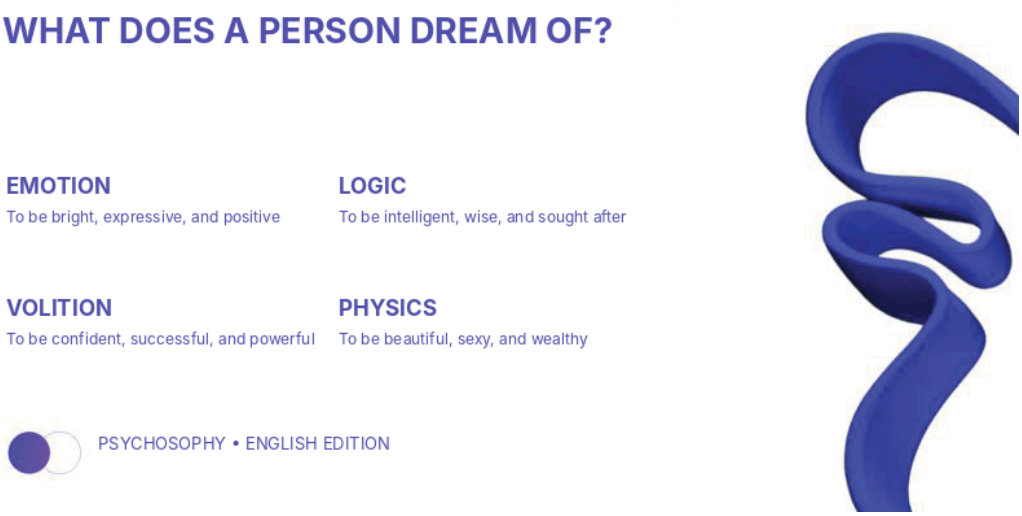
So if you feel unhappy, or there is an uneasiness within you, you need to identify your Third Function and build it up. We will discuss how to identify your psychotype in Part Three, although you will probably understand your own psychotype by the end of Part Two. In Part Four, you will learn how to strengthen your psychotype.

The Third can be compared to a weapon encased in stone, like the legendary magic sword Excalibur. It is an enormous, unrealized personal potential. Think of Prometheus, the Titan chained up in ancient Greek mythology. Every human being is like a Titan bound by chains of fear and doubt, because from childhood all sorts of nonsense—psychological wounds and triggers—sticks to our Third Function. These might be people we imagine in our heads judging or mocking us, or prejudices telling us that expressing ourselves is dangerous and risky. Most psychological wounds strike the Third. They are the very chains that hold our Titan captive. And only the person themselves can break free. To do so, they must strengthen the "muscles" of the Third.

There is another interesting metaphor. A woman describing her experience of the Third Function (she has Third Emotion) gave this example: "Imagine that you are expecting a baby. You carry it for a long time and are already looking forward to giving birth. Labor begins, but you just cannot give birth: some sort of inhibition, fear, and the thought of what other people will think keep getting in the way. And it happens again and again." That is roughly how a person feels in relation to their Third Function.

A Superpower for the Third Function

A person dreams of becoming a superhero in the realm of their Third Function—not only to get rid of their fear, but also to become someone significant and gain recognition.



People with Third Physics dream of being beautiful, sexy, masculine (or feminine), rich, and healthy, of having athletic bodies, and of staying forever young. In short, they would not mind enjoying all the benefits of the material world. I should point out right away that many men with Third Physics have a certain natural femininity, while many women with Third Physics have a certain masculinity. Neither group

likes this about themselves. These days, there is a fashionable topic: many coaches talk about balancing the masculine and feminine within a person. Very often they are talking about people with Third Physics. The point is that nature has built a particular conflict into their personalities. I think it is there to keep them searching for solutions, attending all sorts of training programs and seminars—for example, courses on how a man can win over a woman or how a woman can awaken the princess within herself.

People with Third Emotion dream of being bright, creative, charismatic, and romantic, of being the center of attention in any group and spreading positive feelings. In ordinary everyday life, they are rather dry, emotionally inhibited people who may even find laughter difficult. As they develop and strive for their superpower, they become stand-up comedians, actors, and psychologists.

People with Third Volition dream of being the center of attention, gaining recognition and fame, and having television channels fight to interview them. Yet amid all that fame, they themselves would remain balanced, decisive, and strong-willed—in a word, real leaders and role models. By nature, people with Third Volition find it difficult to keep promises, even the simplest ones, and very difficult to avoid conflict when they dislike something. Unfortunately, their actual lives are filled with a baffling kind of chaos, even as they long for calm.

People with Third Logic dream of being the smartest of the smart, or perhaps the wisest of the wise—a walking encyclopedia with an answer to every question. Have you seen the animated film *Megamind*? That is exactly the sort of power a person with Third Logic would want. In practice, these people find it difficult to acquire new knowledge and skills. Their concentration is weak and slow, and their thoughts scatter in every direction. It really is their dream to have a brain faster than a supercomputer.

To add one more example, if superpowers were actually handed out to people the way they are in comic books, everyone would choose their own kind:

Someone with Third Logic would ask for unique knowledge that explains everything in the world.

Someone with Third Physics would choose superhuman strength like the Hulk's.

Someone with Third Volition would take a scepter of absolute power to rule humanity.

Someone with Third Emotion would acquire the ability to control other people's feelings.

Drinking and the Third Function

This is an interesting subject for us because it reveals the whole nature of the Third Function so clearly. It turns out the “green serpent”—alcohol—has at least one useful side: it makes it easy to see what a person's Third Function is. Drinking relieves emotional pain precisely in the area of the Third, temporarily freeing people from insecurity and shame. Unfortunately, when many people drink, all they do is temporarily release the spring of the Third Function. Another problem is that a great deal of negativity is released alongside the positive feelings. That is why many people become highly aggressive under the influence of mind-altering chemicals. Alcohol produces undesirable changes in behavior.

A person with Third Physics may go from being a shy, untouchable type who is afraid to approach the opposite sex, dance, or hug anyone to becoming a pickup artist: generously buying drinks, hugging, and kissing everyone. They strike up conversations easily and become sexually intimate. In rare cases, they turn aggressive and start fights for no reason. This happens because in everyday life, people with Third Physics are afraid of both fighting and approaching others.

People with Third Logic go from being quiet to becoming bold orators, confident in every word they say and quick to suggest new ideas and display their erudition. If a person is poorly educated—that is, ordinary and superficial—they simply talk everyone to death and wear people out with conversation. They also become eager debaters.

A person with Third Emotion, naturally inhibited and emotionally cold, may turn into a fountain of feelings across the entire spectrum, from love to hatred. They can inspire and entertain everyone. But if they are going through a rough patch in life and have been drinking, they will argue, shout, and manipulate. I have an acquaintance with Third Emotion who is calm in ordinary life, but as soon as he drinks, he starts fighting the entire bar. So he stopped drinking, and rightly so.

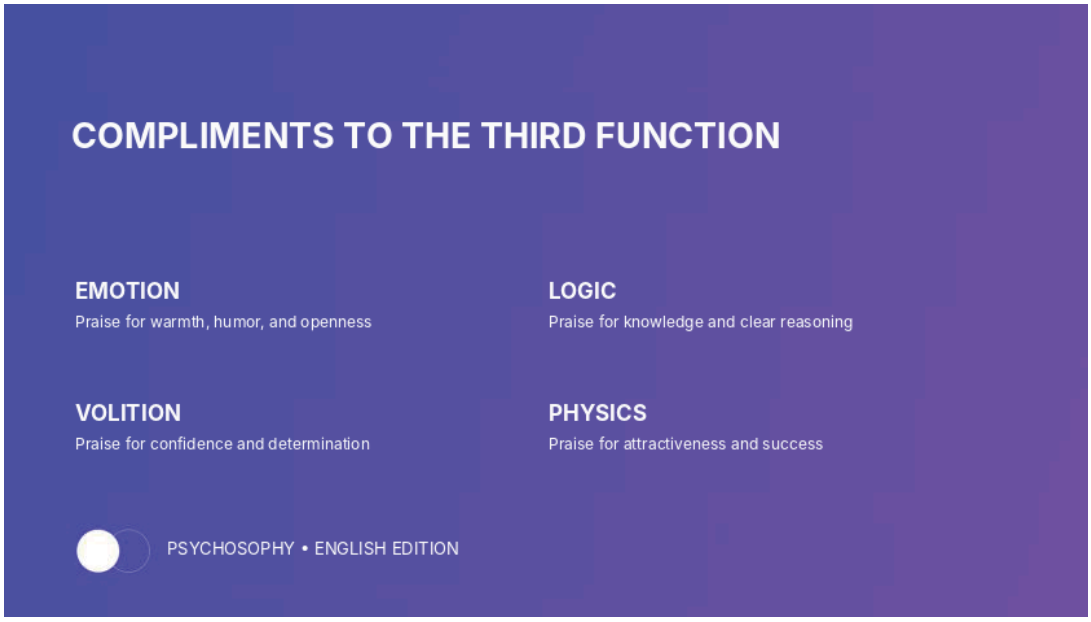
A person with Third Volition, anxious, combative, and tense in everyday life, becomes super-confident and broad-hearted, supporting everyone around them ("You've got this; you're doing everything right"). Or, as happens quite often, they become extremely confrontational and take out all their accumulated aggression on others under the influence of alcohol. The most aggressive are people with First or Third Volition, because their egos are especially vulnerable. People with Second or Fourth Volition are gentler and more good-natured.

I hope you see that the Third can manifest in different ways under the influence of alcohol. It all depends on what sort of period a person is going through in the ups and downs of life. If aggression does come out, it is important to show the person some compassion, because they have been forced to bottle up so much negativity inside.

Compliments for the Third Function

Now comes some extremely important information for anyone who wants an upgrade in their ability to communicate with people. Here is the rule: **Any Third Function blossoms under praise and closes up under criticism.** When people praise us, we feel grateful! In return, we want to do anything the person who said those kind words asks of us. The right, well-aimed compliments about the Third Function are a delight to a person, divine nectar they could drink endlessly. Praising someone in the area of their Third is a sure way to build a positive relationship. Why is that?

Remember the psychotype pyramid we examined recently. Priorities run from the bottom up, with the Fourth at the top. We take little pride in our achievements in the First and Second Functions because they come naturally: there is plenty of energy there, and we feel confident. We care almost nothing about victories in the Fourth Function because it occupies the very last place in our system of priorities. Nature has arranged things so that victories in the Third Function warm our hearts for our entire lives. We might recall them every day and feel the same inner warmth each time. For example, a person with Third Physics may remember for the rest of their life the goal they scored against a neighboring class's team at school. So which compliments can help you win someone over?



People with Third Emotion are delighted when someone notices their sense of humor, their way of communicating, how wonderfully they behave in a group, or how much fun they are to be around. Tell someone they are bright and charming, and they will be happy!

People with Third Physics are delighted when someone tells them they are attractive and fit, or that they have great perfume or a great hairstyle. Hint that they are sexy, and the reaction will be explosive (I mean within a couple—otherwise you might accidentally say that to your boss).

People with Third Volition are delighted by just about any compliment, especially if you tell them how confident, calm, and generally wonderful they are. That's it—you've won them over.

People with Third Logic love hearing how sensible they are, how well their thoughts flow, and how much they know about so many different things. Tell such a person that they ought to write a book, or at least give a lecture, and they will be beside themselves with delight.

The Pickup Department

To illustrate this subject particularly well, let me tell you about what I call “targeted pickup.” When people hear that you can do this, they always say, “Where have you been all my life?” The idea is that once you know your partner's Third Function, you have the keys to that person. How can you capture someone's attention and win them over one hundred percent? You take their Third Function and keep filling it up, filling it up, offering compliments in the area where they feel a deficit, until they are so pleased that they have no doubts about you. I call this “filling the well.”

Imagine, for example, that you meet a woman with Third Logic. You can make an excellent impression simply by listening to her. Give her a chance to talk things out: chat easily, about this and that, with no particular agenda. You know how people sit in the kitchen in the evening and wander from one subject to another? Just like that. It is important for someone with Third Logic to say everything they have been holding inside! It is as though they finally exhale, and they feel wonderful. Every now and then, you contribute a useful piece of information so she will not think you are too superficial. Compliment her intelligence and how well read she is. She will see you as a pleasant, nonjudgmental listener, and you will have an excellent chance of getting a second date.

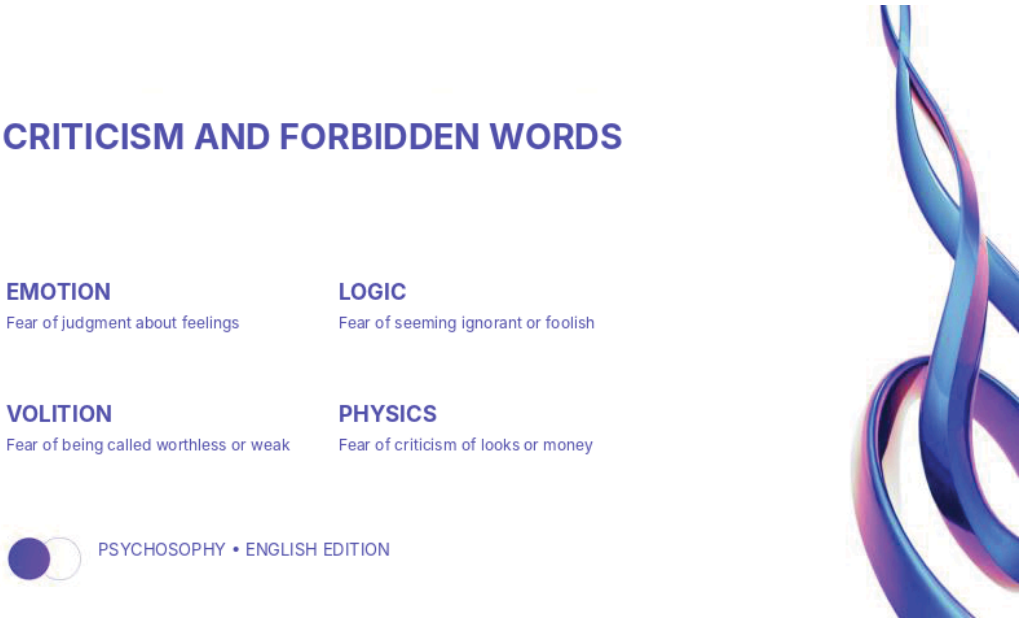
A female friend once told me about a man with Third Volition who was courting her. The very first thing he told her about himself—the thing that mattered most to him, the thing he worried about before they even began talking—was this: “I actually work for a state-owned corporation, and I'm not exactly a nobody there.” He immediately emphasized his social status. If you respond by admiring his determination and praising his leadership qualities, you will quickly earn his trust. Such compliments give a person wings.

You might say this is manipulation, a performance. My friends! Every one of us does this every day, in one form or another. That's how people work. We exchange energy. In this case, we simply avoid wasting any unnecessarily.

One more example. Imagine you are a woman who has met a young man with Third Emotion. If you behave loudly and vulgarly, drawing all the attention to yourself, he may think you are a narcissistic person who takes far too many liberties. His emotional state is very fragile, so you need to pay attention to how he feels. You should restrain your emotions, at least on the first date. If you immediately unleash the full force of your mood on him, your chances will be fairly slim.

What Words Can Hurt Someone in the Third Function?

Just as a good compliment directed at the Third Function can give someone energy and joy for an entire week, an insulting remark directed at the Third can knock them out. It makes no difference whether you said it accidentally or on purpose: if you strike someone's Third, they will take a long time to recover from that punch to the gut. They may never recover from certain words, and may remember the person who said them for the rest of their life. You can test this for yourself. Think of a situation, and a person, when you were hurt so badly that you remember every word. It may have happened at school, in your neighborhood, or at work. Most likely, someone touched a nerve in your Third Function. And while you are at it, think about which Function is in your Third position. In short, words can wound a person to the heart—and the very heart of a person is the Third Function. One of the most important rules of communication is to learn to identify other people's Third Functions and try to protect them, so you do not hurt them by accident.



You can wound someone with Third Physics by saying the wrong thing about their appearance, style, finances, sexuality, masculinity, or femininity. For example, tell a man that he is poor, cowardly, or

effeminate, or tell a woman with Third Physics that she is unattractive or masculine-looking. Say something like that, and you can forget about having a good relationship with them.

A person with Third Emotion can be wounded by any judgment of their feelings. Do not tell them they behave strangely or that they are too quiet or too loud. Do not criticize their creative work—for example, by telling them they painted a bad picture or sing badly. It will hurt them. People with Third Emotion are also easily hurt by conflict in general, emotional pressure, and shouting. They like things to be quiet and calm.

A person with Third Logic can be hurt by any judgment of their competence or knowledge, or of how and what they say. Words such as “idiot,” “stupid,” “clueless,” and “uneducated” should be off-limits, unless you want to make an enemy.

A person with Third Volition can be wounded by just about any criticism. These are the most vulnerable people in the world; they take everything personally. It may be a judgment of their willpower, personal qualities, or achievements in life. Words such as “worthless,” “talentless,” “you're nobody,” and anything similar are off-limits. These people can be very vindictive, so choose your words carefully when speaking to them.

How Can You Tell When You Have Struck Someone's Third?

Injuries to the Third Function are very hard for people to bear, so our psyche has various defense mechanisms. How can you tell when you have struck someone's Third?



1. They start making excuses or justifying themselves.

2. They go on the attack and become aggressive. For our psyche, attack is often the best defense. If this becomes someone's primary pattern, they will grow more aggressive with each passing year. It is a way of protecting themselves from insecurity. So if you know someone who is extremely aggressive, you can immediately conclude that their Third Function is very tightly constrained.

3. They flee. This mechanism has been built into our bodies for millions of years. Essentially, it is like an animal playing dead so that a predator will leave. In a person, this might mean becoming sluggish, ignoring

and denying things, losing the ability to speak, pretending to be deaf or blind, appearing inattentive, and so on.

4. They defend themselves. Every Third Function has its own characteristic defense.

Lying and deception are characteristic of Third Volition. This may be evident from early childhood. Children with Third Volition lie easily and without consciously realizing it.

Prudery and sanctimoniousness are characteristic of Third Physics. A conspicuous display of chastity and religious devotion comes naturally to them: “Girls are evil,” “Men are dangerous,” “You have to protect yourself,” and so on. These beliefs develop out of insecurity about their appearance and sexuality.

Irony and mockery are characteristic of Third Emotion. If someone starts tossing jokes around nonstop, you might suppose that they have Third Emotion. It is how they try to win over the people around them and be liked. Incidentally, some of the best comedians in the world emerge from this defensive response: they have Third Emotion.

Skepticism and constant arguments are characteristic of Third Logic. Doubting something, immediately telling someone they are wrong and have made everything up—that is Third Logic. Any unfamiliar information can frighten them.

5. They adopt defensive roles. For example, they may play the victim, the good little boy or girl, the wise person, the simpleton, and so on. All of this, too, comes from the desire to conceal their true state behind a mask.

If you learn to identify the Third Functions in people's psychotypes, protect their psychological comfort, and create a safe atmosphere for communication without criticism, you can become a master communicator. People will always want to talk with you and ask for your advice because they will feel comfortable around you. You might say that you give them psychological oxygen, allowing them to stop fearing the little “jabs” that may be directed at them.

An Ordinary Conversation in a Group

Imagine an ordinary conversation among friends, acquaintances, or coworkers. We do not notice it, but each person is thinking about something different.

A person with Third Physics is constantly thinking and worrying about how they look and whether others find them attractive. They also look closely at how everyone else looks.

A person with Third Logic is constantly thinking about what they have said, how well and correctly they speak, and whether they have made a fool of themselves. They evaluate other people in the same way.

A person with Third Emotion is constantly thinking about how they behaved, which emotions they displayed, how well they fit into the group, and what role they play in it. They notice the same things in others.

A person with Third Volition is constantly thinking about their status in the group, how much better (or worse) they are than everyone else, what others think of them, and whether they are important enough. They look at everyone, noting who is confident, how confident they are, who is in charge, and so on.

To work this out more precisely and identify your own Dynamic Expert, we suggest choosing the inner monologue that suits you best. The important thing is to choose quickly, without overthinking it. Check one

option, or rank the four options from one to four. Give yourself no more than three minutes to read and decide.

The inner monologue of someone with Third Physics in a group: “Okay... How do I look? Are my clothes and hair all right? Phew, everything's fine... How about the others? The guy on the right has a new watch... let's take a closer look... Phew, nothing special; mine costs more. But my friend has really gotten into shape. He looks great... Of course, good for him, but I'm jealous... I really need to go to the gym. I've already got a membership... But I've got so much work... Yeah, so much work... I'm so tired; I need some sleep... I won't take my jacket off today, though. I look better in it. I should order something healthy. The main thing is that it shouldn't look cheap... But what if it does look cheap? If anyone asks, I'll say my trainer recommended it... No... I think I'll order my usual. Better not risk it; what if I don't like it?”

Conclusion. The person is constantly evaluating other people's physical and material circumstances, comparing themselves to those around them, and worrying about their appearance.

The inner monologue of someone with Third Logic in a group: “What's everyone talking about today? What do I know about politics? Okay, I'm clearly no expert on that... and I'm not interested in the subject... I think I'll just sit and listen; maybe I'll learn something useful... Those two over there are talking about cars... Now that's my specialty. I know my stuff... I'll go sit with them. I'll listen for a while and analyze the conversation... What's the best way to join in? They're using technical terms... clearly not amateurs... What could I say that wouldn't make me look stupid?”

Conclusion. It matters to this person to evaluate information: who said what, whether it is interesting or uninteresting, stupid or wise, how to begin a conversation, and how not to appear uneducated in such company.

The inner monologue of someone with Third Emotion in a group: “Okay... What's the overall mood here? The woman across from me is clearly worried about something... Does her mood have anything to do with me? I don't know a lot of people here. I need to show a little personality, but not too much, or they'll think I'm trying to steal the spotlight. Good joke—I should laugh... Oh... I probably laughed too loudly. People turned to look at me... That's awkward. Maybe it wasn't even a joke, and I laughed... Although the woman to my right giggled too, so it's fine. She's drawing so much attention to herself, and it doesn't bother her at all... How confident! Ah... I wish I could do that too...”

Conclusion. This person immediately notices the atmosphere in the group: everyone's mood, how people behave, and who is drawing attention. They evaluate the most striking person in the group and compare that person to themselves. They want to be the center of attention, but fear criticism from others.

The inner monologue of someone with Third Volition in a group: “What's my place here? Are there losers and people with authority? Who's in charge? I need to size everyone up. Where do I rank among them? Am I sufficiently liked and respected here? I need to let them know, without making it too obvious, that I'm not a nobody and that I've accomplished things too.”

Conclusion. Their priority is status and hierarchy within the group. They evaluate everyone's authority and achievements, comparing these with their own. They also assess how interested others are in them.

If you look closely, the outcome of every one of these monologues is the creation of a personal ranking. The higher we place ourselves on that list in the area of our Third Function—and only in that area—the more relaxed the rest of the interaction will be.

There is another interesting observation. It does not always hold true, but the example is worth giving. Every Third Function has its preferences. Someone with Third Volition might choose a motivational movie; someone with Third Emotion, a romance; people with Third Logic like detective stories; and those with Third Physics like superhero movies or films about sporting victories.

The Downside: Envy and the Third Function

It is time to look at the dark side of the Force, just as in *Star Wars*. These days the internet is full of memes using the word “bipolar.” They refer to a person whose mood changes sharply, as though they completely reverse their position on the spot. This is connected to the Third: it is hard for us to find a happy medium there. That is normal; it is how our psyche works. We may feel compassion for and help another person, only to envy them and take pleasure in their failures a minute later. We need to fight this tendency, but we should not blame ourselves for it: it is part of human nature.

The psychological pendulum swings between opposite states. Have you noticed that you sometimes get pulled from one extreme to the other? First you feel uplifted, enthusiastic, and motivated; then, some time later, doubt weighs on you. The inner pendulum swings from positive to negative. Our internal Expert calculates possible failures. Questions arise: “But what if...?” “What if it doesn't work?” “Maybe I shouldn't?” This happens when we do not quite believe in our abilities but want something very badly.

Why, then, do we call this Function the Dynamic Expert? Doubt is the key to progress. It is precisely when people are uncertain about what they know that the incentive to develop and become experts is born. Accumulating knowledge, understanding one's problem, trying to solve it, and finally being free of one's own fears—that is what a person strives for through their Third Function. Other people's failures often make us happy because, in that moment, we are not the ones suffering. We develop a wish for others to find out what it is like to be us and to be afraid of everything. All of this comes from the Third Function.

One of its most unpleasant qualities is envy. A person envies those who easily obtain resources that come only with difficulty to them: material, intellectual, emotional, or volitional resources. We have already said that the Third is short on energy. Knowing that someone else has an abundance makes us envious.

People with Third Logic envy experts with reputations for being intelligent, and those for whom reasoning and a steady flow of ideas come easily. This creates a desire to belittle them and find flaws in their theories.

People with Third Physics envy beautiful, healthy, and wealthy people, inwardly wishing them failure and the loss of their money and looks.

People with Third Volition envy popular, confident, and successful people, inwardly wanting to see them fall and to prove that they are not as worthy as they seem.

People with Third Emotion envy bright, charismatic people who attract attention. Subconsciously, they want these people to suffer because of their supposedly vulgar behavior.

The Upside: Compassion and the Third Function

Whew, that got rather dark, didn't it? Let's lighten things up with something good. There are many positive qualities in the Third. One of them is compassion. A person is, as it were, more thin-skinned in the area of their Third Function. They can put themselves in someone else's shoes like nobody else. They genuinely feel sorry for people who experience the same pain they do. They especially understand people with the same Third Function in their psychotype: looking at them is like looking in a mirror because their problems

are so similar. For example, a person with Third Physics who worries about their appearance may be understood by another person with Third Physics even better than by their own loved ones.

People with Third Physics feel compassion for those who are ill, work hard, are unattractive, lonely, or poor. It is as though they try on other people's material hardships for themselves.

People with Third Volition sympathize with those who are humiliated or criticized, who cannot fulfill their potential, pull themselves together, or make and carry out a decision. They can easily imagine themselves experiencing other people's failures and humiliations.

People with Third Logic feel compassion for those who cannot express a thought, get lost in conversation, or find learning difficult. They understand very well how hard it can be to solve certain problems in life.

People with Third Emotion sympathize when they see lonely and sad people who struggle to communicate or lack new experiences.

If you watch people with Third Emotion, you may notice them observing the facial expressions of those around them and becoming even sadder inside because they cannot express themselves in the same way.

The Downside: Hypocrisy and the Third Function

Let's continue with the subject of “bipolarity.” Another unpleasant characteristic of the Third Function can be a mismatch between what a person says, what they do, and what they actually think.

People with Third Physics deny in words that being rich, sexy, and beautiful is a great thing, but in reality these are the things they want most. They crave all sorts of pleasures and comforts, with intimacy and money of particular interest to them. At the same time, however, they criticize people who behave too freely because they themselves are afraid of behaving that way. You know those people who tell everyone how important chastity and innocence are? If you observe them, you can sense the falseness and envy. They are afraid of relationships with the opposite sex.

People with Third Emotion say that love and romance are nonsense. In reality, they dream of having such emotional experiences but run away from close relationships, suppressing their feelings and criticizing others.

People with Third Volition say that careers, popularity, and ambition are for show-offs. In reality, they want to announce themselves to the world and become leaders, but fear keeps them in the shadows, where they criticize other people for being overly confident.

People with Third Logic say that knowledge does not really make a difference, and that these days you can earn a lot without studying. In fact, they desperately want to develop intellectually and dream of speaking in public, but are afraid, so they criticize intelligent people, new ideas, and new fields.

The Third Function: Director of Relationships

Let's talk a little more about relationships between partners. Interestingly, it is through our Third Function that we decide whether a person is right for us. It is our director of relationships. If the person we choose fulfills some of our needs in the Third, we unconsciously value them highly. That is how the psyche works: the Third Function has an energy deficit. If someone gives us that energy, they are wonderful. If they take it away, we unconsciously run as far from them as possible.



People with Third Physics dream of partners who are rich, attractive, strong, healthy, and hardworking. You might say, “Wow, that's asking a lot!” Yes, it is—but people with Third Emotion, for example, have different needs.

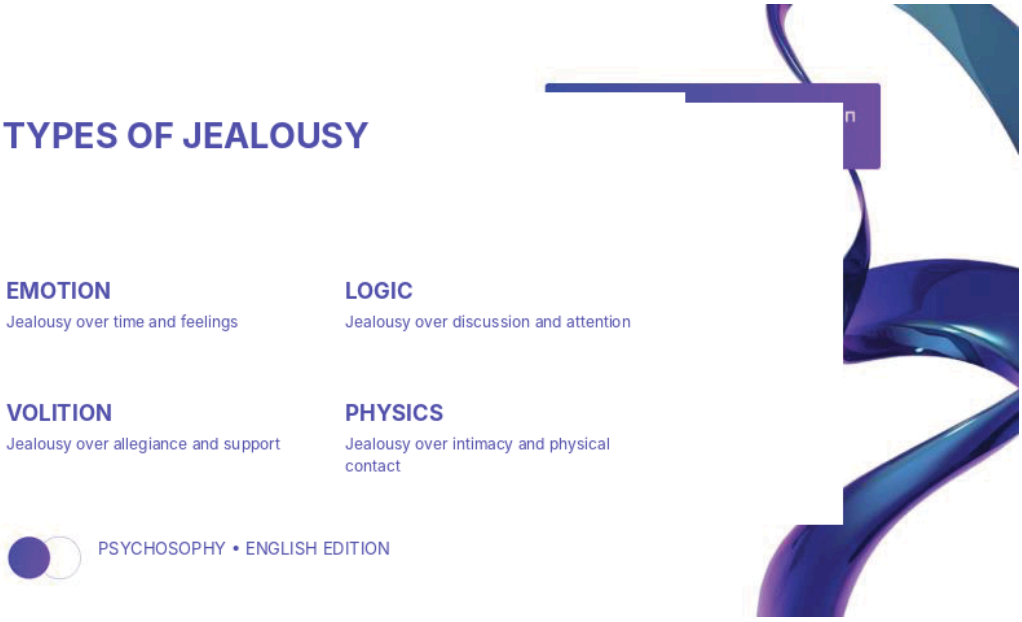
People with Third Emotion are drawn to bright, cheerful, charismatic people. They need someone to listen to them, stay close, and discuss their emotional state: what they feel, what experiences they want to have. They also need their relationships to be fun. All of this is worth more than money to them.

People with Third Logic like intelligent, articulate people who keep developing themselves. Someone with Third Logic needs to be listened to and supplied with interesting information, rich in detail and facts.

People with Third Volition dream of purposeful, responsible, strong-willed, calm people who can support and motivate them—and who will sometimes let them take charge of the relationship and steer things. They love that!

Jealousy and the Third Function

Remarkably, the preceding discussion shows us that jealousy is not only physical or sexual. Every psychotype has its own kind of jealousy, naturally connected to the Third Function.



People with Third Logic feel jealous if their partner talks with and spends a lot of time with someone else, depriving them of the opportunity to talk things through and share all their thoughts on the subjects that matter to them. Their jealousy is logical.

I'll share a story from my practice. A young woman came to me for a consultation and explained that everything with her boyfriend seemed wonderful: they had money, went to restaurants, and sometimes traveled abroad. “But it's as if I'm still hungry,” she said. “I don't feel deeply satisfied with our relationship.” We began identifying her psychotype and discovered that she had Third Logic. I used that as a starting point to look for the cause of her dissatisfaction. It turned out that they talked to each other very little, almost as though they had nothing to say. For her, this was practically unbearable: she had a tremendous need to talk.

Or imagine that one of the partners has Third Emotion, but they never discuss feelings as a couple. You know those questions: “Do you love me?” “How much do you love me?” People do not ask them for no reason. They arise from unconscious needs related to the Third Function. If that kind of discussion is missing, the needs of Third Emotion are not being met.

If someone sees their partner giving away this resource indiscriminately to other people, of course they will feel jealous. But how exactly?

People with Third Physics experience classic jealousy: they cannot stand it when their partner hugs or touches someone else. In other words, their jealousy is physical. Such behavior from a partner is a terrible blow to Third Physics.

People with Third Emotion dislike it when their partner spends time with someone else, laughs with them, goes to new places, and has new experiences. Their jealousy is emotional.

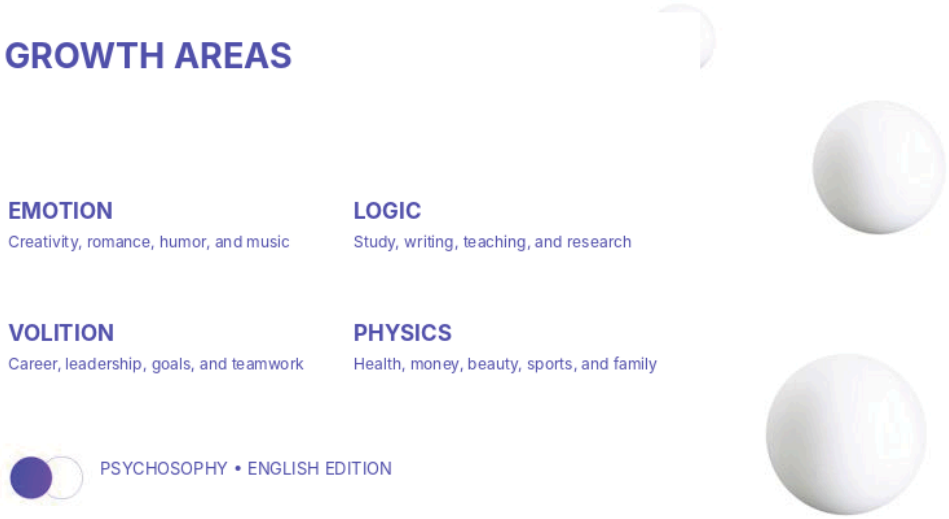
People with Third Volition cannot tolerate any kind of infidelity; to them, it is betrayal, especially when it is discussed behind their backs. This is what we call volitional jealousy.

Personal Growth and the “Periosteum” of the Psychotype

Since I'm a doctor, I can't resist a few specialized comparisons. Remember how we said that the psychotype is a psychoskeleton? In an ordinary skeleton, bone growth is the responsibility of the periosteum—the outer layer of a bone. Well, we can call the Third Function the periosteum of the psychotype, because it is the part responsible for the growth of our personality. If someone strengthens their Third, they grow. If they do not, they stand still or deteriorate.

We already know that the activity associated with our First Function is the most important to us. It sets the principal goals in our lives, but this work does not produce any particularly strong emotions in us. By contrast, developing our Third Function gives us our brightest and most pleasant feelings, which we remember for a long time afterward—just like the person with Third Physics who once scored a goal against another class's team during a school PE lesson.

By nature, we lack confidence in our abilities in the Third and worry about what the people around us will think. But if we overcome these barriers, we will gain a great deal. Let's take a look at the different growth areas.



For someone with Third Physics, the growth area is everything connected with money, sports, beauty, developing physical strength, and helping and caring for people, nature, and animals. Having a family and children, and developing their masculinity or femininity, is very important to them. These people may travel all the way across a large city to play volleyball, get a good deal on something they want to buy, earn some money, or go on a date.

For someone with Third Emotion, growth areas include creative work, design, making something beautiful, love, romance, deep emotional contact with people, becoming more open, humor, singing lessons, public speaking, and much more. These people will put everything else aside to go into nature, visit a new exhibition, or do some drawing. If there is a warm, positive person they know, they will arrange to meet up to talk and exchange emotions.

For someone with Third Volition, growth comes through climbing the career ladder, managing people, developing discipline and strong willpower, feeling needed and significant to others, and working in a team. Such a person may go without sleep for days to achieve their goals and win approval and

recognition. It often happens that someone works tirelessly to prove to a person in their life that they were badly mistaken about them and will come to regret their words. There may be an element of vindictiveness in this: succeeding in defiance of others.

For someone with Third Logic, growth comes through new learning, exchanging knowledge with others, and solving difficult problems—for example, figuring out the paperwork for an apartment, installing a television, and so on. These people are ready to spend all their money on a new course, seminar, or book. They put everything aside for the chance to talk to someone and exchange ideas. An acquaintance of mine, a floral designer with Third Logic, spent a long time traveling abroad almost for free to help a friend with his shop. She taught him to arrange bouquets, shared her knowledge, and tried to motivate him to grow because she saw clear potential in him. This went on for an entire year. Her motivation was simply to be a teacher, not to earn money.

The Main Fears Associated with the Third Function

Why is the Third Function the source of fear, hurt feelings, and conflict? Why does a person have to keep proving things to themselves and to those around them? It comes down to energy. As you remember, the First and Second Functions are powerful, and people are confident in those areas because they feel they will always have enough fuel. But the Third and Fourth Functions are constantly overloaded, especially in childhood. A person goes through life feeling that there is never enough of this resource.

Imagine that a child with Third Logic is assigned a lot of homework at school and told that if they do not finish it, they will receive a failing grade. The child is horrified because they can feel that they do not have much energy to spare. The body remembers this reaction and fears experiencing it again. This is where fear and insecurity come from. Over a lifetime, a tremendous number of these stressful experiences accumulate in the Third and Fourth Functions. An acquaintance of mine admitted that, as a child, she had to hide her school diaries from her parents because she felt an overwhelming fear associated with Third Logic. In the end, she had accumulated about twenty of them.

That is why the most important thing a person must do to achieve harmony is build up the muscles of the Third Function—in other words, increase the energy available to it. Then confidence and ease will follow. The voice of the Third Function is the voice of a lion cub dreaming of becoming the king of beasts. We will certainly discuss how to build those muscles. For now, let's look at the main fears.



A person with Third Logic is unsure whether they are intelligent and knowledgeable enough. Their greatest fear is that what they say will be criticized and someone will call them stupid.

A person with Third Emotion is unsure whether they are open enough and behave appropriately. They fear being accused of having no feelings or showing inappropriate emotions. They are also afraid to show their true mood, especially during conflict. They try not to attract attention or display their emotions openly, for fear of being ridiculed, particularly among people they do not know well. They feel uncomfortable in situations where they are expected to put on a display of emotion. If you have ever been to a wedding, you will surely recognize the shy person who sits quietly through the whole reception, speaks softly, and does not laugh out loud so as not to attract the host's attention. Inside is a fear: “What if they call me up for one of those games, and I look foolish? Everyone will laugh at me.” You may also notice that during interactive wedding activities, people with Third Emotion slip away from the table with excuses like “I need to powder my nose,” “I urgently need to make a phone call,” or “I'm going outside for some air.” The list of excuses is endless.

A person with Third Volition is unsure whether they are loved, valued, and respected. Their fear is any humiliation or criticism.

A person with Third Physics is unsure of their masculinity or femininity, their beauty, and their material wealth. They fear physical violence and criticism of their appearance and physical abilities. These people are deeply afraid of running out of money, of being alone, and of illness. “I don't look good enough to go to an expensive restaurant; I'm not rich or attractive enough to message the girl of my dreams”—these are roughly the thoughts running through their heads.

The Third Function: The Inner Expert

There is a super-expert inside every person. That is the Third Function. Through it, we can achieve outstanding results if we overcome fear and the shortage of energy.

Take Cristiano Ronaldo again. According to this model, he has Third Physics. He developed his body and appearance and studied his own health to such an extent that you know the results for yourself. At the outset, though, he was terribly self-conscious about his appearance, his physical fitness, and his lack of

money. Elon Musk, with Third Volition, worked so hard and became so confident in himself that he has achieved something approaching world domination. Yet he was beaten and humiliated at school.

There are many examples like these. As you study people's psychotypes, you will begin to see how much work they have put into their lives. The more harmonious the person, the stronger their Third Function.

1.6. The Fourth Function. Sleeping Potential and the Depths of a Person

What is the Fourth Function? The fourth "building block" of the psychoskeleton (the roof of the pyramid) is a person's dormant, deep-seated potential—figuratively speaking, a "cave full of treasure." At present, there are few people in the world with a strong, well-developed Fourth Function, and you have the opportunity to become one of them. When we sense that we are capable of unusual things, things that do not normally come naturally to us, what we are feeling is the potential of the Fourth Function. Unfortunately, not many people yet know how to make use of these riches. For example, if someone with Fourth Physics becomes a superstar athlete, that means they have tapped into those riches. The Fourth Function is more of a consumer than a producer, but if people turn it into one of their strengths, the world will gain extraordinary experts and professionals. For now, such people are rare.

As you may remember, the Fourth Function is result-oriented. It is the least enduring part of the human psyche. It contains only a small amount of energy, which can function for a short period. Because there is little energy and so much to do in life, people who draw upon the reserves of their Fourth Function often experience overload and stress. We will examine this in more detail shortly.

At birth, the Fourth is a blank canvas. With our First, Second, and even Third Functions, it is as though we already have some sort of sketch, outline, or plan of action. With the Fourth, however, there is complete stillness: we do not know what to do. For example, a child with First Physics intuitively understands how to control a bicycle, whereas a child with Fourth Physics will initially be at a loss. A child with First Emotion knows how to attract attention, whereas a child with Fourth Emotion does not intuitively know what to do to get it. Thus, the Fourth is where we have the least understanding of what is right and what is wrong. Put bluntly, it is as though our sense of the world is weak in that area. I notice this in adults, too. I know someone with Fourth Logic who almost faints when confronted with something new—for example, having to empty the dirt out of a vacuum cleaner or gather documents for an international passport. These things are stressful for him; he needs help and tries to find it. Yet the Fourth Function is also a blank canvas on which a person can draw anything they like. It has several interesting qualities that none of the other Functions possess. The first is **chameleon-like adaptation, or mimicry**. What is that?

Chameleon-like Adaptation, or Mimicry, of the Fourth Function

Because a person lacks an understanding of how to approach life through the Fourth Function and wants to conserve its limited energy, it is easier for them to copy the people around them. They observe partners who are more confident and stronger in that particular energy, and borrow skills, working methods, and tried-and-tested approaches—things that, in the Fourth Function's estimation, are sure to work. For example, people with Fourth Emotion copy other people's gestures, intonation, and even laughter. You can actually watch them fix their gaze intently on you, ready to snatch up some aspect of your behavior. It is amusing: since I have First Emotion and know my own emotional reactions well, I have seen someone with

Fourth Emotion borrow one of my reactions more than once, then present it as their own a couple of weeks later. It was a very strange feeling. In other words, our Fourth is a collection of different patterns of behavior borrowed from other people, with only a few patterns of our own.



People with Fourth Physics mirror their partner's sexual behavior and domestic habits. They adopt the attitudes of people close to them toward money, health, and comfort.

People with Fourth Emotion mirror the mood of the person they are speaking to or the atmosphere of a group. When everyone is having fun, they have fun; when everyone is sad, they are sad. From the people close to them, they learn emotional reactions and certain roles in life—for example, being the good boy or the wise person.

People with Fourth Logic mirror the speech and thought patterns of respected experts and intelligent people. They often speak in those people's words or quote them. They borrow their style of communicating and conveying information from those close to them.

People with Fourth Volition mirror the strength of will of authority figures they look up to. They take on those people's goals in life, mix them with their own, and end up with a cocktail.

The Fourth Function's Omnivorousness

The Fourth's second interesting quality is its omnivorousness. Figuratively speaking, it is a little creature that eats anything that happens to fly into its mouth, and is not particularly upset if nothing flies in. Since the Fourth is a blank canvas, a person has no inborn value judgments or stereotypes in that area: they do not know what is good and what is bad. To put it in the language of fashion, with the Fourth we are usually consumers rather than trendsetters. For that reason, we are capable of absorbing just about anything around us.

The simplest example is that **people with Fourth Physics** do not care what other people look like. I always find it easiest to use the couple Maxim Galkin (designated a "foreign agent") and Alla Pugacheva as an example. The biggest shock to people was their age difference, and many believed that Galkin married her because of the prima donna's status. That is not the case, because Galkin has Fourth Physics and does not

place much importance on what the person he loves looks like. Knowing this trait, I can be certain that their relationship is entirely genuine.

People with Fourth Logic are open to any information, any conversation partner, and any ideas. They can be ideal listeners and quickly adopt the other person's point of view. If you tell a person with Third Logic about something, they are more likely to doubt the information's reliability, because they are skeptics. Someone with Fourth Logic, on the other hand, will readily believe you—but may soon fall under the spell of someone else they are talking to.

People with Fourth Emotion are open to every kind of feeling, impression, and creative expression. They are the least demanding consumers of all forms of art. It is easy to impress them with paintings, music, or styles of any kind. In public, they freely express whatever emotions they are feeling in the moment, without worrying about how they look to others.

People with Fourth Physics can do many kinds of work, enter any profession, and live in all sorts of domestic circumstances. That is why so many people with Fourth Physics move to islands or to India, for example. They do not think much about the quality of their living conditions. (I know a wealthy man who goes off to live in the mountains for a while whenever he gets tired of business.) People of this type can be shaped into employees suited to practically any task. They are also very good life partners when it comes to everyday domestic matters. I will add that I used to have trouble understanding people who work in cemeteries: the money is good, but the work is rather gloomy. Then I took a closer look and realized that many of them had Fourth Physics. They do not care where they work.

People with Fourth Volition readily accept different tasks assigned by their parents, bosses, or spouses, and adapt to the people around them. They do not worry if some of their own goals go unrealized. They are also very convenient employees, because their omnivorous Volition makes it possible to mold them into almost anything.

Indifference to Hate

Another wonderful property of the Fourth is its indifference to other people's judgments. Since a person is internally indifferent to their Fourth Function (it comes last in their hierarchy of priorities), they have an inborn immunity to other people's opinions about it. I will go further: they may even enjoy criticism a little, because they feel that it cannot reach them. It is a kind of invulnerability.



People with Fourth Physics do not care if they are called unattractive, bad at housekeeping, or dependent on others. I know a famous female blogger who boasts that she never wears makeup because she does not care what people think—and because there is a trend toward looking natural. I listen to her and realize that she simply has Fourth Physics: she does not care how she looks. But because she has Third Logic, she worries a great deal when speaking on camera and therefore records what she says several times over. See the difference between the vulnerable Third Function and the invulnerable Fourth?

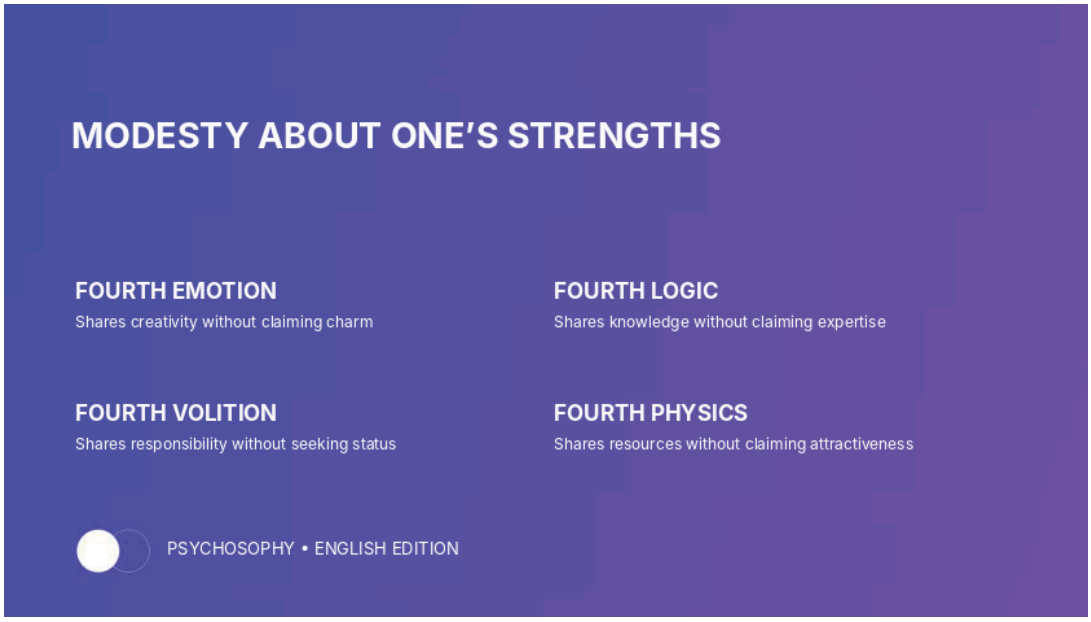
People with Fourth Emotion do not care if they are called unfeeling, inappropriate, or boring.

People with Fourth Volition do not care if they are accused of being irresponsible or weak-willed. In fact, they are indifferent to criticism and humiliation of any kind. It is like insulting a stuffed toy.

People with Fourth Logic do not care if you call them stupid or slow-witted. Call someone with Third Logic and someone with Fourth Logic a “fool,” and you will immediately see an enormous difference.

The Fourth Function’s Indifference to Work

Both the Fourth and Second Functions are primarily tools and helpers for achieving the goals of the First and Third. But the Fourth differs from the Second in one important respect: work done through the Fourth has no intrinsic value to the person. If the Second Function is the sensei and teacher within us, the Fourth is the student or child who sees the world through the eyes of their teachers. Because the person is internally indifferent to the Fourth, they are also indifferent to the results of their work in that area. They can therefore easily turn down rewards and be puzzled by praise, as though the conversation were about some subject far removed from them.



Someone with Fourth Logic finds it strange to acknowledge that they are an expert or an intelligent person.

Someone with Fourth Physics finds it strange to think of themselves as beautiful and attractive.

Someone with Fourth Emotion finds it strange to acknowledge that they are charming, engaging, and charismatic.

Someone with Fourth Volition finds it strange to acknowledge that they are responsible and dependable.

When we are praised in the area of our Fourth Function, we are bewildered, because it seems to us that there are enormous numbers of people who are more deserving. We have almost no ambitions or plans for life in that area. While the First Function calls for some big, powerful result (for example, someone with First Physics buying a large house), the Fourth just wants some little result. A person does not associate their Fourth Function with major accomplishments and readily downplays whatever successes they have in it.

People with Fourth Emotion rarely describe themselves as creative and most likely would not even consider a career as a creative professional.

Someone with Fourth Logic will not behave like a know-it-all.

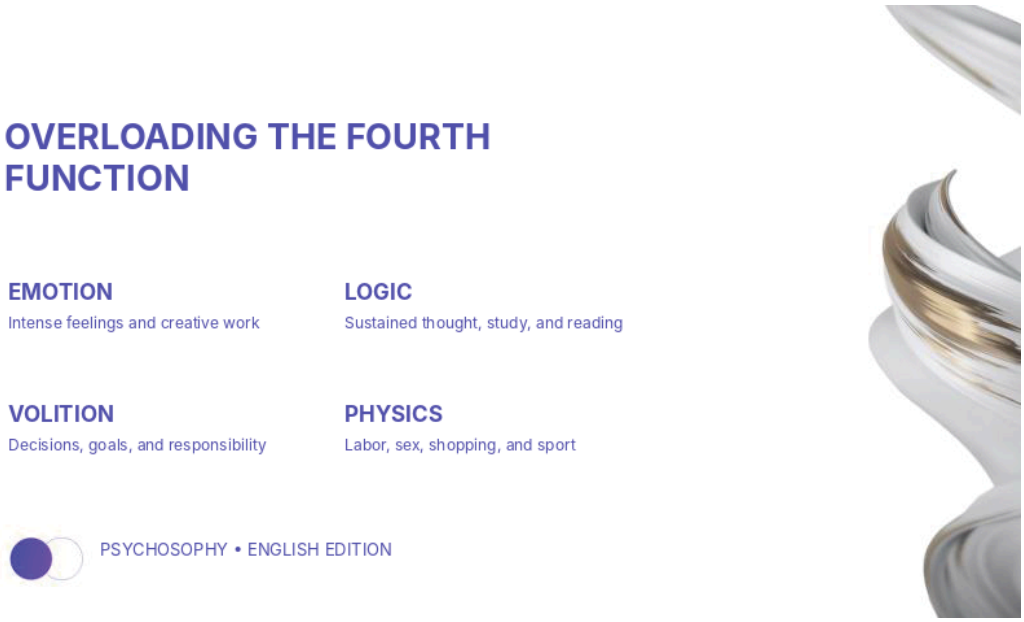
Someone with Fourth Volition does not aspire to be a manager or leader in a group.

Someone with Fourth Physics certainly will not regard themselves as beautiful and sexy, and all the routine tasks of daily life—cleaning, ironing, going to the store—are just ordinary parts of life to them, not things deserving of awards or praise.

The upshot is that a person has a weak feel for the world through their Fourth Function and is unsure of their right to act and express themselves in that area. If you see that some sphere of life leaves someone indifferent, you can confidently suspect the Fourth. For example, someone with Fourth Physics may be indifferent to their own health, or someone with Fourth Logic to their own knowledge.

Overloading the Fourth Function

Because the Fourth has the least energy of all the Functions in a psychotype, a person generally has little endurance in that area and is frequently overloaded when working through it. They may be ready to do good-quality work for a day or two, but soon afterward feel utterly drained. This is where much of the stress and overload in our lives comes from: as a rule, it is connected with the Fourth. That is why it is important to learn how to warm it up, something we will discuss in Part Four of this book, on methods for upgrading the psychotype.



With Fourth Physics, people quickly become exhausted by physical work, shopping, and sports. Paradoxically, even having a great deal of money—as an attribute of the material world—can make a person tense and uncomfortable.

A wealthy friend of mine with Fourth Physics says he likes the idea that one day he might lose all his money, move to a village, and live happily.

With Fourth Emotion, people quickly become exhausted by conflicts, intense experiences, and carefree fun (yes, even that happens). Employees at companies quickly tire of creative work and ordinary social interaction if there are lots of people in the office.

Even positive emotions can overload them, let alone negative ones.

I am reminded of a story told by an acquaintance who fell in love with a woman. Passion developed between them, but a couple of days later she disappeared (the woman, I mean). Some time later she returned. When he asked what was going on, she explained that she had become emotionally overloaded, but that she was fine now. He was stunned. I reassured him, telling him that she simply had Fourth Emotion and had genuinely needed a break.

With Fourth Volition, people quickly become exhausted if they have to make lots of decisions, move toward their goals in a disciplined way, or maintain their determination. They can burn out when they have a great deal of responsibility or attract a lot of attention.

I know an extraordinarily beautiful young woman who could easily become famous. When I asked her why she did not, she answered that close attention exhausted her quickly and that it would be a tremendous

responsibility. She was frightened by that kind of overload. Subconsciously, our psyche fears that the Fourth will not be able to cope.

With Fourth Logic, people tire quickly of intellectual work, learning new things, lengthy arguments, reading, and situations where they have to search for solutions to difficult problems in life. There is a story about a young woman with Fourth Logic whose parents forced her to become an accountant. She barely finished university, worked for a year, and then became bedridden because of severe health problems. Her psyche broke down: all those numbers and papers had simply worn her out.

Position in the Psychotype Versus the Quality of the Fourth Function

There is an important point here. In Psychosophy, people make a common mistake that must be avoided: they confuse a Function's position—Fourth, at the far end of the hierarchy—with its quality, as though its placement tells you everything you need to know about the person. This is a serious error and a stereotype. A psychotype is only 50% of a personality; the other 50% comes from a person's unique life. Personal traits and qualities are strictly individual. To avoid making these serious mistakes, remember the following examples: you can meet an insecure person with First Volition and an extremely self-confident person with Fourth Volition. You can meet a complete fool with First Logic and a very thoughtful person with Fourth Logic. The psychotype is only the psychoskeleton; the person themselves is unique because of their one-of-a-kind life. Many people with Fourth Physics are in excellent shape thanks to training and taking care of their bodies—for example, the Hollywood actor Henry Cavill (look at photographs of him as a young man and the story of his personal transformation).

Similarly, among people with Fourth Volition are major entrepreneurs and owners of enormous corporations, such as Amazon founder Jeff Bezos.

The Fourth Function's Effective Laziness

Because the Fourth has little energy, a person looks for support from outside. For example, someone with Fourth Logic really enjoys having a person with First Logic explain things to them—and enjoys it even more if that person simply does the intellectual work for them. This takes a great load off the Fourth, but unfortunately it can become a trap: the person grows accustomed to having everything done for them.

One of the secrets of success in life is that a person's Fourth Function can become extremely powerful. Many people intuitively sense—without knowing the tools of Psychosophy—that if they make an effort to strengthen their Fourth, they feel very confident.

In general, passing tasks off to others is associated mainly with the Third and Fourth Functions (the ones where we want to conserve our strength). We have plenty of energy in the First and Second, so we act on our own. But even the Fourth's desire to conserve energy has an interesting benefit. Because a person is constantly in energy-saving mode through the Fourth, they aim to do only what is strictly necessary. This develops a skill called **effective laziness**: the ability to assess a situation quickly and do only the most important things needed for the task at hand. You can compare this to the Pareto principle: 20% of the effort produces 80% of the result. When we worry and fuss less, we achieve more.

And at this art, the Fourth has no equal! A person can even become a super-expert. For example, someone with Fourth Emotion might perceive the subtleties of design in such a distinctive way that they become a genuinely outstanding designer. I do not know how you feel about Artemy Lebedev, but he is one of those

people. Oleg Tinkov (designated a “foreign agent”) is a person with Fourth Logic. You can tell that his knowledge is not that of a professor. But he certainly grasped the central essence of business.

PART TWO

Understanding Others: The Riches and Energies of the Inner World

FOUR ENERGIES OF THE INNER WORLD

PART TWO

2.1. The Four Energies of the Inner World

Have you ever watched animals out on the street? Have you noticed that they differ not only in color but also in size? They behave differently and use different tools in life: claws, teeth, spines, bright coloration, and so on. Each uses its strengths and protects its weaknesses.

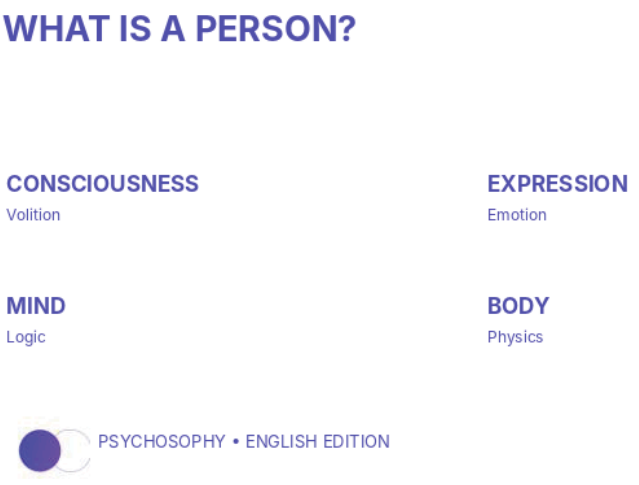
If you toss a small stone into a flock of pigeons, this is what happens: some of the pigeons fly off in fright the instant they spot danger; others remain calmer. Some fly over curiously and try to figure out whether the object is edible. Still others charge straight in to seize what they think is food before anyone else can get to it, then fly away from their competitors without even checking what they have in their beaks.

You can see much the same behavior among people. One of the clearest examples is sale season. A scene from the film *Confessions of a Shopaholic* immediately springs to mind: an excited crowd of women, the heroine among them, storms into a store on the first day of the sale. The frenzy. The struggle over everything, from coveted items and fitting rooms to a sales associate's attention. Real life is not quite like the movie, but even in a situation like this, different patterns of behavior become apparent.

Black Friday is a litmus test for determining a person's psychotype. The annual November marathon of discounts draws in absolutely everyone, without exception, because sales are not limited to clothing and home-goods companies. At this time you can buy educational courses, vacation tickets, gym memberships, and things you have wanted for a long time. Each person is interested in something different, depending on their priorities.

Think back to what catches your attention on days like these, even if you end up buying nothing. Consider what guides you and what your shopping process looks like. Do you research products online in advance? Do you need to touch and feel an item? Do you go to a store to try it on and inspect its quality before buying? Is it important to make the purchase without wasting time, or do you turn up at the last minute? Perhaps you are not interested in discounts at all because you consider them beneath your status. All these details reveal a great deal about how your psyche works.

We have examined the four parts of our psychoskeleton: the First, Second, Third, and Fourth Functions. Now our task is to study what fills that skeleton—the four kinds of inner energy: Physics (Body), Logic (Mind), Emotion (Soul), and Volition (Spirit).



It is difficult to say where these four kinds of energy came from (that remains an open question), and there is no definitive answer yet. But we can speculate about how these fundamental elements became established in human beings. Here are a few theories.

There is an interesting concept called the *psychotype of a nation*. It means that within every people, one to three of the 24 psychotypes predominate and shape its mentality. These are the psychotypes found among the majority of people in a particular country.

Historically, different peoples developed different strengths. For example, Jews are known for their intelligence and resourcefulness. In other words, First or Second Logic became firmly established in their mentality: they had to make quick, difficult decisions to survive their complicated history. Hence their education and work with finances. For Africans, for example, living conditions have always been difficult. They had to work hard, and as a result became stronger and more enduring. First or Second Physics and First or Second Emotion thus came to predominate in their mentality: they are large in build, positive, cheerful, and fond of merriment and dancing.

Historically, northern peoples needed strong Volition and restrained emotions to survive. Southern peoples found it difficult to contain their emotions because the sun and dopamine made their blood boil.

Here is a little story on the subject. When I first visited Abkhazia, I was able almost immediately to get a glimpse of the psychotype that forms the basis of their society. In Abkhazia, people drive expensive cars that they have bought to demonstrate their reputation and status. Yet those costly cars coexist with broken roads and infrastructure destroyed in the 1992–1993 war—things that clearly are not the locals' top priority. Why?

First Volition predominates in their psychotype. Reputation matters to them: how they appear in other people's eyes and what their social status is. Physics, meanwhile, is Fourth. For them, convenience, comfort, and everything material are secondary. They subconsciously choose to favor the main, First Function and neglect the others, leaving them aside as relatively unimportant.

If you observe the Abkhaz people, you will notice that they are very creative. There are many poets, artists, musicians, and dancers among them. They try to enrich their lives emotionally. Their speech also has distinctive qualities: it is highly emotional, with few facts and arguments and plenty of emotion. Second Emotion is the dominant Function in the Abkhaz psychotype. They emphasize it as a nation. They also love to talk. The process of communicating matters to them more than the subject of the conversation—a sign of Third Logic. People with Third Logic like taking their time to discuss different topics without necessarily arriving at any conclusions. What matters is simply talking things out and relaxing. In other words, the process matters more than the result. I will not claim that absolutely everyone in Abkhazia has this psychotype, but a definite majority of those I spoke with during my trip were just like that.

Historically, psychotypes with First and Second Emotion have predominated in Russia. Hence the abundance of creative people and the rich cultural heritage: Dostoevsky, Pushkin, Mayakovsky, Lermontov, Tsvetaeva, and dozens of other great classical creators.

Among Slavs, people with Third Volition also predominate. Hence the great attention paid to a person's origins, achievements, and social status. Fourth Logic is also prevalent. This means that their mentality favors feeling over thinking. That is why so many people in Russia believe in miracles, signs, and omens, and relatively few are prepared to make the effort to improve their lives. Emotion overpowers both Volition and Logic.

Now imagine an ancient tribe. It would necessarily have had defenders who protected their people from enemies and wild animals. They did heavy physical work and passed these skills on to their children. As a

result, First or Second Physics became stronger in them and in subsequent generations. The tribe also had people who made the most important decisions, took responsibility, and governed everyone else. First or Second Volition became stronger in them and their descendants. Elders and sages accumulated and passed on important information for the survival of their kin, so First or Second Logic developed. There were performers, singers, and artists who kept everyone from dying of boredom; shamans who actively developed their intuition to predict the weather and events and interpret signs. All of them strengthened First or Second Emotion within themselves.

We are that very same ancient tribe. We are their descendants, living in cities. But now anyone can be anything.

Interestingly, Physics, Logic, Volition, and Emotion belong not only to human beings but to every living creature. I first started exploring this question while watching friends' pets. I could see that each animal had its own personality. You have surely noticed this yourself: one dog is calm, another aggressive; one pet seems thoughtful, another emotional. An acquaintance of mine has a wonderful dog, a Spitz, who makes eye contact almost like a human being and displays a rich range of emotions. I identified Second Emotion in him, because these “actors” are always looking for eye contact. Another acquaintance's cat, on the other hand, I assigned Third Emotion, because she is like a stone: you neither see nor hear her for days on end, and loud sounds frighten her. If you have a pet, you will be quite capable of determining its psychotype after reading this book.

Let us return to human beings. From the standpoint of Psychosophy, a person is a single whole formed by consciousness (Volition), which expresses (Emotion) the mind (Logic) through the body (Physics). To understand a person as a whole, we need to examine these four parts of the inner world separately.



All four elements are involved in absolutely every action we take.

1. We need motivation and the capacity to be the cause of an action—Volition (Spirit) comes into play.

2. We need the physical ability to act—Physics (Body) is at work.

3. We need freedom from emotional barriers and the right frame of mind—Emotion (Soul) is at work.

4. Awareness and an understanding of what to do and how to do it are important—Logic (Mind) is at work.

How can we read a person and predict their actions? We have said that Psychosophy was discovered because Alexander Afanasyev, while studying the biographies of great people, noticed that many of them performed typical actions, repeated the same mistakes, and were interested in similar things. This is because they naturally had the same, or nearly the same, psychotypes. You yourself have probably noticed more than once that you get along perfectly with some people but not with others—as though you were from different planets. As you observe more and more people and learn their psychotypes, you will begin to see how much of people's behavior and values repeats itself. Gradually, you will learn to anticipate their actions and understand why they act in one way rather than another. This will let you choose the communication strategy that suits you and conserve your energy. You will quickly learn to anticipate how your friend, spouse, boss, or child will behave in a given situation. That is what we will discuss from here on.

We are entering the section on psychological portraits. We will not study them in their entirety, but piece by piece. For now, we are interested in the individual Functions—for example, First Volition, Second Volition, Third Volition, Fourth Volition, First Emotion, Second Emotion, and so on. By studying each of these Functions separately, we can easily put their combination together in our minds—that is, a particular psychotype. **But it is important to remember that, in reality, First Physics or Third Emotion does not exist on its own. Only the psychotype as a whole exists.** In other words, no person has *only* First Physics. There is a person whose First Physics is combined, for example, with Second Volition, Third Emotion, and Fourth Logic. Together they form a complete personality portrait—perhaps of someone you know.

The descriptions of the Functions you are about to study come from a kind of database of observations I have collected over more than ten years. These little details are things I picked up by watching different people over the years of my psychological practice.

PHYSICS

PART TWO

2.2. Physics: Material Energy, Money, Health, and Family

The Relationship Between Material Energy and Money, Health, and Family

What is Physics? It is our body and our attitude toward everything material. Physics encompasses a person's physical constitution, health, bodily energy and sensations, and attitudes toward health, intimacy, food, animals, nature, work, and money. Physics tells us about a person's style and habits in everyday life and within the family. It shows us how someone owns and manages material resources: money, real estate, and businesses. For example, people with First Physics feel very much at home in business and often

become the owners of enormous assets. Roughly speaking, 70% of oligarchs have First Physics. For people with Fourth Physics, by contrast, the material world is secondary, and they more often choose an ascetic life without material excess. Having too many resources can even make them uncomfortable, because then they have to think about what to do with them.

The main task of Physics is to look after and sustain the human body. As the saying goes, without a body, you cannot do anything—regardless of your psychotype. The body always comes first. It is no coincidence that, if we look at Maslow's famous pyramid, the fundamental bottom “brick” is precisely the sphere of Physics (the body) and the satisfaction of material needs.

I would add that the different positions of Physics make it easiest to explain how the other Functions work—the different positions of Logic, Volition, and Emotion—because the material world is what people understand most readily. Suppose you need to explain that the Fourth Function is lazy. You can start with Fourth Physics and simply say that the person likes to lie around a lot and has little interest in active sports or recreation. This makes it easier to imagine the inner experience of people with Fourth Logic, Fourth Emotion, and Fourth Volition.

First Physics

What are these people like? They are confident in their physical strength and put their material needs above everything else. They are usually striking and noticeable in a crowd, thanks to their large, full-bodied proportions, imposing size, and broad facial features. The men are tall and broad-shouldered; the women have hourglass figures, with prominent hips and firm breasts. If you spot an imposing figure in the distance, someone whose sheer size draws your attention, you are probably looking at First Physics. The easiest places to find them are competitions featuring the strongest people: wrestling, bodybuilding, and the heavyweight divisions of boxing. In other words, anywhere the most important thing is the body's peak strength or the display of physical appearance. Because they love showing off their bodies, you may even find exhibitionists among them. Their skeletons and bones are naturally heavy. It can seem as though Earth's gravity acts on them twice as strongly. People with Fourth Physics, for example, give an impression of airiness; their bones are thinner and lighter than those of others. That is why athletes of this kind are the fastest in the world. People with First Physics, on the other hand, are the heaviest, and therefore struggle with running and swimming. Their skeletons pull their bodies down toward the bottom. Because of their strong connection to the Earth, they dislike living in apartments on high floors and dislike flying: they feel uncomfortable doing so. They tend to prefer travel by car or train.

They also dislike apartments because, to them, an apartment is a confined space. First Physics needs plenty of room to feel comfortable, and that is not up for discussion. A country house with its own grounds and open space suits these people better. They also like living in places where a strong hand—and sometimes hard physical labor—is needed: building something, reinforcing it, or taking it apart. They pick up manual work easily. From childhood you can see that they intuitively understand how to handle different mechanisms, such as cars, and they usually get their first car early. Once they have one, they may turn it into a veritable object of worship, pouring all their love into it. If the car is involved in an accident or, heaven forbid, stolen, it becomes a tragedy of cosmic proportions for them.

People with First Physics love comfort and every pleasure that can be experienced through the body. They are sometimes called “walking celebrations” because of their overflowing zest for life and love of fun and feasting. Getting out into nature with friends or traveling abroad on vacation to eat delicious food, dance,

and enjoy life—that is their greatest pleasure and goal. Their second most important goal is to accumulate possessions, money, real estate, and valuables. Many become highly influential people because they have a good grasp of capital from childhood and establish their own businesses fairly early.

When it comes to money and finances, they are often greedy and reluctant to leave tips. They can easily get hooked on the desire to get rich quickly, which leads many people with First Physics into crime. No one takes material losses harder than they do. They treat money and property with the utmost seriousness, counting every ruble.

A person with First Physics wants to be the wealthiest in their circle and works hard throughout life to achieve it. Entrusting them with the management of property or a household is a good choice: they know how to preserve and increase capital.

They find hunger, a shortage of money, and the absence of fun and pleasure difficult to bear, so they arrange their lives to make sure they always have reserves of these things. They willingly spend money on food and clothing, but because they also love money, they may torment themselves over whether the purchase is worth it. In other people, they assess strength, appearance, and money first. Their refrigerators are usually packed full, because they are drawn to excess. They may casually throw out spoiled food they forgot about or did not have time to eat. We have already discussed how the First Function is excessive. A friend of mine told me that his brother, who had First Physics, owned two refrigerators and was even considering buying a third.

They love cooking for themselves and turn it into a real ritual. You could say that the kitchen is the favorite room in a First Physics person's home.

There are different kinds of people with First Physics. Some, for example, adopt the approach “I was made for pleasure.” They may eat a great deal, lie around, and do nothing, and so quickly gain weight. There are many overweight people among those with First Physics. For example, obesity among Americans is connected to the fact that so many of them have First Physics. And closer to home, have you seen those enormous, potbellied men contentedly scratching themselves on the beaches of Sochi or Anapa? Those are people with First Physics. It is a good thing that the strange fashion for enormous bellies has passed.

On the other hand, if a person with First Physics stops indulging so heavily in food and feasting and starts taking care of themselves by training intensely, the positive effect is enormous. Look at Chris Hemsworth's physique when he trained for the role of Thor, or Madonna, who works incredibly hard in the gym and looks magnificent at sixty. This is First Physics at the peak of its body's potential.

Their sexual behavior comes in waves: if a person with First Physics decides they want intimacy, it is hard to stop them; if they decide there will be no lovemaking today, there is no talking them into it. Hence the large number of acts of violence among these people. By nature they find it very difficult to restrain their passion, because the First Function is an excess of energy within a person. In bed they may be rough, combative, even aggressive, and pay little attention to their partner. They make effective use of romantic relationships, social events, and gifts to build connections and acquire leverage. Every First Function has a quality of being thick-skinned. It is rather like a bull in a china shop. With First Physics, that thick skin is quite literal. Because their bodies are unusually tough, they lack delicacy and have few erogenous zones. For many women with First Physics, anorgasmia is a normal part of life because their skin is too thick and not very sensitive. Most often they do not have many children: they stop at one, or two at most. First, the

First Function is about results, not process, and for First Physics one child is an adequate result. Second, they find it difficult to care for anyone besides themselves.

If you want to learn even more about First Physics, study it through other typologies: Kretschmer's pyknic type and Sheldon's endomorphs. I think any fitness trainer would be delighted to have this information.

Second Physics

What are these people like? They are energetic, cheerful people who love to work. Most often they are short, strong, sturdy men and women. They love children, nature, and animals, and care for the infirm. Caring for others is one of their main occupations in life. Most nurses—energetic, cheerful women—have Second Physics. In Russia, Second Physics is generally one of the foundations of the national psychotype.

They have a natural need to keep moving. It is difficult for them to lie still for long, because their whole body seems to itch and demand movement: the Second Function is process and strength. This is especially visible in children, who are naturally fearless and restless. Because I am a doctor and osteopathic practitioner, when I see that someone has brought me a child with Second Physics, I immediately prepare myself to negotiate with the child just to get them to lie still for a while.

They feel an unconscious need to defend the weak. Without hesitation they enter conflicts and fight fearlessly. Here is a story from a woman with Second Physics about something that happened when she was sixteen. Her sisters were mistreated at a dance while she was somewhere else. Acquaintances called her, told her what had happened, and named the people responsible. Without a second thought, she dropped everything and rushed to the scene of the conflict. When she arrived, the venue was already closed and everyone had gone home. She knew where the offenders lived, so she headed straight to their house and began knocking on the door, but nobody answered. Then she picked up a stick lying nearby, smashed every windowpane, and calmly went home. At the time, that gave her some satisfaction: she said she had defended her sisters that way. It was important to her to do it. The story did have consequences, however: the girl was put on the police register.

People with Second Physics are not ashamed of nudity, even if their bodies are not perfect. They accept themselves completely, because “what is natural cannot be ugly.” They may brag about their flaws and joke about them. That is because the Second Function is not vulnerable to injury. Through it, we feel freedom and ease. Someone with First or Third Physics would find it hard to talk about their physical flaws, while someone with Second Physics might even take pride in them. These people talk freely and easily about intimacy, bring up the subject themselves, and build their humor around it. I have a friend with Second Physics who loves joking around, and at least 50% of his jokes have to do with bodily functions. Whenever he starts joking about these things, he practically glows and takes pride in how uninhibited he is. In bed, partners like this are usually sensitive, attentive, and open to any scenario. They have no problem hinting at intimacy on the first date. Their attitude is simple: if you like someone, why wait?

They can repeatedly disrupt their sleep schedules yet recover quickly after work. Of all people, they need the least time to rest. Napoleon and Peter the Great, for example, slept four hours a day.

There is a funny story about this. One evening a young man and woman were enjoying themselves and drank far too much. The man had Third Physics, the woman Second. She drank heavily, despite having to go to work the next morning. She felt sick for half the night and managed perhaps forty minutes of sleep. Going to work seemed out of the question. But then the alarm went off, and the woman, like a real fighter,

got unsteadily to her feet and started getting ready. It was a dreadful sight; everything was incredibly difficult for her. The man said he was simply astonished: how had she even gotten up? You could feel the strength in her; she moved like a tank. Admittedly, she returned home three hours later because her boss told her that, in her condition, she should stay home. But this is the sort of fighting spirit Second Physics possesses.

People with Second Physics gladly feed their guests and give gifts freely and without expecting anything in return, gaining a burst of strength and positive emotion from doing so. They use physical contact to communicate: they readily hug people, kiss strangers, and touch those they love a great deal. If someone with Fourth Physics can be called cold in this respect, someone with Second Physics is very warm and tactile.

If you want an additional perspective on Second Physics through other typologies, read about Kretschmer's athletic types and Sheldon's mesomorphs.

Third Physics

What are these people like? They are very cautious, shy people who encounter difficulties in the material areas of life. They have complicated relationships with money, their appearance, their health, and intimacy. Throughout their lives, they try to put these areas in order: they work to become healthier, earn money, and build a relationship with a partner. Physical work is good for them, but not in large amounts. For Third Physics, for example, heavy labor in a factory or on an assembly line means serious health problems in the near future. Unlike First or Second Physics, they are not people suited to heavy manual work.

Because the Third Function is process-oriented, these people frequently touch themselves, adjust their clothes, or fiddle with something in their hands. For a long time, one student thought this meant he had some kind of disorder, such as a neurosis. He worried because he constantly touched himself, could not talk without twirling a pen in his hands, and could not even sit normally without shifting around in his chair. When he attended one of my seminars, he learned that these were ordinary signs of Third Physics and literally breathed a sigh of relief: he realized nothing was wrong with him; he simply had an inborn itch to move and a desire for activity.

Third Physics loves children very much and so often has large families. Having a child serves as a kind of confirmation that their body is functioning properly. This gives them confidence from within.

They spend a great deal of time trying to look better, but sometimes get carried away and lose their sense of proportion. You can see this clearly in the use of Photoshop on social media: the main users of Photoshop are people with Third Physics. They are constantly insecure about their appearance. They imagine that others are discussing their physical flaws and therefore easily get hooked on this program. That is where those comical situations come from in which you meet someone and discover a huge difference between the person and their profile. If someone with Third Physics is unhappy with how they look, they may even cancel very important plans and stay home. Let me tell you about myself. I have Third Physics, and when I was fifteen or sixteen I skipped exams because I thought I looked bad. I would not go out with friends because I believed I had nothing to wear. Psychosophy has helped me overcome these limitations to a great extent.

Their fussiness about appearances extends beyond their own looks to the way they treat their belongings. As it happened, two of my friends accidentally broke their phones at almost the same time: one had Third

Physics, the other Fourth. Naturally, their reactions were different, and I found it amusing enough to describe. My friend with Third Physics started getting upset because his phone now looked ugly; everything had to be replaced, and all the replacement parts had to be original. It was hard for him even to look at his broken phone. Meanwhile, my friend with Fourth Physics lamented that he would now have to go all the way to Savyolovsky Market to buy a case. He really did not want to make the trip.

People with Third Physics are highly dependent on food, intimacy, and sleep, because their productivity in life is directly tied to these things. We said that people with Second Physics recover more quickly than anyone else; Third Physics needs more time to rest. When we see a sluggish, unhappy person with Third Physics, it means either that they have not slept or eaten enough, or that they have not had intimacy in a long time.

Let me share some of my own research into sleep. This subject interested me deeply for many years. I tried every possible sleeping schedule on myself and developed a special one that I call the “royal” schedule. Three times a week, I go to bed at 7:00 p.m. and get up at 11:00 p.m. This is an especially valuable time for sleep. If you go to bed after midnight, an hour of sleep counts for only thirty minutes. But if you go to bed at 7:00 p.m., an hour of sleep replaces five hours. I am not urging anyone to follow this schedule; the important point is simply that sleep is fundamental for everyone, and especially important for Third Physics. People with Third Physics are very light sleepers and may wake at the slightest rustle. They find it uncomfortable, even difficult, to sleep in a bed other than their own, or to use the bathroom outside their home.

People with Third Physics often leave part of their serving uneaten because they overestimate how much they can eat. And in a place like Turkey, faced with a buffet, they completely lose their heads over the abundance and variety of dishes on offer.

At the very least, people with Third Physics can be called anxious; at the extreme, they are hypochondriacs. They constantly worry about their bodies, undergo medical examinations, and try to prevent disease. One cough or the sight of a pimple can put them out of action, and after reading about the symptoms online, they decide that they are getting sick. Insecure about their health and beauty, they become dependent on medical tests and cosmetic procedures, blindly trusting doctors who help them cover up their weaknesses: “This will help preserve your appearance,” or “We need to do a test to make sure there are no health problems.” They love massages, stretching, and bodywork, through which they gain strength and ease. Anything connected with developing the body interests them greatly. Many times I have watched someone with Third Physics begin giving another person a massage as a joke and receive compliments about how sensitive their hands are.

People with Third Physics are often clumsy, and their movements are not entirely precise. Children may fall frequently, like a young fawn learning to walk.

We said that people with Second Physics admire their reflections in the mirror. A person with Third Physics needs a great deal of time to accept their body and get used to it. They worry about how individual parts of their body look and, as a rule, continue to worry throughout their lives, even if everyone around them says they are very attractive. Adolescents with Third Physics suffer their deepest psychological wounds in their interactions with peers, when they realize that some boy or girl has a better appearance than theirs. This arouses envy.

I have another example of someone discovering that “nothing is wrong with me.” A young man with Third Physics grew up in a provincial town, in a crime-ridden neighborhood where it was important to have a reputation as a “tough guy,” and any weakness or tenderness was unacceptable. In that environment, he noticed something about himself: he could not leave the house unless he had looked in the mirror a hundred times and dressed well. He was nervous at the thought that someone might notice these habits and ridicule him, and he wondered whether something was wrong with him. In the end, his reputation remained intact. But the story troubled him for a long time, filling him with questions about himself. When he heard that people with Third Physics constantly look in mirrors, the pressure lifted, and he understood that this was simply how he was made by nature.

People with Third Physics usually fall into two categories. The first group is not ready to have many sexual partners because they are insecure about their body's attractiveness and afraid of physical contact. The second, conversely, seeks to prove to themselves and others that they are exceptionally feminine or masculine, and therefore has quite a few partners. Still, it is more common to describe people with Third Physics as touch-me-nots: they startle at a touch as though struck by an electric current, because they are hypersensitive owing to their greater number of erogenous zones. As a rule, they are afraid of being tickled. We said that First Physics is the most “thick-skinned”; Third Physics is the most “thin-skinned.” It is important to bear in mind that they can end a relationship instantly if they are subjected to violence. Violence is almost what they fear most in life. Young men become very anxious about school or neighborhood fights; young women fear physical abuse by partners. If you treat them very gently and carefully, however, they open up wonderfully. In bed they are usually tense and shy, but gradually loosen up and would like to show everything they are capable of. In most cases they begin their intimate lives relatively late, at eighteen or older, because they fear intimacy and lack confidence in their attractiveness.

Naturally, they respond strongly to compliments about their appearance. They love hearing them, and even if they deliberately conceal their reaction, inwardly they feel absolute delight and a surge of strength. Remember how we said that the Third Function opens up in response to praise and tightens up under criticism? Tell a person with Third Physics that they look bad, and you will ruin their mood for the entire day. Tell them they look fresh and attractive, and they will be sincerely grateful.

People with Third Physics may naturally have deficiencies in masculinity or femininity. Men may seem too soft, and women too hard.

These people may be slow-moving, as though doing everything carefully and thinking things through before taking action. For example, I know a barista who works in central Moscow and always has a line of customers. But it is not because she makes wonderful coffee—she does, that is true. It is because she does everything very slowly, moving carefully as though afraid of something. Whenever I walk past the café and see a line, I know she is working. This is funny compared with the way waiters and salespeople with Second Physics work like torpedoes: every movement is crisp and precise. When I enter a restaurant, I automatically determine the waiter's psychotype and have a rough idea what the quality of service will be and what they will emphasize: speed, warmth, expertise, and so on.

People with Third Physics experience events in other people's lives as though those things were happening to them; they seem to put themselves in other people's skin. That is why they release insects, snakes, and birds into the wild, cannot bring themselves to slaughter farm animals, and may give up meat forever if they witness it being done. The more thin-skinned and sensitive a person is, the more capable they are of empathy.

Often they do not know how to dress for the weather, so they either get cold or, conversely, put on clothes that are too warm and then scold themselves for dressing incorrectly.

They love their belongings and furnish their homes with care. For example, when staying somewhere unfamiliar, they may use their own dishes and bedding because they are particularly squeamish. They may also wear the same clothes for many years because those garments are their favorites.

When choosing work or a vacation, they will most likely turn down anything labeled “Potentially dangerous to life.” This includes extreme activities and anything associated with illness or injury. They would probably respond with a firm refusal to an invitation to spend the holidays in the picturesque Amazon jungle. As long as there are malarial mosquitoes or snakes in the world, a person with Third Physics will not set foot where they live without a thousand vaccinations.

If you want more information about Third Physics, familiarize yourself with Sheldon's ectomorphs and Kretschmer's asthenic types.

Fourth Physics

What are these people like? They are ascetic people who take little interest in household matters or the material world. They are the least greedy of all people when it comes to money. They can easily donate entire fortunes to charity or turn down huge fees. Keanu Reeves, for instance, who has Fourth Physics, gladly shared his enormous fee for *The Matrix* with the entire film crew and also gave each of them expensive gifts.

In appearance, people with Fourth Physics are often pale, refined, and symmetrical. Others remark on their beauty, airiness, and unusual looks. More than 60% of models at haute couture runway shows have Fourth Physics. They age well and usually look much younger than they are, as though old age passes them by. Jared Leto, Elijah Wood, and, again, Keanu Reeves—the whole world wonders why they look so young. Now that mystery has been solved: their psychotypes simply include Fourth Physics.

From childhood, these people are capable of sitting still for long periods. They are so motionless that they may forget to go to the bathroom on time, or fail to notice that an arm or leg has gone numb while they remain in the same position. Children with Fourth Physics are not especially active; they may play with toys while sitting in one position. So-called delayed motor development is actually normal for them. Parents should not worry if they begin crawling or walking late: their bodies simply need more time than other people's to build up strength. Here is an example from my practice. One mother complained that her two-year-old son spent several hours every day sitting in the middle of a room playing with toys without moving anywhere. She began to worry and took him to every doctor she could find. Naturally, none of them found anything abnormal; the child's body was in perfect condition. She only worked herself into a greater state of anxiety until she happened to read a description of Fourth Physics, which said that lazy inactivity was normal for her child. I confirmed everything during a consultation, and she calmed down. Six months later, everyone noticed that her son was moving more, that his Fourth Physics had more energy, and that his motor development had returned to normal.

People with Fourth Physics have not initially established a connection with their bodies, so they find it hard to recognize bodily signals. One manager, for example, told me about an excellent employee with Fourth Physics who never sensed when it was time to stop and kept working far beyond what was required. Eventually he developed a stomach ulcer and problems with his spine.

People with Fourth Physics have difficulty adapting to everyday domestic life. For example, if you do not teach a child like this to brush their teeth from an early age and repeatedly explain why it matters, they may have trouble with the habit later. Children need regular conversations about health and caring for the body.

A person with Fourth Physics can do any kind of work. Someone with Second Physics knows exactly what sort of work they enjoy, but to a person with Fourth Physics there is no such thing as good or bad work; they take whatever comes along. They may change jobs constantly or spend decades doing something boring, without any fixed ideas on the subject. They may end up not only in an office but also working as forensic pathologists or in law enforcement and security services.

Interestingly, vitality—that is, life energy—is weakened in people with Fourth Physics. Their natural outlook is therefore pessimistic and sad. If someone with First Physics is a walking celebration, someone with Fourth Physics is a walking sadness. The sad looks of Einstein, Monica Bellucci, and Billie Eilish are signs of Fourth Physics. They may use words such as “horror,” “sadness,” and “nightmare” more often than other people, revealing their pessimism. They can seem cold, almost lifeless, unlike Third Physics, which is perceived as warmer and more alive, or Second Physics, which is extremely warm and cheerful. There is a reason why the combination “First Volition + Fourth Physics” in women creates the image of a snow queen: a regal, beautiful, but cold and inaccessible woman. It is as though the body of a person with Fourth Physics has not yet been activated—something that still remains to be done. Because of their pessimistic outlook on life, people with Fourth Physics may think about suicide more often than others or imagine some disaster approaching. This happens particularly often during difficult periods. An important note for parents: if your child has Fourth Physics, you need to talk to them about how much is wonderful and hopeful in life—in other words, help cultivate their emotional way of experiencing the world. Why does this matter?

The point is that, during truly stressful periods, our psyche tends to shut down the Fourth Function as the least necessary one. A person with Fourth Emotion, for example, becomes a soulless robot; someone with Fourth Logic temporarily stops thinking. This phenomenon can be compared to a lizard shedding its tail in danger, sacrificing it to save itself. With Fourth Physics, the body is what gets “switched off”: in times of stress, life itself no longer seems important. For example, the well-known rapper Morgenstern (designated a “foreign agent”), who has Fourth Physics, often mentions death in interviews and songs. One of his songs is called “Someday I Will Die.” He recently had the word “death” tattooed on his face. These are signs of the behavior and values of Fourth Physics. We can confidently assume that most suicides in the world are committed by people with Fourth Physics. Other vivid and tragic examples are Kurt Cobain, Chester Bennington, Whitney Houston, and Avicii. Because of this outlook, you can easily find people with Fourth Physics working in cemeteries, where they feel perfectly normal, some even entirely at home.

You should not come away with the impression that everyone with Fourth Physics is gloomy. That is absolutely not the case. There are deeply depressed people with First Physics and very positive people with Fourth Physics. As we have already discussed, a psychotype is only half the story, not the whole person. I am providing this information to give you a picture you can use as a starting point for learning more about someone—and so that many people with Fourth Physics can feel your understanding and support.

People with Fourth Physics do not fully understand the value of money, so a modest income suits them even when they are highly skilled professionals. For example, when I was taking lessons from an English tutor who had twenty years of experience and was an excellent teacher, he charged only 400 rubles an hour.

How could such a professional teach for so little? The explanation is simple: he had Fourth Physics, meaning he did not worry much about it. He had enough, and that was enough.

A little more about the characteristics of Fourth Physics. In bed, these people usually adapt completely to their partners, deferring to the partner's needs and preferences: whatever he or she says goes. They often become inactive because intimacy is a strain for them and requires effort. They may choose all sorts of sexual orientations. Bella Ramsey, for example, an actor with Fourth Physics (from the series *Game of Thrones* and *The Last of Us*), said they had not decided on an orientation at all. We remember that the Fourth Function is a blank canvas on which anything can be painted. Ben Whishaw and Daniel Craig are celebrities with Fourth Physics who have spoken openly about their preferences. There are many such examples among people with Fourth Physics.

Fourth Physics has few children because, on the physical level, they have little energy; their hormones and libido are weakened as well, and they lack the attraction to process that Third Physics has, for instance.

In how they manage budgets and run a household, people with Fourth Physics look primarily to the examples of relatives and friends, picking up useful little tricks by watching them. Every Fourth Function does this—after all, you have to live somehow—and the easiest approach is to borrow other people's “life hacks.” The attitude of the Fourth Function is: I am negative, others are positive. In other words, I would rather trust other people than myself.

These people are the least dependent on physical comfort. They can live for a long time in an unfurnished place, sleeping on a mattress surrounded by boxes and crates, without suffering in the least. They even recognize a certain advantage over others in this ability. They can easily abandon everything they have acquired and leave for Tibet, some islands, or the taiga. Many times I have heard people with Fourth Physics say that they have caught themselves feeling almost happy when the money runs out: they know they will handle such a period far better than many acquaintances, for whom it would be a catastrophe.

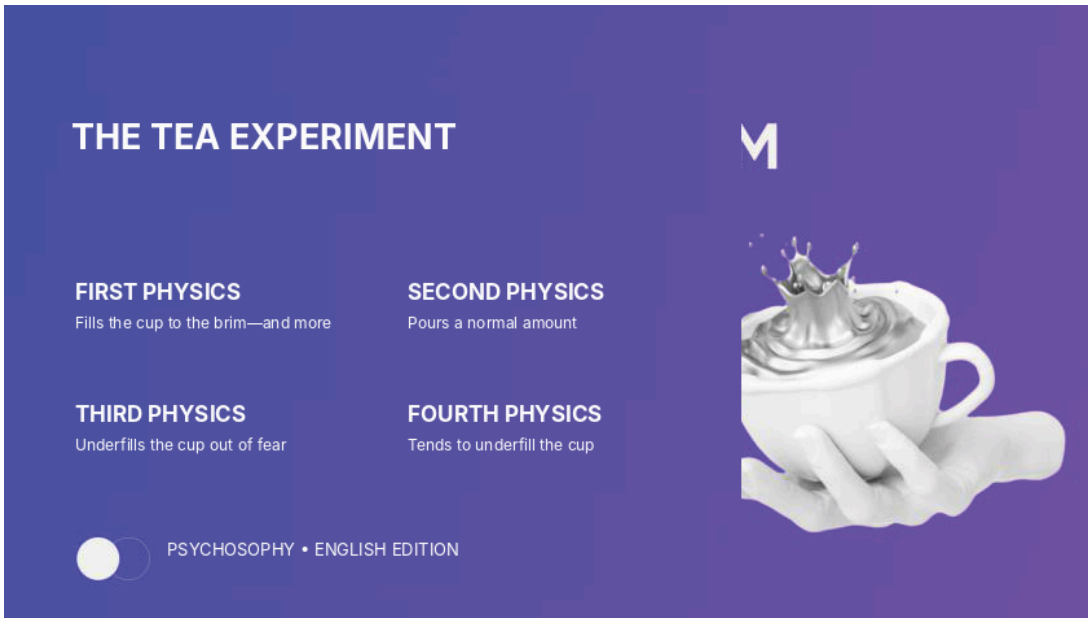
They are the most fearless people in the world because they do not fear for their bodies. That is why they do not install seat belts in their cars, may put on or lose extreme amounts of weight, and happily perform dangerous stunts or take part in extreme sports. Striking examples are Christian Bale and Joaquin Phoenix, who transformed themselves beyond recognition while preparing for roles, putting their health at risk. It is amusing that they stopped experimenting on their bodies only after the public became seriously worried about them. Another example is so-called “roofers,” people who climb the tallest and most dangerous places, perform stunts, and film them. Most of them have Fourth Physics; you can look up Oleg Cricket for an example.

People with Fourth Physics are almost impossible to seduce or manipulate. Money, sexually suggestive flirting, intimidation, and threats to their lives—none of these things has any power over them. This greatly puzzles accomplished seducers and seductresses, people from criminal circles, and others like them. Their charms and usual ways of influencing people simply stop working on those with Fourth Physics. I see many people with Fourth Physics among political prisoners in different countries. Their principles and ideology come before the instinct for self-preservation.

Unlike the literally heavy First Physics, people with Fourth Physics seem airy and light. Their skeletons weigh less because, by nature, they are hardly designed for defense, fighting, or work. Because of these physiological features, people with Fourth Physics are among the fastest in the world.

If you want a more detailed description of Fourth Physics, read about Kretschmer's asthenic types and Sheldon's ectomorphs.

To conclude this discussion of Physics, I suggest a couple of simple experiments to help you try to determine its position in a person.



First experiment. Ask someone you know to pour you some tea or water.

First Physics will fill the cup to the brim out of an unconscious pull toward excess, because the First Function is an excess of life energy.

Second Physics will pour a normal amount because of its preference for balance.

Third Physics will pour too little, out of fear. This is how it reveals its energy deficit.

Fourth Physics will pour it the way they were taught (there are many possibilities).



Second experiment. To distinguish result-oriented Physics from process-oriented Physics, observe how people behave at a public transit stop or in a shopping mall. You will see people with First and Fourth Physics who dislike unnecessary movements, conserve their energy, and simply stand there (this is result orientation). You will also see dynamic people with Second and Third Physics who enjoy moving around more because, unconsciously, they feel a kind of physical itch to keep moving (this is process orientation).

VOLITION

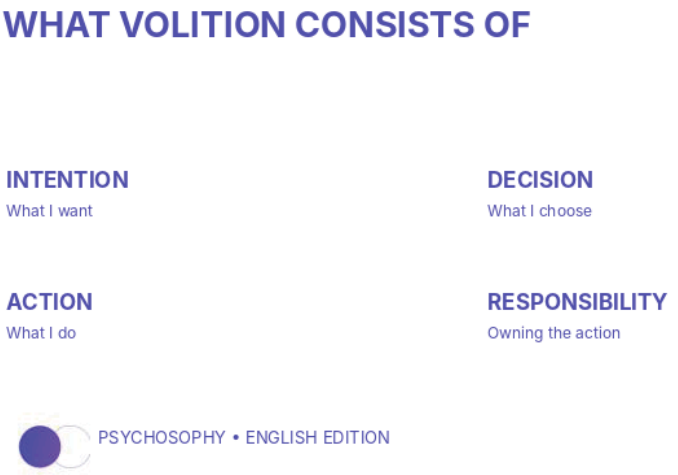
PART TWO

2.3. Volition: Inner Support, Relationships, Careers, and Business

How to Find Inner Support and Choose the Right People for Relationships, Careers, and Business

What is Volition? Volition is our spirit, strength of character, inner backbone, self-discipline, and need to matter—to be respected and recognized by other people. It manifests in many qualities of will: responsibility, decisiveness, determination, and so on.

Volition is the main psychological mechanism—the lever—through which a person governs themselves and influences the outside world. Some influence the world as frontmen, keeping the spotlight on themselves and taking responsibility (Steve Jobs, for example). Others influence it more from behind the scenes, making enormous contributions to progress—Steve Wozniak, for instance.



In every case, our Volition is at work. It consists of an internal sequence: intention, making a decision, taking action, and assuming responsibility for that action.

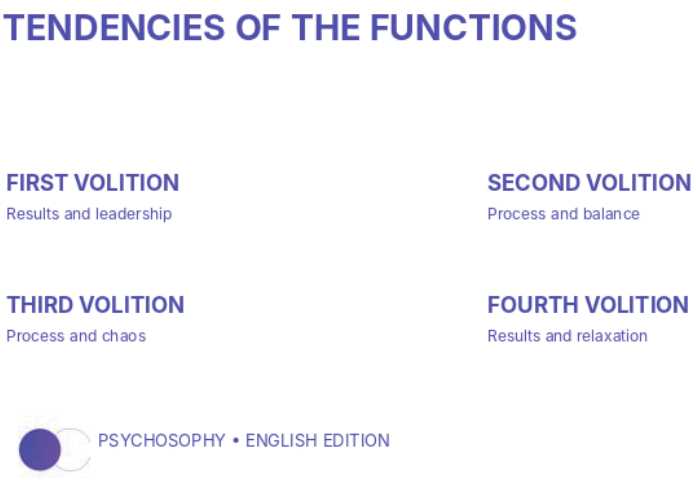
Volition is a special Function—the backbone. It is the psychotype's invisible commander, bringing the whole psychotype under its banner.

With First Volition, a person often comes across as somewhat forceful and intensely focused on results.

With Second Volition, a person comes across as balanced and flexible.

With Third Volition, a person seems almost uncontrollable and hyperactive.

With Fourth Volition, a person seems relaxed and lacking in initiative.



First Volition

What are people with First Volition like? They are natural-born leaders who rarely take other people's opinions into account. First Volition is often compared to a tsar. Those with First Volition are persistent, self-assured, ambitious people who can work toward the greatest possible results and make everyone else work for a common cause. In the race for results, however, they often become dependent on their goals. These people truly drive progress, and great achievements are most often their doing. At the same time, they can seriously hurt other people and are capable of both creating and destroying everything around them. Because they give orders, make demands, and exercise control, they generally do not have a reputation for being good friends. But the world knows Steve Jobs, Mike Tyson, and many other “tsars.” A “tsar” lives by the principles “If I want it badly enough, I can make it happen!” and “I see the goal, not the obstacles.”

I remember a man telling a story about his wife, who has First Volition. She was in the kitchen preparing dinner. Her husband waited impatiently, knowing she wanted to impress him with something special. When he asked whether she needed help, she replied, “No, no, I'll do everything myself. Just stay out of my way.” Then it was time to serve the food. Everything had to be perfect. Full of enthusiasm, she energetically arranged the plates while stirring a sauce in a pan. At that moment her husband walked into the kitchen. Eager to help, he stood beside her, blocking her way to the stove, and said, “You're so beautiful when you cook.” His well-meant gesture was met with a sharp response: “Don't stand in my way. I'm not finished yet. I need to stir the sauce. I have to finish quickly or everything will get cold.” Even in such ordinary domestic moments, Volition reveals itself very clearly as an inner leader. The phrase “don't stand in my way” shows that the result matters more at that moment than her husband's compliment.

One of the first things you can examine when trying to identify someone's Volition is their gaze. A person with First Volition has a direct, strong, confident gaze. It is often so stern and hard that it is difficult to hold. You may have seen a viral video on the internet in which Angelina Jolie holds staring contests with people, and they cannot last even ten seconds. That is the gaze of First Volition. To complete the picture, you can also study Cillian Murphy's gaze.

Around such people, you sense an atmosphere of discipline, high expectations, and pressure. It feels as though there is a certain distance you must not cross without special permission—an atmosphere in which you cannot relax or take liberties.

First Volition can be compared to a perpetually controlling parent who gives their children no freedom. For First Volition, managing people is as natural as breathing. They begin doing it in early childhood, organizing neighborhood games, ordering their classmates around, and directing parents with less willpower. Throughout their lives, they never lose the feeling that they must lead others. If we return to our imaginary tribe, First Volition belongs to the people in whom leadership became firmly established. They readily steer those around them toward goals of their own choosing and love watching their advice and instructions carried out. They possess tremendous inner discipline and can keep themselves within ironclad limits their entire lives, refusing to relax or show weakness.

In childhood, they find it difficult to submit to rules at home and at school. They seem to be born with the attitude “The rules don't apply to me.” Of course, they still have to put up with many rules, but doing so comes at an inner cost: it destroys their ideal world, where they have absolute authority. They respect people who can solve their problems independently. They are very good at judging other people's strength of will, and their attitudes toward people of weak character range from pity to contempt.

For First Volition, victories matter every day. They feel comfortable being constantly ready for battle. Let me give you an example. I love soccer, and I get together with the guys to play twice a week. One player on my team is a real fighter with First Volition and Second Physics (the same combination as Napoleon and Mike Tyson—people who fight mercilessly and cannot stand losing). Because of this player, we cannot just relax and enjoy a casual game of soccer. Every practice has to be played to win, and he puts a lot of effort into making that happen. I'm 100% sure that if he had been born sometime in the Middle Ages, he would have been a warrior fighting in every battle. People like this can be extremely principled, capable of immediately cutting ties even with someone close to them over a wrongdoing. Consider the poet Alexander Tvardovsky, a man with First Volition who reported his father and brother's escape from exile to the authorities. They had been exiled to Siberia as dispossessed peasants, and he reported them because their political views differed from his.

Unfortunately, it is very difficult for First Volition to genuinely open up to someone and trust them. Love and trust are sources of enormous stress because they perceive any kind of submission as a threat. Their need to control everything never lets up for a moment. Reaching agreements with them on all sorts of issues can be extremely difficult, because they view compromises as another sign of weakness. They struggle to delegate the management of teams and businesses: they have a list of requirements that is hard for anyone to meet, and so they decide it would be better to do everything themselves. When they lose power or control, they do not merely get upset; they feel the ground disappear from under their feet, as if the foundation of their house were collapsing.

Such people display regal gestures and a majestic way of moving, regardless of what kind of family they were born into—even if they grew up in a remote village. They carry themselves like royalty. They make major decisions in a split second: changing jobs, ending relationships, moving to a new place of residence, starting a business, and so on. You could say that with First Volition, not even a mouse can slip between thought and action.

Second Volition

What are people with Second Volition like? They are democratic people for whom freedom and equality between people are important. They enjoy achieving success as part of a team rather than alone. People with Second Volition inspire and motivate others. They believe in the people around them, often overestimating them, care about their psychological comfort, and take satisfaction in helping others achieve their goals. They see better than anyone what each person needs in order to develop. Unlike First Volition, they like compromise. They are comfortable managing others but are not especially eager to be leaders. For instance, there are enormous numbers of politicians with First and Third Volition, but unfortunately few with Second Volition. And I won't even get started on Fourth Volition. Power simply does not attract them. Their leadership style is that of the *servant leader*: leading for the benefit of their followers. They can negotiate with people without pressuring them and have no desire to subjugate anyone. As leaders, they can be so gentle and kind that they suffer from excessive familiarity, then cannot work out how to establish a clear chain of command within the team. Deep down, they dream of a kind of universal equality and of peace throughout the world. Anyone who is a pacifist is, with a high degree of probability, a person with Second Volition.

Second Volition has tremendous peacemaking power. People with this position can smooth over conflicts simply by being present and, anticipating disagreements, stop them before they begin. They create a friendly atmosphere in a group where everyone feels comfortable. You could call them diffusers of calm, broadcasting it like Wi-Fi. Around such people, you somehow feel less inclined to argue and swear. Their gaze is calm, peaceful, and confident. You might get the impression that such a person lives in a world of their own, with few problems or tensions. There is an atmosphere of optimism around them, and after talking with them more closely you feel a little lighter, as if you had spoken with a good psychologist. That is why people with Second Volition make good priests, teachers, and psychologists.

People with Second Volition are masters of adaptation: whatever distance you establish with them, they will maintain it so as not to disturb your comfort. They constantly monitor other people's psychological states and try to choose a communication style that works for them, carefully selecting their words and tone. If we compared First Volition to a controlling parent, Second Volition is a caring, patient parent—perhaps even a little tiresome.

People with Second Volition readily admit their weaknesses and even enjoy doing so, because they understand that this is where their strength lies. The First and Third Functions in the psychotype occupy vulnerable positions; they are therefore sharper and easier to hurt. The Second and Fourth Functions occupy non-vulnerable positions, making them gentler and more comfortable for others. People do not take offense in these areas. As a result, someone with Second Volition has a very solid foundation for inner balance. It is difficult to wound their sense of self, so they can laugh at themselves easily. They dislike talking about other people's shortcomings for fear of hurting them, disturbing their psychological comfort, and damaging the relationship.

For people with Second Volition, it is important to be reliable and responsible and to have a reputation as someone others can always count on. They have a heightened sense of duty and are afraid of letting people down. Sometimes they take on far too much responsibility, but they still try to fulfill it, even at their own expense. They cope with solitude better than anyone, yet prefer being around people and draw energy from them because Second Volition is a process-oriented Function. For the same reason, they easily change their plans in life, adapt, and display great flexibility in the face of different events. If something does not work out, no matter: they move on to another goal. People like this enjoy moving toward a goal more than

actually attaining it. Realizing their inner potential matters enormously to them, and they can be deeply distressed if they have not found something to do with their lives. They may seem soft, easily led, or even weak, but when necessary they show firmness of character and bare their teeth.

Third Volition

What are people with Third Volition like? They make up the majority, and as usual we need to get to know the Third Function very well. These are talented people with a sensitive nature and self-esteem that swings from “I'm a tsar” to “I'm a slave,” from “I'm nobody” to “I'm God.” They distrust both themselves and others (the attitude “I am negative; you are negative” is at work). People with Third Volition can go from being extraordinarily responsible to letting everything slide, several times in a single day. Their lives often consist of swings from one extreme to another. Because their Volition energy is in short supply, they tend to change their plans and leave things unfinished. When a surge of energy comes through the Third Function, they begin several undertakings—for example, going out for a run or resuming studies they once abandoned. But when their energy runs out, those undertakings remain incomplete.

I repeat—and will remind you many more times—that these descriptions of Functions (First Volition, Third Volition, Second Emotion, and the rest) are meant to help you build a basic picture of people's psychological profiles. In reality, a psychotype makes up only 50% of a person's individuality. The rest is their unique life story. You can easily meet an unreliable person with Second Volition and a wonderful partner with Third Volition. Still, in many cases knowing someone's psychotype proves extremely useful.

People with Third Volition usually have an unsteady, darting, tense gaze. They dislike direct eye contact and often wear glasses or brimmed caps (Eminem, Dmitry Nagiyev, and Grigory Leps are examples). Around them you sense a somewhat sharp, tense atmosphere in which it is difficult to relax. Someone with Third Volition can be compared to an eternal teenager who has not yet developed an inner backbone. They rebel against rules and try to establish their place in life. Their view is that people lie too much and the world is deceptive and cruel. That is why people with Third Volition are engines of scientific and technological progress: they see life's negative aspects clearly and know how to improve them.

They need constant confirmation of their importance and significance. Deep inside, they have an acute need to be loved. Compliments are an exquisite pleasure for them. When they do not receive compliments, they may boast about their accomplishments themselves. They focus intensely on how they appear in other people's eyes. Their mood can collapse in an instant if they think someone looked at them askance or found them uninteresting. There is a story told by a man with Third Volition, a 32-year-old entrepreneur. He owned a Porsche Panamera and was an experienced driver. One day, on the way into a small resort town, he was involved in a serious car accident. The car was damaged, there was no service center within the town limits, and the man himself sustained several substantial injuries.

What is interesting is not the accident itself, but how he described it. When he got out of the car after the collision, he felt that he looked serious and very confident. In his account, he emphasized not the threat to his life or the many problems involved in repairing the car, but the respect—and even fear—with which the other people involved in the accident regarded the owner of a car like a Porsche Panamera. He liked that. Afterward, a photo report of the accident appeared in a social-media group. Only the license plates of that very Porsche had been hidden with photo-editing software, unlike those of all the other cars involved. He liked that too.

People with Third Volition cannot stand humiliation, especially in public. It is their greatest fear, and they may seek revenge for it: either they wait for an opportune moment to settle the score, or they immediately knock the other person out with a cutting remark that strikes their most painful spot. They sense other people's weaknesses extremely well and can skillfully throw them off balance. They may even take words personally when those words were not directed at them. Unfortunately, many people with Third Volition develop paranoid forebodings over the course of their lives and may see conspiracies against themselves everywhere. Because of accumulated fear, they tend to conceal information about themselves as a precaution, particularly their weaknesses, so it cannot be used against them.

It is extremely difficult for Third Volition to take responsibility for their own life and make strategic decisions. Sometimes even deciding where to go in the evening is hard. Taking responsibility for other people is harder still, yet they very much want to do so because they love having power over people. From childhood onward, they do not want to obey. They find compromise difficult, are better able than others to function in tense working conditions, and may even deliberately create a tense environment because they feel at home in chaos: that is where they have the advantage. From time to time they may give someone a little jab, but they can also abruptly change tactics, becoming friendly and adjusting to the other person's wishes. They are very good at making connections that can help them advance their careers.

People with Third Volition have a strongly developed sense of social hierarchy. They tend to sort every person into categories: they are interested in someone's family, background, clothing brands, job, money, social status, education, and so forth. They then assign that person a place in an imaginary ranking, determine their status, and select a special, individualized approach to communicating with them. At the same time, a person with Third Volition looks for their own place in this invented ranking every day.

Because such people are oriented toward others' shortcomings and conflict with the world, they may collect gossip and compromising information so they can retaliate against anyone who hurts their pride. Sometimes they do it simply for their own pleasure, reassuring themselves that other people are not perfect either. They are especially interested in those who are famous, popular, and wealthy.

People with Third Volition make excellent journalists: they sense a compelling story, find pressing problems, and write about them vividly. They are inclined to shift responsibility and blame others for their personal failures—colleagues, relatives, managers, the government, corporations, and people who hold too much power.

Third Volition can feel perfectly comfortable in relationships of convenience. I'll go further: such a person may genuinely love someone for their background, wealth, and social status. They have the ability to talk anyone around and reach an agreement with practically anybody. They know how to find an approach even with the most stubborn people. They make good negotiators, managers, and HR specialists. People with Third Volition are regarded as very talented because they devote so many resources to developing themselves. You could say they are forced to work twice as hard as others to overcome their self-doubt and earn recognition from the people around them.

They value awards, diplomas, distinctions, and titles above all, because they consider them part of a person's status. Sometimes they deliberately look for noble ancestry so they can show others that they come from a distinguished background. On the other hand, it may be enough for them to hear something someone once said about them: “You were the best striker our soccer team ever had,” or “You're the most valuable woman in the world to me.” They can boast about such statements endlessly.

It is very difficult for them to admit they were wrong: doing so is a serious blow to their sense of self. So they either avoid apologizing directly in every possible way (“I didn't do the smartest thing, but you were partly to blame too”) or replace an apology with something safer, such as a gift. Inwardly, though, they may reproach themselves severely for their mistakes and brood over them for a long time. Because they are better than anyone at living in chaos, they often create difficulties for themselves in otherwise simple situations, getting into many conflicts so they can later take pride in overcoming them. They like teaching others how to live; that gives them an opportunity to influence someone's life and thus test their personal power. Most people in politics have Third Volition: they dream of governing people. They are also drawn to bright, charismatic political leaders with First Volition. People with Third Volition gather around such leaders, as though warming themselves by that fire.

Another thing they like about politics is that it calls for a certain cunning, various levers of influence over others, and useful connections. They dream of high-ranking positions while also fearing the spotlight.

There are also many people with Third Volition in law-enforcement and security organizations: they love representing the law. Even an ordinary ticket inspector's position on public transportation can appeal to them more than better-paid professions.

For someone with Third Volition, the hardest thing is to be themselves, come to terms with themselves, and support themselves from within. With Third Volition, a person and their spirit seem to be separated. They are naturally distrustful of themselves and afraid to admit their flaws. Acknowledging one's own imperfection is one of the greatest victories a person with Third Volition can achieve in life. I have seen many such people; they are very easygoing and pleasant.

Because being themselves is so difficult, they have to construct masks and personas, acting from very early childhood to conceal their true condition. For people with Third Volition, lying is their main form of defense.

There is another method of self-defense: putting on a show of aggression, just in case. If you see a person who seems artificially aggressive, it often turns out to be Third Volition. Flattery can be another defensive strategy. For them, it is a tried-and-true way of preventing conflict. A person with Third Volition can flatter better than anyone. On the other hand, they are inclined to belittle other people's achievements, skillfully finding arguments to justify doing so. In that way, they feel more “on equal footing” with the person they are discussing.

Sometimes they behave in an excessively theatrical way in public, saying inappropriate things and acting inappropriately. This comes from insecurity and a desire to attract attention by any means, much as teenagers like to draw attention to themselves.

In reality, a person with Third Volition dreams of helping and motivating others, of being needed and valued. That is often why they go into coaching, where they can fire other people up for success (Tony Robbins is a simple example). If they manage to become needed and useful, tremendous strength arises within them. What most stands in their way are grievances accumulated since childhood, anger, and fear—the constant companions of many people with Third Volition.

Fourth Volition

What are people with Fourth Volition like? They are agreeable and unambitious, not especially confident in themselves, but unlike people with Third Volition they do not suffer because of it at all. People with Fourth

Volition do not strive to become leaders, dislike conflict, and have relatively few strategic goals in life. They prefer enjoying life. You could say their guiding principles are “Let's all get along” and “Let's do what we're capable of; after all, you can't jump higher than your own head.”

Such people like finding and supporting a leader, an authority figure, or simply a good person. Spending energy on themselves is harder for them than caring for other people (the attitude “I am negative; you are positive” is at work). They find it hard to come to agreements with themselves or maintain discipline and motivation. Their ability to wait and persevere is poorly developed, which leaves many tasks unfinished.

They are reluctant to climb the career ladder and will do so only when a position does not require great responsibility or many subordinates.

For example, I know a woman director with Fourth Volition who moved up to a new level and became a major player in the film industry. For a year she ran large-scale projects under tremendous strain. Eventually she burned out and returned to her former level of projects, where she had less responsibility. Although she lost money by doing so, going back was what she wanted, as if a weight had been lifted from her shoulders.

People with Fourth Volition generally have a gentle, submissive, childlike, playful gaze that cannot sustain direct eye contact. Around them you sense an atmosphere of relaxation, love of life, and emotional comfort. It feels as if you could walk right through them and come out the other side as though nothing had happened. They have almost no personal boundaries.

They really can be compared to eternal children who seem not yet ready to grow up and take responsibility for their lives. Even in adulthood, they may give the impression of being “good girls” and “good boys.”

They have low self-esteem but do not suffer from it, because they feel no internal source of support and do not understand what makes them valuable or important. They may sacrifice their own interests for the chance to invest in someone else's.

They acquire many fears because of internal beliefs such as “It's hard for me to stand up to life's circumstances” and “Nothing depends on me anyway.” They are the most forgiving people in the world, easily getting over rejection, criticism, and insults. It is very difficult to offend Fourth Volition irreparably; you can always maintain a good relationship with such a person. They even take crude jokes at their expense in stride. For instance, there was one case in which a young man admitted during a consultation that he had said terribly hurtful things to his girlfriend, who had Fourth Volition. I told him she would forget about them within a day or two. He did not believe me. A week later he came back and said he had called her that same day and she told him she had stopped being angry with him just an hour after their quarrel.

In romantic relationships, people with Fourth Volition readily entrust themselves to a more decisive partner and follow that partner's guidance. Life is fairly difficult for them without a leader, but as soon as one appears, they become diligent and productive. For example, a young woman says: “I lay at home all day and did nothing because I couldn't make myself do anything—laziness had taken hold of me. But the moment my sister with First Volition arrived, I suddenly found energy from somewhere, and things started getting done: cleaning, cooking, and so on.”

People with Fourth Volition make good, loyal friends because they are inclined to support others. They easily put people at ease, are good-natured and quick to laugh, and create an atmosphere of lightness. Thanks to this, they may succeed in their careers without even understanding how it happened.

Lying is very difficult for them because it takes an effort of will. That is why they like confessing their misdeeds, experiencing a peculiar pleasure in doing so, rather like a child admitting to mischief.

They have no established connection with their own self. If with Third Volition we said that the person inside and the person outside seem to be in conflict, then with Fourth Volition it is as though they have never even met each other.

Additional Signs

To conclude this chapter on Volition, I'll offer a couple more distinguishing features.

1. Leadership and submission:



First Volition finds it difficult to submit and easy to lead.

Second Volition finds both submitting and leading easy.

Third Volition dreams of leading but is more often forced to submit.

Fourth Volition finds leading difficult and submitting easy.

This corresponds to the attitudes we discussed earlier: “I am positive; you are negative,” “I am positive; you are positive,” and so on.

2. Confidence in oneself and in others:



First Volition is supremely confident in itself but not in others, so it finds trust difficult and would rather do everything itself.

Second Volition is confident in itself and in others; it enjoys teamwork and delegating.

Third Volition is confident neither in itself nor in others, so both delegating and doing things independently are difficult—everything depends on a surge of energy.

Fourth Volition is not confident in itself but is confident in others. For that reason, joining a team and following a leader is easy, while carrying out its own projects—especially gritting its teeth and "swimming against the current"—is difficult.

EMOTION

PART TWO

2.4. Emotion: Recognizing Feelings and Creating Deep Connections

How to Recognize Feelings, Win People Over, and Build Deep Connections Through Communication

What is Emotion? It encompasses our feelings and emotional experiences: sadness, grief, anger, surprise, fear, pleasure, shame, joy, pride, disgust, contempt, and so on. Emotion is also the soul, temperament type, emotional intelligence, and intuition—that is, the ability to sense events before they happen. Emotional intelligence is a term for the ability to recognize emotions, feelings, intentions, motivations, and desires, both our own and other people's, and to manage them. Its strength depends directly on Emotion's position

in the psychotype. Emotion is the part of us that organizes our inner reality, much like a virtual computer environment, and uses our senses to arrange information into images and pictures. Emotion gives a person a face: take it away, and the person would turn into a robot and behave like one. Thanks to this Function, we have different patterns of behavior and emotional masks, and we play different roles in life—for example, the rescuer, the alpha male, or the exemplary wife.

Emotion allows us to influence other people, manage their feelings, and convey information accurately by putting feeling into our words. Again, if we simply communicated information to someone, without any particular tone of voice or inner energy, they would not understand the full meaning of our message correctly. People respond first and foremost not to the words themselves but to the mood in which we say them. Even in online messages, we often use emojis so that the other person will understand us more precisely. Emotion helps us adapt to the circumstances of life and maintain the right attitude even in difficult situations.

Finally, Emotion allows us to understand something intuitively through a sudden insight. I'm sure you've had moments of illumination many times, when you suddenly understood something, as though it had finally dawned on you. That is more the work of Emotion than of Logic. The two work together, and without Emotion, Logic is much weaker. For example, if we imagine a scientist, they have a better chance of making a discovery if they bring creativity into their work.

In general, everything we do in life is for the sake of emotions. They are the final outcome, the result of any intention or action. Whenever we do something, we expect to gain an experience from it.

First Emotion

What are people with First Emotion like? They overflow with feeling. They are expressive, dependent on their feelings and moods, great romantics and dreamers, and confident in their own sense of style and charisma. By *style*, I mean their whole manner of behavior, not merely the way they dress. They possess strong intuition and a sense of foreboding. In life, they find it easier to follow their heart than to proceed rationally, through Logic. Remember that this happens because we can imagine the psychotype as a telescope: a person sees the world first through their First Function, and only afterward through the Second, Third, and Fourth. Often, a person with First Emotion trusts mysticism, omens, and their own premonitions far more than reasoning or information.

They are emotional dictators and manipulators. They read people exceptionally well, easily make themselves the center of an audience's attention, and, when necessary, can make others fall in love with them. At the same time, they spend a significant part of their lives absorbed in their own feelings.

They have strong emotional intelligence. For example, once a week I meet with a friend who has First Emotion to discuss business. Every meeting begins the same way: he instantly reads my state of mind and says that I'm doing pretty well today and don't seem overloaded—or, conversely, notices that something is bothering me. And he's always right on the mark, which I find rather amusing.

People with First Emotion experience what I call the *"mood train."* We talked about how the First Function is like a great, powerful elephant that cannot be moved. For First Emotion, the "mood train" is a powerful surge and outpouring of feeling—for example, fear. People with First Emotion find it harder than others to manage their moods. A feeling sweeps over them like an avalanche, and to get on with life they have to wait for it to settle down—for the "train to pass." For the same reason, they can enter a genuine

“state of affect,” particularly in romantic relationships. Feelings can overwhelm a person with First Emotion so thoroughly that they literally become blind, lose their common sense, and become hostage to their emotions. Such moments are dangerous because the person is no longer in control of themselves. They can be especially dangerous when First Emotion is combined with Fourth Physics. The point is that our psyche is arranged so that during stress the Fourth Function briefly switches off, rather like a lizard shedding its tail. Feelings can seize a person with First Emotion so completely that all the psychotype's energy flows into Emotion, while Fourth Physics weakens and loses what little energy it naturally has. At such a moment, a person may draw the wrong conclusion: “To hell with all of it! I'll show you!” And they may do something terrible to themselves. This is important information for parents of teenagers. A child's psychotype should be identified as early as possible, and parents should understand that situations like these can arise. To prevent them, the psychotype needs to be upgraded. We'll discuss that in Part Four of the book.

People with First Emotion are rather deaf to other people's feelings, because they are preoccupied with their own. Even if they get upset about another person's failure, they are still more concerned with assessing their own role and impressions in that moment. They have a natural feel for art, try to surround themselves with beauty in everything, stand out, and do things differently from everyone else. New experiences are the driving force that protects these people from the most frightening thing of all: boredom.

They have expressive eyes that draw attention. Their broad smiles transform their entire faces. Their gaze seems to be turned inward toward their own experiences, and their eyes have something like an inner glow, as if they were a watch lit up in the darkness. When they're in a good mood, they tend to laugh loudly and infectiously, spreading the fun to those around them.

They are characterized by expansive, exaggerated gestures, Italian-style. Their speech is usually loud, and they use vivid metaphors in conversation. Even if they have quiet voices, their facial expressions and widened eyes still give away their First Emotion. For example, I have a friend whose eyes become enormous whenever I tell him a story. He is always deeply impressed and loudly exclaims the same thing: “No way!”

I have another acquaintance with Second Emotion. He remains reasonable in any situation, and his reactions are always more balanced—the golden mean, as it were. Even when something is extremely funny, he won't laugh more than the situation calls for.

First Emotion wins romantic competitions because it can stir powerful feelings in others. People with this Function naturally possess the inner energy to do so. In communicating with them, you can distinctly sense two states: either indifference, when they're wrapped up in themselves, or a wave washing over you when an irresistible desire to impress you or capture your attention rises inside them.

People with First Emotion give the impression of being dreamers who seem to travel great distances through their inner worlds. In conversation, they may suddenly drift away or stare thoughtfully at one spot. They depend on attention from others and are hurt when they don't receive it (possibly as a result of psychological trauma). A friend with First Emotion once told me a story. She was fifteen years old, living in Penza Oblast, and loved going to discos. She invariably attracted attention from the boys. One day, another girl arrived from a big city. She was eighteen, striking, and beautiful. All the boys turned their attention to her. My friend recalls: “I saw how beautiful and fit she was, how well she moved, and rage boiled up inside me. I realized I'd lost the attention I was used to getting. As if I weren't myself, I walked

up to her at the disco and shoved her so hard that she flew into the wall. I'm still ashamed of it, but the girl never came back." Here's what happened: having lost her emotional power, the girl with First Emotion became intensely angry and entered a state of affect. I'll add that her Physics acted in a characteristic way, too: it occupied the Second position. First Emotion gave the impulsive order to reclaim her territory, and Second Physics fearlessly carried it out with a shove, despite the age difference. We said that the Second and Fourth Functions are assistants in pursuing the goals of the First and Third. They carry out those Functions' orders.

People with First Emotion are more suited to theater than to film, because of their heightened expressiveness and abundance of feeling. Film demands balance: an actor's emotional range must be not only broad but also controllable. Someone with First Emotion, however, swings from one extreme to another—they're either very happy or very sad. Steering this heavy freight train is extremely difficult. To act in films, they need to develop greater emotional flexibility. Theater, on the other hand, calls for intense expression, a loud, feeling-filled voice, and a waterfall of emotional experiences (and First Emotion has all of that in abundance).

People with First Emotion can be compared figuratively to magpies: they are quickly drawn to a bright cover or an eye-catching appearance. As children, they collect objects with memorable colors and ask their parents to buy them bright pink or neon-colored soda.

First and foremost, they are people of feeling rather than action. From time to time, vivid ideas sweep them up and they get everyone around them excited, but they can lose interest just as quickly. The people they've inspired are left wondering what happened and where all that enthusiasm went. But the "mood train" has rushed off, leaving little of First Emotion's original fire. If you want to understand someone with First Emotion, subtract 30 percent from what they say. If they say, "I love you," it means they like you. If they say, "We'll crush everyone," it means they'll try to do something.

These people are highly impressionable, and horror films are not for them. A sad video online can bring them to tears and occupy their thoughts for a long time afterward. They like melodramas; they may be crying five minutes into a film. They often exaggerate events in their retellings, using colorful comparisons and metaphors to make a greater impression. They're inclined to joke, play along, or do something unexpected just to liven up the atmosphere. You can also see this in their clothing: they prefer bright colors that attract more attention.

Periodically they fall into a depressed state, and for them this is normal. It is how they reset and restore their spent emotions. You might say that a cannon that has fired a shot needs to reload.

These people need improvisation, and something new must always be happening in their lives. People with First or Second Logic, and those with First or Second Volition, can be described as systematic—everything needs to go according to plan. But people with First Emotion love unpredictability. Boredom is hardest on them, and for that reason they sometimes even enjoy scandals, which stir up a great many feelings.

Second Emotion

What are people with Second Emotion like? They are the most levelheaded and stable when it comes to emotional reactions. They are excellent at reading the atmosphere and saying just the right thing, with perfect intonation, engagingly and without overacting. They have an innate gift for acting, aesthetic taste, and a sense of beauty. Art and design are their natural territory. Everything creative gives them energy.

Such people are called “actors”; they possess superb emotional intelligence. Easily and almost in the background, they notice changes in the moods of those around them, choose the best role, and perform it successfully.

To understand what someone with Second Emotion is like, imagine a film actress on set. It's been a difficult day. The whole crew is exhausted, and there is still a great deal of footage to shoot. The actress is the only one who isn't tired: she delivers an endless series of perfect takes. She can produce genuine tears at exactly the right moment, as many times as necessary. Or she can laugh sincerely twenty times in a row. It seems as though this only gives her more energy. We've already discussed why: a person restores energy through their Second Function. Rather than becoming tired, they feel a surge of strength.

People with Second Emotion have access to a wide range of feelings, from displays of fear and joy to disgust and sadness. They switch between different emotions as if at the snap of a finger, and in doing so draw the audience's attention. Trying on different roles matters to them. The richer their experience of transforming themselves, the better. They even approach negative emotions wisely, because to them these feelings matter just as much as positive ones. Even in difficult periods of life, these people are better than anyone else at maintaining an even mood. During scandals, they keep their composure and remain in control. They can quickly put opponents in their place by instantly reading their feelings and finding precisely the words that will hit a nerve. They feel at ease both one-on-one and before a large audience. They are widely represented among social-media bloggers, since being the center of attention and directing other people's moods comes easily to them: Pavel Volya, Marina Kravets, Mikhail Litvin, Instasamka, Morgenstern (designated a “foreign agent” in Russia), and Polina Gagarina. I could go on indefinitely; I've just named the people I happened to see when I opened the internet.

In a friendly gathering, they become the life of the party: if someone is sad, they lift that person's spirits. Much of the time, they need other people around to exchange stories and feelings with. Conversation is like air to them—without people to talk to, they genuinely become less happy. They value humor, wield it skillfully, and use it as a foundation for conversation. When telling a story, they act out the parts of two or three people at once, putting on a little performance, because they are actors in everything. I have a friend like this. When he tells yet another funny story, he actually runs from one spot to another to portray a different participant, and he doesn't even notice himself doing it.

These people are natural marketers and designers. They know how to appeal to people's feelings and choose the right words and visuals for different business needs. They are especially good at storytelling: a light, engaging narrative that evokes emotions. Steve Jobs, who had Second Emotion, built an entire empire on his design intuition and public presentations. When people told him that consumers weren't used to the way Apple products looked, he would lose his temper, because he could feel in his gut what they should look like. Now we understand that he was right.

Someone with Second Emotion has a charismatic, slightly narrowed gaze. Like an actor with an audience, they seek eye contact. Look at Mickey Rourke, Megan Fox, or Neymar. Their facial expressions and gestures are rich and varied, but not as exaggerated as with First Emotion. People with Second Emotion think that those with First Emotion are a little unreasonable—as if they release far too great a burst of feeling.

Third Emotion

What are people with Third Emotion like? They have a delicate emotional makeup and difficulty expressing their feelings. They sense the emotional atmosphere well, but a fear of expressing emotion prevents them from influencing it. They're afraid they might be reading the mood incorrectly and that other people won't like their reactions. For this reason, they appear outwardly cold and emotionally constrained.

Everyone can draw another person into their mood. We influence one another every day, and people with Third Emotion are the most vulnerable in this regard. They have a weakened emotional barrier and can easily fall under someone else's influence. It takes them a long time to recover from that influence as they try to rediscover themselves and their own feelings. Imagine a leaf caught by the wind: it spins one way, then another. We communicate constantly, so from early childhood a person with Third Emotion has to grow a protective layer of reactions such as coldness and detachment. Imagine someone decides to get angry while a person with Third Emotion is nearby. Without wanting to, that person unconsciously connects to the angry person and then remains angry themselves for half the day—even though those feelings weren't theirs to begin with.

These people rarely smile broadly or openly, and their laughter tends to be silent or restrained. As a result, the corners of their mouths often turn downward.

A smile from Third Emotion is worth a great deal. Have you managed to make such a person laugh? You can be proud of yourself! They often have a guarded, gloomy gaze, though without anger, as if they cannot understand how anyone could simply be happy or express some other emotion for no particular reason. Their facial expressions and gestures are extremely restrained, as though their arms were pressed twice as tightly to their sides. If you want to understand these people better, try mentally adding 30 percent more intensity to their words and reactions. Unlike people with excessive First Emotion, they would like to express more feeling, but have few resources for doing so.

They experience what I call *emotional hunger*. Essentially, this is a natural deficiency of serotonin and dopamine. In seeking impressions, these people sometimes go to unusual lengths. One person told me that they could deliberately avoid delicious food for a week so that afterward they could enjoy it wholeheartedly and experience the peak of pleasure (that is, a sudden release of serotonin). Another admitted to secretly liking funerals because they provide an officially acceptable opportunity to cry. Because their own emotional experiences are in short supply, they may envy other people's experiences.

People with Third Emotion can be hurt by anything too bright or showy, such as someone wearing gaudy socks or a brightly colored tie. It can genuinely spoil their mood for the entire day. In general, they cannot stand pompous people who overact and draw too much attention to themselves. In their own clothing, they avoid bright colors, preferring quieter tones, because they don't want to attract unnecessary attention. For example, I have a friend with Third Emotion whose own friend has First Emotion. The latter dresses so brightly she practically outshines the sun, choosing vivid orange or yellow. Sometimes my friend complains to me that she cannot understand how anyone could wear something like that. That's how different their clothing styles are.

People with Third Emotion use irony and humor as a defense, so they don't give away their true feelings or leave themselves exposed. If they do fail to contain their emotions, they feel as though their shell has been stripped away, as if their armor has fallen off. Because of this defense, people with Third Emotion can become excellent comedians (among Russians, examples include Danila Poperechny and Ruslan Bely, both designated “foreign agents,” and Yulia Akhmedova). They can also make wonderful diplomats:

unflappable and capable of keeping all their feelings under control. In their professional lives, they orient themselves around duty and logic.

They need small doses of emotional self-expression: making a deadpan joke, playing a little violin, painting on a canvas, or spending time in nature. They love attending concerts and are especially energized by classical music. Some time ago I attended an organ concert at the Evangelical Lutheran Cathedral of Saints Peter and Paul in the Kitay-gorod area. Unfortunately, my profession has changed the way I perceive things: wherever I go, I automatically identify the psychotypes of the people around me. Can you guess what conclusion I reached just five minutes into the concert?

Around 50 percent of the people there had Third Emotion. A quiet kind of music for the soul suits them better than a rock concert that blasts your eardrums.

These people avoid the subjects of love and romance. They find it very difficult to show affection for another person, talk about love, or make romantic gestures. Unable to tell whether their courtship is working, they may decide to remain alone instead, so as not to expose themselves to emotional trauma.

It's important to know that if someone like this falls in love, it's for the long term. People with Third Emotion can be called the most devoted in love: having fallen in love once, they may carry that love throughout their lives. Let's change things up and take an example from a film. Consider Professor Snape from the *Harry Potter* franchise. I think many viewers were struck by the revelation in the final film that the professor had loved Harry Potter's mother all his life. In general, Snape is the embodiment of classic Third Emotion in a dried-out state. Another characteristic example is Thomas Shelby, a character in the series *Peaky Blinders* who has already become legendary thanks to social media. People sympathize with how painfully he experiences his emotional trauma.

People with Third Emotion are more inclined than others to remain childless, especially when Third Emotion is combined with Fourth Physics. An atmosphere of children's screams and crying can become a source of psychological trauma lasting years for parents with Third Emotion: their hearing may actually suffer physically, and they may get headaches.

Let me repeat something here: at this point, we're only getting acquainted with psychological portraits of people, building a foundation of theoretical knowledge. Under no circumstances should you put labels on your loved ones, saying, “You have Third Emotion, so you're such-and-such,” or “You have Third Volition, so you're this or that.” These are serious, unforgivable mistakes in relationships. A person is, roughly speaking, 50 percent psychotype and 50 percent their unique life. There are people with Third Emotion who display a fountain of feelings, but there aren't many of them.

People with Third Emotion find it hard to choose the right role for themselves in a group or create an image they feel comfortable with. Usually they simply remain themselves, because that's easier than playing with emotions.

Moving on, they have a deep love of nature. Even when they become avid hunters or fishermen, they're more interested in the beauty of the landscape and birdsong than in the size of their catch. They absolutely adore their pets, because they feel emotionally safe around them. Unlike with people, they can exchange feelings freely with a beloved dog.

Unfortunately, people with Third Emotion often find that alcohol is the only way they can express their feelings outwardly. Remember how we said that people drink to give expression to their Third Function?

But by morning, nothing remains of the fountain of emotions that appeared during the gathering except a headache, and this drives the person with Third Emotion even further into a developmental dead end.

Hysterical outbursts and overt emotional pressure are their greatest fears in dealing with people. They need a long and painful recovery afterward. Scammers are good at spotting such people and know how to exploit their sympathy to get money out of them.

Children with Third Emotion rarely throw tantrums or cry without a serious reason. At an early age, they are the embodiment of the ideal quiet child, provided they don't have health problems.

Third Emotion carries on a constant inner dialogue, asking: “What am I feeling right now? How good do I feel? Am I having fun? Where can I find new experiences?” These people experience real satisfaction when they manage to discuss such questions with someone else. If they go a long time without that opportunity, they feel helpless and sad.

If First Emotion is both actor and audience for itself, people with Third Emotion have trouble entertaining themselves and finding sources of emotional experiences within themselves. When they finally find such sources, they absolutely don't want to lose them. Conversation is one of those sources. People with Third Emotion look for a friend who can offer calm conversation and a high level of understanding; once they've found someone like that, they are afraid of losing them. They are delighted to receive compliments on their calmness, subtle humor, or refined style. In everyday conversation, they closely monitor whether their own and other people's emotions are appropriate, exaggerating their importance. Who said what and how? Who looked at whom in what way? Who is playing what role? Who is overacting? Remember how we said that people with different Third Functions each keep an eye on something of their own? With Third Logic, it's how people speak; with Third Physics, how people look; and with Third Emotion, how people perform their roles. They're often thrown from one extreme to another. Either they're exceptionally appropriate and composed, or they behave a little strangely, as if out of step—you might say they're singing off-key. Or they simply choose silence and a mask of impassivity, with a stone face.

Fourth Emotion

What are people with Fourth Emotion like? Many things matter more to them than feelings do, so they're inclined to neglect their emotional lives. They have a weak sense of changes in their own moods and in other people's moods, which means their emotional intelligence is reduced. They visualize events very little and don't plan their behavior in advance; instead, they act according to the situation. They are susceptible to other people's influence and can instantly catch someone else's mood. Unlike people with Third Emotion, though, they cool off quickly and don't worry about it. I'll go further: they're comfortable drawing emotional nourishment from outside themselves and periodically recharging through other people. I often see a scene like this: a group is chatting, and someone with Fourth Emotion appears on the horizon and comes closer. They assess the situation, like the emotions they find there, and join the conversation. Once they've satisfied their emotional hunger, they go off to attend to their own affairs.

People with Fourth Emotion find it difficult to choose behavioral roles for themselves. It's easier for them to follow other people's examples. Remember that we called the Fourth Function a chameleon: we save energy through it by copying others. Every so often, you can catch a look on their faces as if they're carefully studying your behavior, expressions, the way you say something, and the tone you use, so they can borrow something from it and become better at expressing emotion. They express whatever feelings come to them in the moment fearlessly and freely, especially laughter and joy, because those are the

emotions they understand best. Other emotions present difficulties. For example, a group is in mourning, filled with sadness and grief. A person with Fourth Emotion seems to fall out of step with the group's emotional atmosphere because they haven't picked up on it or fully understood how to behave. Once they realize this, somewhat belatedly, they try to produce tears. But it looks unnatural. As Stanislavski would say, “I don't believe it!” Or, conversely, they show indifference, leaving those around them wondering why. Because they have Fourth Emotion. The conclusion is that it's difficult for them to display something on command. You might say that acting is the most energy-intensive activity for them.

As a rule, they don't feel a need for romance or discussions about relationships. While Third Emotion is “starving” and dreaming of talking about such things, people with Fourth Emotion don't understand how anyone could lose their head over love. They cannot be completely swept away by feelings, because Logic and Volition are naturally stronger for them than Emotion. If some feeling takes hold of them for a moment, their coolheadedness returns afterward anyway. A female acquaintance with Third Emotion tells me that she often wants to discuss her feelings with her husband, who has Fourth Emotion, and share what's bothering her. But he just chuckles and says that she gives far too much importance to emotional experiences. If he knew how important this was to her, their relationship would reach a new level.

People with Fourth Emotion can sometimes seem unfeeling, almost like robots. That's because their emotions are much the same on the inside. There isn't a broad range of them—not that they have no feelings at all, but most of the time those feelings lie dormant, like treasures that have been sitting in a cave for decades. When I occasionally play *Mafia* with friends, I've noticed that it's very hard to work out what role someone with Fourth Emotion has been assigned, because their reactions to everything are identical. The same face every time. A poker face!

When giving presentations or speaking, they pay more attention to the facts and logic of the story than to its emotional coloring or the feelings put into it. They find it hard to shift their intonation and lead an audience from one mood to another. They prefer talking about practical matters to simply exchanging impressions.

It's difficult for them to hide their true feelings; they usually say everything as it is, directly. These people quickly forget experiences they've had, attaching little importance to them. Of course, they don't refuse new experiences: like most people, they travel, visit exhibitions, and go to the theater. But they don't make a cult of it. Someone with Third Emotion, for example, may remember pleasant moments like these for years.

Creativity and unconventional solutions don't come easily to these people, so they try to delegate creative tasks to others. A producer I know who has Fourth Emotion admitted to me during a project we worked on together that he was simply exhausted by any kind of creative work: coming up with a design, making a text more artistic, or devising an advertising campaign. He becomes incredibly happy when he finds someone willing to take all that on—most likely a person with First or Second Emotion. At that moment, it's as if a weight has been lifted from his shoulders.

At first, people with Fourth Emotion feel uncertain in any creative pursuit, whether it's playing guitar, singing, or drawing. They need a mentor who will take them by the hand, guide them down the path, and explain the fundamentals. After a while, though, once they've gotten their bearings, they grasp the basics fairly quickly, and their creative results have a certain lightness about them. Remember how we said that someone with Fourth Physics has a light skeleton, unlike someone with First Physics? The same applies to

all the Functions. When someone with Fourth Logic explains something, it has a light touch. When someone with Fourth Emotion produces creative work, there is something light about it.

They are good at imitating art and can create simple but interesting designs. We said that the Fourth Function is a blank canvas, one on which many unusual things can be painted. That means a person with a Fourth Function can become a highly skilled specialist. It just doesn't happen very often. Singers with Fourth Emotion often have a clear quality to their voices. Their voices aren't especially powerful, as with First Emotion, but they're pleasant to listen to. Actors with Fourth Emotion may not be outstanding, but they're likable (for example, Jennifer Aniston and Brad Pitt).

When working, these people usually choose soft, calm background music, such as classical music, because complex music overloads them.

These people are lazy when it comes to relationships with others. Given a choice between socializing and getting things done, they generally choose the latter. Lots of conversation and making new acquaintances demand considerable energy from someone with Fourth Emotion, because they involve an emotional exchange. Even joy can overload them. This leads to situations where someone with Fourth Emotion leaves a party at its height, shocking their friends. They've simply had enough; they're full of emotion and need to be alone for a while to return to their usual, calm emotional state.

They are quickly worn out by negative experiences involving conflicts at home and at work. Once they give in to negativity, they lose all their resources and then take a long time to restore them. If a relationship is difficult, they may run away from it because they simply cannot withstand the overload. Since switching between different emotions is hard for them, they may become almost “frozen,” displaying the same reactions in different situations. For example, whatever you say to one acquaintance of mine with Fourth Emotion, her first response is always the same: badly acted surprise. You can tell that she learned it at some point (perhaps by watching someone else?), and it has stuck ever since.

People with Fourth Emotion are more productive than others because they are distracted less by conflicts and by analyzing their own moods. They don't need to go looking for experiences, and workplace discipline comes more easily to them.

In clothing and personal style, they often choose colors that make sense to them: for example, wearing all black or all white, or sticking to pastel shades without mixing them. They consider this a foolproof choice. Or they choose completely strange color combinations, as if they didn't spend any effort selecting them. These choices sometimes puzzle other people. They can go beyond conventional ideas of fashion entirely, because for them the distinction between “good” and “bad” style is quite relative. Lady Gaga appearing in a dress made of—just think about it—meat is example enough.

To conclude our discussion of Emotion, let's talk a little about depression. It is directly connected with this category. Depression is a reset for our Emotion when its strength has been depleted and a person needs to build it up again. There is nothing frightening about depression: it's a normal process for our psyche, and a person simply needs to understand what purpose it serves.

Depressive states are especially pronounced with First Emotion. It's simple: a person has fired a great shot and now needs to reload. With Third Emotion, a mild depression runs in the background throughout life because of an inborn deficit of emotional energy. Fourth Emotion may fall into depression after spending

too much energy on social interaction—for example, when working in a field that requires frequent contact with people—or after experiencing major upheavals in life.

With Fourth Emotion, strength returns more slowly than with any other position. I remember a case. A woman of about sixty came to me for a consultation. She had experienced several major upheavals in her life. Afterward, twice every year, she would regularly sink into a deep depression for a couple of weeks: she spoke to no one and did nothing. Then she calmly emerged from it and went on living like an ordinary person. Her relatives had taken her to all kinds of doctors because they couldn't understand what was happening. After identifying her psychotype, I explained to them that for her Fourth Emotion, this was normal—it was simply the way she recovered. I'll add that Second Emotion is almost never in a depressed state; its mood is always even (figuratively speaking, the Second Function resembles a wide, powerful river).

LOGIC

PART TWO

2.5. Logic: How a Person Thinks, Processes, and Shares Information

The Cheat Code to Understanding How a Person Thinks. Analyzing Behavior, Processing and Conveying Information

What is Logic? Someone once said something brilliant: “The mind is humanity’s super-fang.” In nature, human beings are much weaker than tigers and elephants. In physical strength, we are no match for lions or crocodiles, and we have neither fangs nor spikes. For that matter, an adult may even walk past a dog with apprehension, despite being larger than the dog. Yet it isn't the size of our bodies that gives us our

distinctive position on Earth. We owe that to rational thought—or Logic. Indeed, humanity reigns over nature not through strength but through ingenuity and ideas. Logic is intelligence, thought, rationality, knowledge, and speed of thinking. It also concerns our relationship with information: how we perceive it, process it, and pass it on to others. Logic is a universal mental Function, because learning can develop any of the other Functions: Volition, Emotion, and Physics. Read something about strengthening willpower, and your Volition becomes stronger; learn something new about the body, and your Physics improves. Logic allows us to form an objective picture of the world and understand how, where, and why we can move through it. Logic shows how much we rely on common sense, and whether we consider it a strength or a weakness.

First Logic

What are people with First Logic like? They invariably think systematically. They readily absorb large amounts of information and explain how life works in logical terms. They dislike questions that remain unanswered and do not like having their views doubted. In arguments, they can mercilessly overwhelm their opponents with arguments they consider convincing. Here's an example. I train with a professional soccer team that has a player with an excessive First Logic. Whenever someone on the field makes a mistake, he immediately criticizes them, explaining what they should have done. When he makes a mistake and someone offers him advice, he has just one response: “I already know all that.” People with First Logic can be sages or fools. What they have in common is absolute confidence that they are right. They can rationalize everything to such an extent that they struggle with the most basic creative thinking. Ideally, Logic and Emotion should work together: broadly speaking, a super-logical person would benefit from playing music, while a super-creative person would benefit from reading books.

People with First Logic are delighted by new knowledge. Fresh ideas inspire them. They live by the saying, “Learning is light, and ignorance is darkness.” They respect people who develop themselves and cannot understand those who do not seek knowledge. Exclusive information is more valuable to them than anything else. Given a choice between a substantial sum of money and access to exclusive information, they would choose the latter. Their dream is to make discoveries, generate new knowledge, and write books that people will seek out because they answer so many questions.

The greatest weakness of a person with First Logic is inflexibility of thought. They have trouble accepting that the world has many dimensions, and that possessing information is not enough: you also need to put it to use in everyday life.

Naturally, people enjoy possessing things and money. A person with First Logic, however, takes pleasure in possessing information. To put it bluntly, if you could store information in chests, the home of someone with First Logic would be packed with chests.

As a rule, they impose their point of view on others and take pleasure in watching others make use of it, all while keeping the other person under their control. (They have a natural ability to influence people's minds.) In conversation, listening is harder for them than talking. They are irritated by information that does not interest them. If someone says something stupid, they might even lose their temper. There is a funny story about this. Students at one university discovered their professor's weak spot: he went absolutely crazy whenever a student said something foolish. So, as a prank, before every seminar they would talk complete nonsense to get an emotional reaction out of him and watch what happened.

When they encounter an appreciative listener they can fill with information, they happily deliver it as a monologue. You rarely hear nonsense or illogical statements from them: they work with facts, arguments, and assertions. In their view, every conversation should lead to a result. Aimless conversation and idle chatter do not come easily to them. Their speech is full of phrases such as “That's logical,” “That's the right way to do it,” “That's more reasonable,” and “An intelligent person will understand me.” They tend to structure their thoughts and writing with “first,” “second,” and so on. They may send messages in the form of an article or a collection of facts, without adding any explanation, simply delivering the result. They assume everything is obvious already. This is because First Logic is result-oriented in both its nature and its aims. By contrast, a person with Second Logic absolutely needs feedback, conversation, even criticism.

People with First Logic dislike speaking in someone else's words and rephrase information they receive in their own way.

Atheists and agnostics are more common among them. Their true religion is science.

They take everything seriously, from solving a problem or selecting the shortest route to finding a good deal on a discounted purchase.

Most of the top students who sit near the board in class and take pride in their knowledge generally have First Logic. They genuinely don't quite understand why so many of their classmates do poorly in school.

Lying is rare among people with First Logic, because in their system of values, thought is of the utmost importance, and nothing should interfere with it. They also dislike being interrupted when they are thinking in silence. Those moments give them a chance to satisfy their greatest need: to think through incoming information carefully. Some people with First Logic can sink so deeply into thought from childhood that they seem not to notice the world around them. They spend hours alone and may suddenly stop in the most inconvenient places to jot down something important.

They can become obsessed with other people's ideas and concepts. They spend hours on end reading books. There is a wonderful story about Einstein, who had First Logic. Once, while with a group of people, he was so absorbed in explaining another brilliant theory that he didn't notice he had eaten some black caviar. When they told him what he had just eaten, he was upset, because he hadn't even noticed it in the heat of his explanation.

They are systematic people. Rules matter to them, and everyone is expected to follow them. Improvisation and uncontrolled chaos frighten them, disrupting the order they want to maintain in their heads.

Second Logic

What are people with Second Logic like? They are people who reason easily and can keep large quantities of information in mind. Their intellect is their main source of support in life. The clearest example of Second Logic is Sherlock Holmes (and his deductive method). Most chess players also have Second Logic, including Garry Kasparov (designated a “foreign agent” in Russia) and Ian Nepomniachtchi. I had the good fortune to watch the rivalry between Magnus Carlsen, a multiple-time world chess champion with First Logic (more systematic and powerful), and Ian Nepomniachtchi, whose Second Logic is less powerful but more flexible. Magnus kept winning, but I knew Ian would eventually find the key to beating him and win the title. He would win because the Second Function, like a river, overcomes every obstacle sooner or later. And that's exactly what happened.

People like this enjoy finding fulfillment in many different activities, constantly broadening their horizons. They live by the principle “Live and learn.”

They enjoy discussing and debating things much more than thinking alone. You could say that, for them, truth is born in conversation and argument. At the same time, they can admit quite easily when they were wrong. In discussions of all sorts of subjects, even subjects they know little about, they effortlessly find arguments to make, as if the information they need appears by magic.

They have remarkable stamina as speakers. They prefer to improvise when giving talks and find memorizing a script rather burdensome. Their ideal format is live interaction with an audience. People like this can happily give interviews lasting for hours. For example, Fidel Castro, the famous Cuban politician, delivered the longest speech ever given at the United Nations (four hours and twenty-nine minutes). He was generally known for giving interviews that lasted hours. Sometimes the interviewers themselves were at the limits of their endurance while he was only just reaching his climax.

Their memory has enormous capacity. They can recall facts, dates, and the people involved in events with astonishing accuracy. They generally read a lot and take in information in the background, almost in passing. For example, someone might be talking to you while reading an article and messaging somebody else at the same time. They absorb information better through text and love to write. They can even write a book almost as a side project. That reminds me of something that happened once. I stopped by the home of an acquaintance who works as an official in the Ministry of Education, just to chat. We'd discussed all sorts of subjects for a long time, but it was my first visit to his home. He had a good library, and one book caught my eye: a detective novel with an intriguing cover and the title *The Syndrome of Forgotten Clues*. I looked at the author's name and saw his. I was surprised, but he just said, “Yes, that's my book. I sometimes write for the pleasure of it.” If he had had any Logic other than Second, he would probably have promoted himself. But with the Second Function, we do a great many things simply for the pleasure of doing them and don't make a big deal out of it.

Communication is like air to Second Logic. Through it, they come alive and restore their energy. Socrates' famous words, “I know that I know nothing,” are characteristic of people with Second Logic. They may know a great deal but deliberately play the fool to draw someone into a conversation. They appreciate it when everything has been planned and discussed, everyone has an assigned task, and the overall plan is clear to all. In business, they are extremely good at entering a chaotic system and putting it in order, getting every part of it working properly. That might involve accounting, sales funnels, management systems, or absolutely anything else. They habitually organize information: they keep to-do lists and long notes with tables. They may even write notes in pencil in the margins of books, as though they were in a conversation —either with the author or with themselves. We said earlier that the First Function is primarily a gift a person gives themselves: a result. The Second Function, however, needs an ongoing process in order to develop. A scientist with First Logic, for instance, might carry out research alone in an office. Someone with Second Logic couldn't work that way: they need colleagues and daily discussion.

Third Logic

What are people with Third Logic like? They are the most inquisitive people of all. They distrust any information they receive and dislike making unequivocal statements, such as “yellow is yellow” or “two times two is four.” First they'll check and argue about it, and only then might they agree. They love discussing all kinds of questions, provided they feel safe and are confident that those around them won't

criticize them. People with Third Logic may have a clear, beautifully formed thought in their own minds, yet often find it hard to explain it to others. This comes from their natural inhibition, fear of being misunderstood, and weak public-speaking skills. They love to argue, but in a discussion they tend to latch onto individual words. That's because a person with Third Logic is a profound skeptic by nature. It's a defensive response. They find it hard to understand something new and become tense, but arguing helps them get a better grasp of the subject. In general, the main negative emotion associated with Third Logic is irritation. Another reason they love arguing is that they always want to communicate at length. Conversation is their greatest pleasure. They especially enjoy being told not just a fact but the whole journey toward that fact, with every stop along the way and without any hurry. They try to do the same themselves. For example, suppose someone says, “We went to the store and came home.” That simply won't do. They need the details: when they went, why they went, what the weather was like, and so on. This is especially important when teaching someone with Third Logic. You might tell them, “Here's how it works.” But that won't make sense to them. They need to hear the entire process, in detail, with all the stops along the way, and then hear it repeated several more times. That's how they learn it well.

At school, children with Third Logic find learning very difficult. They suffer because of it, and their classmates tease them. Teachers need to work with them more carefully and patiently. We have talked about how the Third Function has an energy deficit and needs constant training. For a person with Third Logic, school can be a very difficult period of life that causes a great deal of trauma.

People with Third Logic believe it is wrong to cut a conversation short or treat it as unimportant. Here's an example. A young man was talking about his girlfriend: “We started dating, and everything was fine for the first two months. But then little warning signs gradually appeared. At first I thought they didn't matter, but later I realized they were the most important things.” They had always talked a lot, and he felt that his girlfriend enjoyed spending time together in the park or at home. But he had the sense that she was always just a little irritated. At some point, her irritation grew, and they had their first argument. That argument revealed the following. She told him: “You seem smart, but when you talk to people, you have no idea how to think about them. You're just an information dispenser. Every story you tell is interesting, but there's nothing inside it. When it's over, I feel as though I'm still hungry.”

At the time, the young man couldn't understand her complaint at all. But when he heard about people with Third Logic, he immediately realized that the description fit his girlfriend. What was going on? The young man himself had First Logic (which, as you remember, is result-oriented), so he really was an information dispenser. His girlfriend had Third Logic, whose thinking is not merely process-oriented but super-process-oriented. That is why she came away from their conversations “hungry” (unsatisfied).

For people with Third Logic, it is important to have the right to doubt things and ask many questions. Many of them practically speak in clarifying questions.

A person with Third Logic may have scattered, loosely connected general knowledge—a little bit from all sorts of fields—in order to come across as well-read and show off their intelligence a little. In reality, though, Third Logic likes to broaden its horizons rather than deepen its knowledge. It can be very difficult for these people to study just one area of knowledge.

As we said, conversation is Third Logic's favorite dish. A leisurely, aimless talk about nothing in particular, without anyone being labeled smart or stupid—the sort of conversation people have around the kitchen table—is a real delight for Third Logic. They adore people who are willing to listen to them at length and

are very afraid of losing such listeners. A person with Third Logic tends to trust sources that strike them as authoritative more than their own conclusions. If someone speaks eloquently and confidently, they may blindly adopt that person's point of view to avoid spending energy on reasoning things out for themselves.

These people value academic degrees more than anyone else and dream of becoming professors or earning doctorates. To them, such titles offer direct confirmation of their intellectual ability and a 100 percent guarantee of other people's approval. Here's a simple example: Napoleon considered his membership in the Academy of Sciences far more important than his numerous military decorations.

These people struggle with writing, which is why they dislike writing essays from childhood. Public speaking also fills them with intense fear. They literally memorize their speeches, terrified of appearing foolish and incompetent. People with Third Logic generally speak first and think afterward. They realize that this works against them, but they can't always control themselves. Compare that with a person with First Logic, who never speaks without thinking first (their psychotype begins with thought, and so does their sequence of actions). For someone with Third Logic, by contrast, a different Function comes first, so it is harder for them to weigh their words.

People with Third Logic are the main consumers of crosswords, all sorts of tests, and puzzles. These let them work on their Third Function in a safe environment without being judged by others. They are frequent contestants on, or viewers of, quiz shows such as *What? Where? When?* and *The Smartest*. They may even watch reruns. The most valuable potential of a person with Third Logic is the ability to understand a particular field more deeply than anyone else. If something truly captures their interest, they'll learn the subject inside and out many times over. Examples include Steve Wozniak with computers and Tatyana Chernigovskaya with brain research.

Fourth Logic

What are people with Fourth Logic like? They are people whose thinking is more creative than rational. They dislike thinking too much and look for simple solutions, choosing them intuitively. When they reject facts, they might argue, “That's just how I feel.” For example, Oleg Tinkov (designated a “foreign agent” in Russia) said this repeatedly in an interview with Yuri Dud (also designated a “foreign agent” in Russia). This happens because Emotion comes earlier in their psychotype, and Logic comes last. Subconsciously, they hope the issue will have resolved itself by the time it reaches Logic. As you know, a person doesn't like expending unnecessary energy through their Fourth Function.

People with Fourth Logic take little interest in science, books, or ideas. They tend to look at a fact in isolation rather than explore its context. But sometimes they can gather all the energy of their Fourth Logic and surprise everyone with ideas of their own.

They greatly respect experts in different fields and often speak in those experts' words, even copying their behavior. In conversation or argument, they may forget their arguments and feel uncomfortable, only to remember at home what they could have said. When talking about something they are unsure of, they say that a particular authority said it. That way, they remove themselves from responsibility for the information's accuracy. People with Fourth Logic acquire no more knowledge than they need for the task at hand. They have difficulty making themselves study. One of their main problems, which keeps them from realizing their potential fully, is that they are capable of taking action but don't know how. To get new information, they have to persuade themselves to go and find it.

People with Fourth Logic have several strengths. First, they are receptive to virtually every kind of information and are extremely flexible in how they approach different ideas. As you remember, the Fourth Function is a blank canvas. If a person with Fourth Logic finally applies themselves, they can become an excellent expert. Unlike First Logic, they can change their mind every day without becoming prisoners of what they already know. Second, they are better than anyone at processing information into simple, understandable forms.

Absolutely everyone loves the knowledge that Fourth Logic produces. That's because Fourth Logic has a quality known as effective laziness. Someone with Fourth Logic studies the material, selects what matters most, and ruthlessly cuts away everything unnecessary. The finished material is so accessible that even a child can understand it. At the same time, people with Fourth Logic easily undervalue their intellectual work and freely share articles and ideas, just as a person with Fourth Physics might give money away.

People with Fourth Logic are excellent listeners. They like being able to conserve their energy by letting someone else do the talking, occasionally adding their two cents.

They may struggle to connect scattered facts and put together an overall picture of an event. While people with Second Logic have a natural capacity for deduction, Fourth Logic lacks it. We said that people with Third Logic love intellectual games, but people with Fourth Logic generally dislike any activity that requires thought: crosswords, trivia games, escape-room-style quests.

People with Fourth Logic avoid mental work, preferring to ask others for help. They dislike reading long texts. When studying, they are tempted by book summaries. Collections of ready-made answers particularly delight them.

PART THREE

Reading People Beyond Words: The Power of Understanding

READING PEOPLE BEYOND WORDS

PART THREE

3.1. How to Identify a Psychotype? Deduction

Deduction

Now it's time to learn how to determine someone's psychotype. This skill gives you the opportunity to develop and achieve tremendous growth in every area of your life. To identify psychotypes correctly, we're

going to learn the method of deduction. We become Sherlock Holmeses: we gather all sorts of information about someone, notice important details, and reason privately along these lines: maybe this person has First Physics—or maybe not; they definitely have First Emotion ... and so on. Deduction works especially well in reverse, when we can rule out things that clearly don't fit. For example, if you see a very large, massive person, they're unlikely to have Fourth Physics. Or if you see a sweet, good-natured person with a gentle gaze, that's definitely not the gaze of First Volition. If someone has thin wrists and long fingers, for example, they're unlikely to have Second Physics (which is usually stocky, with broad wrists and short fingers).

You can determine someone's psychotype by looking closely at them—that is, by examining their appearance; by talking with them—that is, through conversation; by observing them, whether on social media or simply from a distance; and by gathering facts about them.

For example, if I hear that someone is always worrying about their appearance, I can already hypothesize that they have Third Physics. Notice that I'm not making a definite claim; I'm simply considering the possibilities.

Try to use all the information you have about a person: their appearance, their speech, and facts from their biography. The more information you collect, the more accurate your conclusion can be. For example, many beginners like to focus only on outward signs: body size, facial physiognomy, and the gaze. That's a valid approach, but it is even better to keep observing the person and gathering information. If you can't get at the answer from one angle, you can always try another.

Life Scenario

If you had the chance to make a film about your life, which events would definitely make it into the movie? I'm sure your life has included a million funny stories, perhaps personal dramas and inspiring victories. Every moment you've lived through has helped shape your psychotype in its own way and made you the person you are today. There's a simple formula: **a person = psychotype + life scenario**. We've examined the psychotype and the kinds of energy at work within it. That accounts for, let's say, only 50% of a person. What makes each of us unique is not our psychotype but our life scenario: the particular path we follow after birth—every step, every thought and skill, how we were raised, the work we do, and the places we've had a chance to visit.

Imagine a four-layer cake completely covered in cream, icing, and berries. Behind all those elaborate decorations, it's hard to tell what the cake is made of inside. The cake layers are the psychoskeleton, while everything on the outside represents the events and experiences that turned the basic structure into a unique design. Our task in Psychosophy is to recognize that very core (the foundation) from which a person's life began, while accounting for—but not getting too distracted by—the diversity of people's life stories. That is the psychotype. Someone's life scenario is interesting, of course, but our task is to determine their psychotype. For example, imagine someone with Fourth Physics who has been bodybuilding since early childhood. They've become enormous, and we might think they have First Physics. But beneath all that built-up muscle is still the same skinny Fourth Physics.

Now imagine someone with Second Emotion who has gone through many upheavals and withdrawn into themselves. On the outside, they seem to have Third Emotion, but sometimes, in moments of joy, you can glimpse that same bright Second Emotion. This is how we need to reason if we want to read people: “My friend, let's suppose you have First Volition. I can see it in your gaze. But just in case, I'll think about

what's happened in your life. Could something have affected your Volition? Maybe your parents suppressed it when you were a child, or maybe you experienced some major failure. How has life settled over your psychoskeleton?" That is the right kind of reasoning.

Method of Elimination

If we correctly identify even one Function in someone's psychotype, our task becomes much simpler, because many possibilities are ruled out.

It's simple, because there are four Functions. For example, we can clearly see all the signs of Fourth Physics in someone: they're thin, refined, with a sad gaze and a body that seems somehow lazy. At the very least, we understand that they definitely don't have First or Second Physics, because they aren't large or fleshy. This means we can eliminate every possibility with First or Second Physics. That is the method of elimination.

Mastery Doesn't Come Immediately—but It Comes Quickly

I know people who worry that they can't do something they've been trying to do for all of two minutes. Know anyone like that? Don't worry if you find it difficult to determine someone's psychotype at first. Everyone goes through a learning process. Here, as in any other pursuit (whatever it is you're doing), you simply need to strengthen your knowledge and practice. Each time, you'll discover something new. You'll learn to notice details and nuances. You can be sure that, after spending time reading this book, people will become much easier for you to understand. Before you know it, you'll be putting what you've learned to use with pleasure and gratitude. One wonderful feature of Psychosophy is that people are always right in front of you. Every day offers practice; you don't need to go anywhere. Simply by observing yourself and those around you, you grow every day. If you've identified only 25% of a psychotype (one Function), that's already a success. If you've identified 50% (two Functions), that's a real victory.

Generalized Portraits

Let me remind you of something I said at the beginning of the book: the descriptions here are generalized portraits of different kinds of people. You need these portraits as a knowledge base for deduction and for reasoning about what someone's psychotype might be. The people you'll meet on the street, at work, and among your loved ones are, of course, a little more complicated.

A Glitch in *The Matrix*

There's a curious phenomenon. As it happens, all psychotypes resemble one another by 25%, 50%, or 100% (that is, they match in one, two, or four Functions). This can lead to funny situations in which you encounter people who look alike even though they aren't related. For example, Hollywood's two Ryans—Reynolds and Gosling—have the same psychotype (LEFV). Take a look at their photos. Or consider our own Instasamka and Morgenshtern (designated a "foreign agent" in Russia), who both have the psychotype VELF, which is why they're so often compared. It's the same psychotype in male and female form. Of course, they aren't completely identical, but there are quite a few similarities. So when you feel you're beginning to guess someone's psychotype, what's happening is that your brain recognizes a Function you've encountered before—maybe even two, or perhaps all four.

Eyes and Gaze

Before I begin discussing someone's appearance, I want to single out one particular feature: the gaze. Eyes can tell us a great deal about a person. People say the eyes are the mirror of the soul, but in fact they reflect the soul, spirit, and mind—that is, Emotion, Volition, and Logic.

Volition determines firmness or softness in the gaze. For example, you already know that someone with First Volition looks at everyone sternly, while someone with Fourth Volition has a gentle gaze. In this way, we can see strength of personality, leadership qualities, and willpower in someone's eyes.

Emotion determines expressiveness or restraint, openness or inhibition, as well as eye contact (like an actor looking for an audience). In other words, through the gaze we can see someone's emotional strength and mood.

Logic determines whether someone's gaze is thoughtful or distracted. In other words, the gaze can reveal the quality of a person's thought process: how focused they are, whether they look at things appraisingly or, instead, show simple curiosity.

Now let's move on to the procedure for determining a psychotype. First, we identify Physics, then Volition, Emotion, and Logic.

Upper and Lower

Take a piece of paper and write down four letters: F, V, E, L.

To determine someone's psychotype, you first need to think about where each kind of energy is located—in the Lower or Upper part. Remember, Lower means the First or Second Function (a person's strength). Upper means the Third or Fourth (a weakness). For example, if someone is sensible, even a bit pedantic, that suggests First or Second Logic. Great; we've already made things simpler. If a Function is Lower, draw a downward arrow next to its letter; if it is Upper, draw a downward arrow as well. This leaves us with a few of the 24 possible types to consider.

How I Do It

Someone shows me a couple of photographs of a person. I look at their body's proportions. Their face: I see a large head, broad shoulders, excess weight. I wonder, does this look like First Physics, or is it Second Physics that has gained a lot of weight? Well, let's put Physics in the Lower group for now and see. Next, I notice that the gaze isn't very inquisitive, so Logic should go in the Upper group (Third or Fourth). That's how deduction works. I hope the general idea is clear so far.

IDENTIFYING PHYSICS

PART THREE

3.2. Identifying Physics

We should begin with Physics, because it is the easiest Function to see.

Imagine that someone appears on the horizon, so far away that we cannot even see their face. Simply by looking at their silhouette and body proportions, however, we can tell that they are large and fleshy. We immediately hypothesize that their Physics is First or Second. If they are thin and tall, their Physics might be Third or Fourth.

Once the person is standing right in front of us, we can also evaluate their face, limbs, gait, physical grace, movements, and much more.

The first things that come to mind when we describe someone are their size and appearance. Many authors introduce characters to their readers in exactly this way. “Prince Bolkonsky was a rather short, very handsome young man with well-defined, lean features,” writes Leo Tolstoy in *War and Peace*. Just one sentence gives the reader an idea of what Prince Andrei looked like. Based on that description, we can make a hypothesis about the position of Physics in Bolkonsky's psychotype.

Let me list the principal characteristics of First, Second, Third, and Fourth Physics.

A person with First Physics usually has a large, rounded body. These are often people with large heads, jaws, noses, and lips, and with full, well-developed musculature in the face and body. They have an imposing physique that you can notice from a distance. This size may be distributed throughout the body or concentrated in particular areas: a large belly, excessively broad shoulders, a large head, massive thighs, heavy legs, powerful arms, thick ankles and feet, and so on. I know a girl who is very symmetrical and refined in every respect, except that her calves are extremely massive, as though they belong to a different body. That gives away her First Physics.

In other words, certain body parts betray the excess of Physics. Remember that the First Function represents an excess. In this case, it is an excess of physicality. These people have the slowest metabolism and tend to gain fat almost immediately. Unfortunately, obesity is a real problem for people with First Physics. Before age thirty, they look beautiful, like statues from ancient Greece. After thirty, because they enjoy eating delicious food in generous quantities and tend toward laziness, they gain noticeable weight through fat accumulation. Their layer of subcutaneous fat is the thickest of all four Physics positions.

People with First Physics also have a heavy, powerful skeleton. Many weigh 90–100 kg, which is normal for them. For this reason, swimming and running are difficult for them. They simply sink in the water and run slowly, because their joints have a hard time carrying so much weight. In women, the lower body often has an hourglass shape: broad hips, a firm chest, and a little fat everywhere. Their movements reveal strength, an unhurried pace, and a touch of laziness, like a bear's. When you stand near such a person, you sense an atmosphere of sheer scale and abundant life energy, as though they fill all the space around them.

Because First Physics is result-oriented, someone with it is not especially mobile and does not like overly active recreation. What matters to them is getting the result: eating, sleeping, having a good time. They prefer that by far to being engaged in a process—playing sports, tidying their home, going for walks, or spending their free time being active. Examples include Shaquille O'Neal, Lana Del Rey, Sylvester Stallone, Lolita Milyavskaya, Will Smith, and Monica Bellucci. Don't forget to look at photographs of them when they were young.

A person with Second Physics has a compact, rounded body. They may have broad cheekbones, round heads, and short necks. Remember how we said that people with Second Physics are natural fighters and protectors? That is why nature gave them such a sturdy, well-protected body. They have broad backs, usually rounded shoulders, and a low center of gravity (a wrestler's build). Their strong bodies radiate energy and strength, and watching them work is a real pleasure: their movements are naturally precise and well-calibrated. They embody the beauty of the body as a harmonious, flawless mechanism.

As for facial features, the nose is usually compact, rounded, and somewhat bulbous, like a little potato. The lips are full and slightly plump, but without the excess seen in First Physics. The jaws are medium-sized, and the cheekbones are slightly prominent and sturdy (this kind of face stands up to blows better than any other). In fact, when I have watched MMA or UFC fighters, I have noticed that even if a fighter with

Second Physics takes a lot of hits to the head, they still end up with relatively little bruising and only small hematomas—unlike even fighters with First Physics, let alone Third or Fourth.

Their forearms and lower legs are short, as are their fingers and toes. Their muscles are strong and enduring, with clearly defined contours if they are not overweight. They are usually not very tall. I very rarely encounter tall people with Second Physics. They do exist, though—for example, the legendary basketball player LeBron James. His size might tempt you to type him as First Physics, but his Volition is definitely in first place, as you can judge from his gaze.

Unlike First Physics, Second Physics shows dynamism, energy, and restlessness in movement—a kind of urge to keep moving, unless the person has serious health problems. As an osteopathic physician, I see children in my practice, including children with Second Physics. When I work with them, I can feel that restless urge inside them. It is very difficult for them to lie still in one place and do nothing. That is why people with Second Physics are called hard workers: they love working and hate laziness. Not bad, right?

Their metabolism is slow, and they have some tendency to gain fat, though much less than people with First Physics. Because Second Physics is process-oriented, the person is active, dynamic, and full of vigorous strength. They will constantly be doing something around the house, engaging in active recreation, or playing sports. They are bursting with life.

Examples include Gerald Butler, Charlie Hunnam, Nastasya Samburskaya, Shakira, Tom Hardy, and Selena Gomez. Don't forget to look at photographs of them when they were young.

People with Third Physics do not have the fleshy, rounded body of First or Second Physics. Instead, they tend to be angular and thin, like the corners of a triangle. This is assuming, of course, that we are not looking at professional athletes who have built up their muscles. Keep that in mind too.

These people show asymmetry in their faces and bodies. They often slouch and may have postural curvature. In my experience, severe cases of scoliosis occur mainly among people with Third Physics. We said earlier that all sorts of ailments tend to cling to Third Physics, because at the level of the body they have an energy deficit and not enough power. Third Physics generally has an elongated, asthenic body, long arms and legs, prominent ribs, a strongly hooked nose, and long fingers and toes, together with thin wrists and ankles. The face has sharp contours, small cheekbones and jaws, and often a wrinkled forehead.

When health problems are present, the lower body may become swollen and heavy. It may then look like First Physics to us, but it is not the naturally large physique of First Physics; rather, it is Third Physics with circulation problems in the legs and pelvis. It will not have the same sense of strength as First Physics. The muscle layer is usually thin but well-defined, because people with Third Physics have the fastest metabolism. When they eat heavily, they can gain a lot of mass; when they eat little, they can lose it almost instantly.

Because Third Physics is process-oriented, these people are fairly active. Their bodies demand movement, sometimes even too much of it, provided they are not exhausted. They are very fond of active recreation. If you watch them on public transportation or in a shopping mall, you may see them fiddling with something in their hands or pacing back and forth, with a certain nervousness to their movements. Examples include Valeriya, Adam Driver, Anna Khilkevich, Sarah Jessica Parker, Pavel Volya, and Bill Gates. Don't forget to look at photographs of them when they were young.

To sum up, First Physics is like an elephant or bear, with heavy, slow movements. Second Physics has precise, beautiful, energetic movements. Third Physics has jerky, excessively active movements, while Fourth Physics has lazy, you might even say half-alive, movements.

People with Fourth Physics can have all kinds of bodies. Any Fourth Function is like an auntie. Aunties come in every variety: some look like models, some are on the plump side, and some are thin. The Fourth Function is much the same; you can find it in people of all kinds of physical conditions. It depends on what the person has managed to paint on their "blank canvas."

Fourth Physics has a certain elegance, smallness, lightness, symmetry, and regularity of features in the face and contours of the body. Look at Lionel Messi or Ariana Grande, and you will immediately understand what I mean by being small in scale. Their movements show passivity and laziness, but also, once again, lightness. That is because their skeleton is light; their bones weigh less than the heavy skeleton of First Physics. For this reason, athletes with Fourth Physics are among the fastest in the world.

Incidentally, returning to Messi: the whole world cannot understand why he runs so little yet is the greatest player in the history of soccer. Here is the explanation: Messi has First Logic, meaning he plays with his intellect. That is why people call him a genius of soccer, as Einstein was a genius of science. At the same time, he has Fourth Physics in his psychotype. He is naturally lazy and runs no more than necessary. As you can see, that makes for a devastating combination for his opponents.

There is little liveliness in the facial expression and gaze of Fourth Physics, along with an enduring sadness. In people with Fourth Physics, the body seems not to have been activated (sleeping energy). Naturally, this shows in their appearance too: little zest for life, a pale complexion, and sadness in the eyes. Their bodies need not be small; they may instead be elongated, with long limbs, little muscle development, and a minimal layer of fat. A slight slouch is possible.

Compared with Third Physics, there are similarities: both may be described as asthenic. But Third Physics has much more dynamism and life, while Fourth Physics has more beauty and elegance. Their noses are usually straight and regular; their foreheads and faces are smooth, clear, and even. Their appearance holds up very well over the years. We talked earlier about how other people cannot understand why those with Fourth Physics still look so young after many years. In this respect, they were simply lucky with their psychotype. I will add that the combination of Second Emotion and Fourth Physics produces very beautiful people. Some examples are Charlize Theron, Mads Mikkelsen, Amber Heard, Galina Vishnevskaya, Ariana Grande, Colin Farrell, and Cara Delevingne.

Among people with Fourth Physics, you may also encounter bodies that resemble Second Physics: stocky, short people. But if you look closely, they lack the same energy, dynamism, and zest for life. So pay attention not only to appearance but also to what lies beneath it.

Let me repeat: because Fourth Physics is result-oriented, a person with it will be relatively inactive and quite lazy. They are more inclined to conserve energy than to expend it. What matters to them in an activity is the result, not the process. Examples include Robert Downey Jr., Johnny Depp, Benedict Cumberbatch, Anya Taylor-Joy, Helena Bonham Carter, and Eva Green.

After you have looked someone over and gathered information about them, switch on your inner Sherlock Holmes and reason through the following questions:

Is this person's Physics more likely to be Lower—First or Second? (They are large, thick-skinned, energetic, fleshy, and heavily built.)

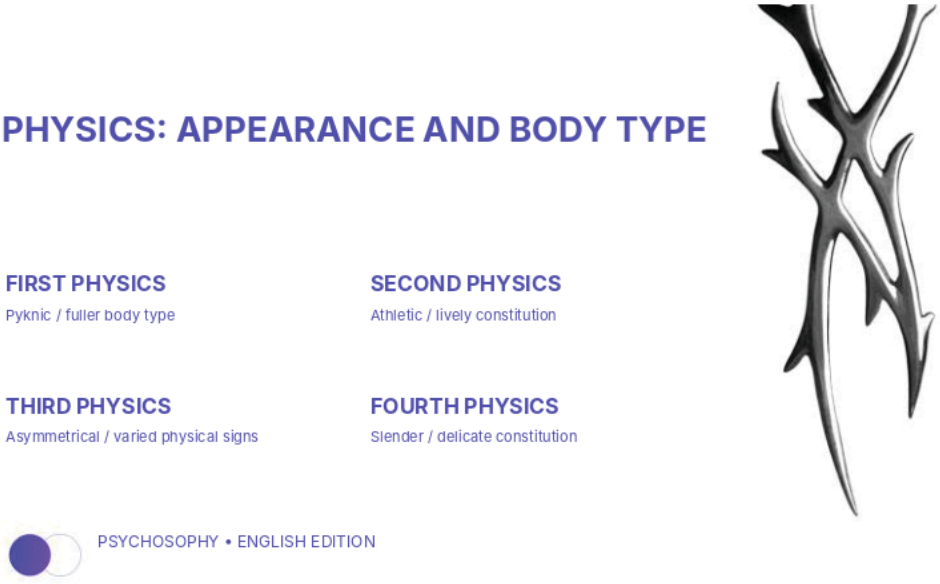
Or is their Physics Upper—Third or Fourth? (They are refined, sensitive, elongated, light, and a little lazy.)

Put the appropriate arrow beside the letter F. Then ask yourself the next question:

Is this person's Physics result-oriented—First or Fourth? (They show more stillness and make fewer movements; that is, they display less process.)

Or is their Physics process-oriented—Second or Third? (They gravitate toward dynamism, activity, and unnecessary movements; they cannot sit still in one place.)

Now you can write the specific number beside the letter F.



If you want an additional description of physicality (the different Physics positions), look up the typologies of Kretschmer and Sheldon online. Their illustrations show approximately what a person's body should look like. If someone has gained a lot of weight or changed over the course of their life, it will be more difficult, but you can always make out their constitutional body type.

First Physics — pyknics, endomorphs, hypersthenics.

Second Physics — athletic types, mesomorphs, normosthenics.

Third and Fourth Physics — asthenics, ectomorphs.

IDENTIFYING VOLITION

PART THREE

3.3. Identifying Volition

First of all, we identify Volition by a person's gaze. In someone with First Volition, it is firm, decisive, direct, and hard. You have to agree that it's difficult to imagine a born leader with a different kind of gaze. It is no accident that the behavior of people with First Volition is compared to that of royalty: stately manners and gestures, frequent commanding expressions (“I said so,” “I ordered him to do it”), and an excess of the pronoun “I” in their speech (they really do overuse it). And this is true regardless of where a person was born or what social status they have. Look at the rulers of different countries: the overwhelming majority of them have First Volition. For example, Donald Trump, Vladimir Putin, Margaret Thatcher, Queen Elizabeth, and others. The atmosphere around these people is resonant and hard. You sense a

distance they have established that must not be crossed, along with heightened demands on those around them. It feels as though you cannot take liberties in their presence, as if you really were standing before a tsar.

But also bear in mind that if this “tsar” was suppressed by parents or classmates in childhood, the person may look like a cornered animal, with noticeably less confidence in their gaze. There's nothing to be done: fifty percent is psychotype, and fifty percent is life experience. Still, you can make out all of the traits mentioned above. One more small observation: when we see someone with a stern gaze, we should not immediately assume they have First Volition. We also have to rule out First Logic, because the two can look similar: both have an inner strictness and discipline, but someone with First Volition will still be harder.

Examples include Vladimir Lenin, Beyoncé, Ksenia Borodina, Alexander Gordon, Jason Statham, and Irina Shayk. Don't forget to study people's biographies: their character can become softer or harder over time.

People with Second Volition also have a confident gaze, but unlike First Volition, it is calmer, more relaxed, and a little more serene. You get the feeling that the person is in a state of Zen. Since Volition is the lever of the psychotype and colors all the Functions in its own way, people with Second Volition seem to have more balance in everything than others do. The atmosphere around them is not resonant but gentle and friendly. After talking with them, you recover a little of your strength, as though you had just had a session with a psychologist. You can sense a boundary, since these people have strong personal boundaries, but you also feel invited to make contact. At the same time, a person with Second Volition regularly pays attention to other people's emotional comfort and respects the distance that the other person establishes. If someone lets them come closer, they gladly close the gap; if someone keeps their distance, they respectfully stay back. Outwardly, a person with Second Volition seems at ease and uninhibited. They are like an open book. They really dislike conflicts and do everything they can to stop them. Like a true peacemaker, they seek positive relationships with the people around them.

Examples include Dima Bilan, Klava Koka, Elena Temnikova, Jean-Claude Van Damme, Tom Cruise, and Kristen Stewart. Don't forget to study people's biographies: their character can become softer or harder over time.

People with Third Volition have a tense, darting, unsteady gaze. Their eyes may also show an affected sternness as a form of self-defense. After all, as the saying goes, the best defense is a good offense. Sometimes their gaze looks tired, as if from some inner torment. They try to avoid direct eye contact because it takes a great deal of energy and feels like a personal confrontation. Whereas the force of First Volition's gaze is excessive, that of Third Volition is insufficient and elusive, because at its foundation lies an energy deficit. I should also point out that the gaze of Third Volition can resemble that of Third Emotion, since both have a need to conceal their true state. But with Third Emotion, what is hidden is mood and feeling; with Third Volition, it is insecurity and weakness of spirit. This is a natural form of self-defense. The atmosphere around these people is resonant. It is difficult to relax in it, and you sense a kind of dynamic tension. Sometimes there is an atmosphere of dejection, as though the person is chronically unable to achieve what they want. With First Volition, the distance is very pronounced; with Third Volition, it exists too, but if you apply a little pressure, you can easily pass right through it. People with Third Volition feel this and dislike it intensely, but there is nothing they can do.

Let me repeat: this book gives you the basics. You may encounter someone with Third Volition who has trained themselves so thoroughly that they could give anyone with First Volition a run for their money. But there are few such people. Through training and knowledge, you can shape almost anyone into practically anything. Think of how Cristiano Ronaldo turned his Third Physics into a masterpiece. He developed his body to its maximum potential, whereas originally he was a skinny, somewhat awkward-looking young man who lacked confidence. You can do the same with any Third Function.

Examples of Third Volition include Madonna, Philipp Kirkorov, Larisa Guzeeva, Miley Cyrus, Vladimir Zhirinovsky, and Basta. Don't forget to study people's biographies: their character can become softer or harder over time.

People with Fourth Volition have a gentle, peaceful, cheerful, almost childlike gaze. It is no accident that people with Fourth Volition are called big children. Their gaze has little firmness or persistence, and it quickly puts others at ease because it inspires trust. Quite often, these people have a smooth, soft, nonprominent chin.

People with Fourth Volition are the most comfortable to be around: they have less tension, anger, jealousy, and resentment. Their personality—that is, their Volition—occupies a position that cannot be traumatized (the fourth position). This means they do not accumulate wounds to their ego over the course of their lives. People with First and Third Volition accumulate the most ego wounds. The atmosphere around Fourth Volition is nonresonant: relaxation, love of life, comfort, and a sense of safety for others. Distance is practically absent, and you get the impression that you could walk straight through the person and back again as if nothing had happened. Just look at the enormous difference between First and Fourth Volition. With First Volition, you can almost physically feel a barrier (the person is difficult to approach), whereas with Fourth Volition it is nearly absent and communication is easy. I am not praising Fourth Volition by any means. It has its drawbacks. For example, people with Fourth Volition can be irresponsible, unlike those with First Volition.

I ask you to take one thing very seriously: there are no bad or good psychotypes. I often hear beginners ask, “Is my psychotype a good one?” You need to forget that question immediately—we are categorically opposed to attaching labels of any kind. There is a particular person who, by the will of fate, was born with a particular psychotype, but their path through life is unique. Psychosophy is a simple, convenient tool for understanding a person, not a sorting plant.

Examples of Fourth Volition include Shakira, Alexandra Daddario, Sergey Lazarev, Gal Gadot, Ivan Urgant, and Djigan. Don't forget to study people's biographies: their character can become softer or harder over time.



A few words about “hard” and “soft” Volition. Since Volition is the commander of the psychotype and colors it in its own tones, interacting with people who have First or Third Volition feels different from interacting with people who have Second or Fourth Volition.

First and Third Volition occupy more vulnerable positions in the psychotype, positions more susceptible to injury. As a result, their owners acquire many wounds over the course of life, and their egos are more deeply traumatized. Such people seem harder, more tense, and more uncompromising to us. The more inflated their ego is, the more deeply wounded they are.

Second and Fourth Volition occupy positions in the psychotype that cannot be traumatized, so their owners give the impression of being gentler, more democratic, and less resonant. This means that when you encounter someone in person or online, you can immediately get a sense of whether their Volition is hard (First or Third) or soft (Second or Fourth).

Add an assessment of their Physics—even just whether it is Upper or Lower—and you can practically say you have their psychotype in the bag.

After you have examined the person and gathered information about their Volition-related qualities, switch on your inner Sherlock Holmes and reason through the following questions:

Is this person's Volition Lower (First or Second)—that is, are they a leader who feels confident at the center of attention, is goal-oriented, and finds pursuing goals as easy as breathing?

Or is their Volition Upper (Third or Fourth)—that is, are they more passive and unsure of themselves, preferring to stay in the background and help others rather than direct them?

Put an up or down arrow beside the letter V.

Next, ask yourself:

Is this person's Volition resonant and tense, suggesting First or Third Volition?

Or, on the contrary, is it nonresonant, gentle, and calm, suggesting Second or Fourth Volition?

At this point you can write the specific number beside V.

IDENTIFYING EMOTION

PART THREE

3.4. Identifying Emotion

How can we identify Emotion in a psychotype?

People with First Emotion may have large, expressive eyes with something like an inner light—as though, if you turned off the lights, their eyes would still be visible in the dark. It seems that their excess emotional energy is transmitted specifically through the visual channel. People with Third Emotion, by contrast, have darkened eyes (the Third Function is a deficit), and consequently they have little emotional energy. People with First Emotion can practically hypnotize someone with their eyes, drawing the person's attention to themselves. Think of the fakirs who play a flute and control a cobra: First Emotion can do almost the same

thing. Only they do it with their eyes, combined with animated gestures (like Italians), while also controlling their voice. They have a masterful command of their voice, which is powerful. As soon as they sense that they have captured someone's attention, they may begin speaking more quietly to hook the person even further. Then they suddenly say something louder, creating emotional swings. You could call these people emotional dictators: they have an excellent feel for their connection with an audience. You might say they depend on attention from other people. They are natural actors—but of the theater rather than the movies. They spend their whole lives playing some kind of role and often overact. Take thirty percent of the force out of their emotions and you would have a well-balanced actor.

People with First Emotion have broad, memorable smiles and loud, unrestrained laughter. Laughing at the top of their lungs—that's them. People used to say of Pushkin that when he laughed, you could see his guts. You may encounter such a person in one of two modes: either completely absorbed in themselves or releasing an enormous burst of emotion. We have discussed how all First Functions operate in volleys, like a cannon. First they fire everything they have stored up, and then they go into a deep recharge.

The speech of someone with First Emotion may be full of vivid comparisons and flights of fancy (often inappropriate ones). Such people are constantly trying to add an excess of color to ordinary events so that neither they nor the people around them get bored. They have good visual memories; most of them are visually oriented.

One special point is worth making: with the combination of First Emotion and Second Physics, the eyes may be expressive and seem to glow without actually being large. As you may recall, according to the description of Second Physics, vital organs must be protected, so the bones of the skull shield the eyes. Examples include Garik Kharlamov, Anna Sedokova, Yulianna Karaulova, Zivert, Jackie Chan, and Mikhail Galustyan. Keep in mind the situation a person is in: they may have to act unlike themselves and show emotions that are not genuine (during a photo shoot, an interview, a conversation, filming, and many other situations).

People with Second Emotion usually have medium-sized eyes and an expressive gaze in which you can read a rich palette of feelings. They are naturally capable of expressing any emotion beautifully. It comes to them effortlessly, and watching them is a pleasure (even if they are not actors).

People with Second Emotion have especially lively facial muscles and rosy cheeks, as if someone had added more color to their faces than to anyone else's. You know those children's coloring books? A page that has been completely filled in with color—that's them. And a page nobody has even started coloring in—that's Third and Fourth Emotion. If you study the face, you can see that First Emotion captures people primarily through the eyes, whereas someone with Second Emotion does so through remarkably lively facial expressions. Thanks to this expressiveness, their face is symmetrical and seems made for displaying the entire richness of human feeling. Their eyes, too, can be very alluring.

One common sign of Second Emotion is a charismatic narrowing of the eyes. Look, for example, at Neymar, Ariana Grande, or Megan Fox and you will see what I mean: it looks as though the person is being a little sly. Such people are oriented toward interacting with those around them, just as an actor interacts with an audience. They are ready to share their emotions endlessly without tiring. If you observe someone with Second Emotion closely during a conversation, you may notice how quickly and subtly their eyes move, like the wings of a hummingbird. They do this to read the body language and facial expressions of the people they are talking to, so they can instantly change their role, tone of voice, and gestures. Yet

they capture their audience's attention very naturally, much more gently than someone with First Emotion. You can talk for several hours without noticing how the person with Second Emotion is directing your attention. A typical person with Second Emotion almost always seeks eye contact, just as a true actor seeks it with the audience.

Their laughter is brief, cheerful, and without excess. They laugh for exactly as long as is needed. Their speech is full of precise imagery. They constantly try to enrich their stories with new elements, choosing words to match the listener's mood so that the conversation does not go flat and stays lively. They switch “roles” at the snap of a finger. When recounting a story, they can easily act out a scene for two people, or even three. They have an excellent command of details, creating the impression that you took part in the events yourself—almost a 5D immersion effect.

It will be easiest for me to give examples from this category, because I can open a celebrity website right now and already know that most of the people there will have Second Emotion. It is much easier for them than for others to make themselves visible in the world. Their sense organs are practically made for it. Examples include Polina Gagarina, Egor Kreed, Angelina Jolie, John Travolta, Matthew McConaughey, and Yulia Gavrilina. Keep in mind the situation a person is in: they may have to act unlike themselves and show emotions that are not genuine (during a photo shoot, an interview, a conversation, filming, and many other situations).

People with Third Emotion have a rather dry gaze, usually hard and impenetrable, that keeps their true feelings under lock and key. We have discussed how, for someone with Third Emotion, revealing their feelings is like finding themselves naked in the middle of a city's main square. That is why they have to defend themselves this way. Let me repeat that their gaze can resemble that of someone with Third Volition, because both have something to hide. They are afraid to show their true mood.

If the gaze of First Emotion is like a spotlight, the gaze of Third Emotion feels as though there is a certain darkness in it instead of brightness. Along with a coolness, you may see something like a sad inner gleam. A slight sadness in their eyes really is normal for them because people with Third Emotion experience chronic “hunger” from a lack of impressions.

Their facial muscles are not especially expressive. Their emotional reactions can be quite interesting, but they are very rare. Most of the time these people have impassive faces, but believe me, their emotions are raging inside; they simply cannot express them. Remember the woman who compared the Third Function to being unable to give birth, no matter how hard you tried?

People with Third Emotion hardly ever smile broadly and openly. They laugh silently or in a very restrained way. The corners of their mouths are often turned downward.

Again, they experience most of their feelings internally, while keeping them firmly under control on the outside. They hold on to sadness, joy, and other emotions for years. The people around them may never find out what was really happening in their souls.

There is a story about a professor. When his wife died, he said nothing about it and showed no emotion in public. But thirty years later, he published a book filled with memories and reflections on what he had experienced. Only through that book, many years afterward, did he find a way to express his emotions.

People with Third Emotion like to display refined humor and then watch, straight-faced, as everyone laughs. In this way they enjoy themselves and draw a little attention to themselves.

Their gestures, like their facial expressions, are very restrained. Their range of expression is small so as not to attract unnecessary attention. It is as though their arms were tied to their bodies. Examples include Daniel Craig, Sergey Burunov, Selena Gomez, Olga Seryabkina, Jennifer Lawrence, and Michael Fassbender. Keep in mind the situation a person is in: they may have to act unlike themselves and show emotions that are not genuine (during a photo shoot, an interview, a conversation, filming, and many other situations).

People with Fourth Emotion have no particularly distinctive features in their gaze. It more often reflects the mood of the Functions below it. Remember, any of the four aspects can occupy the Fourth Function. For example, if someone has First Volition, they may have a great deal of irritation, and Fourth Emotion will channel it. If someone has Third Physics and feels sorry for another person, Fourth Emotion will express the state of Third Physics rather than its own. Fourth Emotion is easiest to identify by elimination, once you know what occupies the first, second, and third positions.

Such people often display something resembling what I call “ice-cube emotions.” We have discussed how the Fourth Function is the laziest, because it has little strength. As a result, someone with Fourth Emotion may have learned only a couple of emotional reactions in their life—those “ice-cube emotions.” In every situation they either display one of those reactions or simply remain stone-faced, making it hard to read anything in their expression. Remember how impressed I was when I played Mafia with people who had Fourth Emotion? You look at them and cannot figure out anything. I think poker is their game, too. These emotional habits sometimes lead to strange reactions to events. It is as though the person cannot react quickly enough or choose the appropriate behavior. Sometimes you can look at them and see confusion in their eyes: how exactly should they respond to this situation? You may also notice them fixing their gaze intently on someone else to learn a few emotional tricks.

Their smiles and laughter are open and fearless, and can be quite loud, because joy and laughter are the simplest and most understandable emotions for them.

They quickly catch the moods of those around them. If everyone is sad, they are sad; if everyone is having fun, they are too. They do not create the mood in a group, but sustain it, drawing a little nourishment from it themselves. Examples include Scarlett Johansson, Nurlan Saburov, Kristina Asmus, Timati, Svetlana Khodchenkova, and Vin Diesel. Keep in mind the situation a person is in: they may have to act unlike themselves and show emotions that are not genuine (during a photo shoot, an interview, a conversation, filming, and many other situations).

After we have gathered information about a person's emotions, we call on our inner Sherlock Holmes and reason through the following questions:

Is their Emotion more likely Lower (First or Second)—meaning they have a rich palette of feelings, are not embarrassed to express them, show themselves vividly, and feel a need to liven up the atmosphere?

Or is their Emotion more likely Upper (Third or Fourth)—meaning they show few feelings, mostly the same ones, and are more a thinking person than an emotional one?

Having thought it through, draw an up or down arrow beside the letter E on your sheet of paper.

Next, consider whether their Emotion is result-oriented or process-oriented.

With result-oriented Emotion (First or Fourth), emotions are expressed in bursts, like the firing of a cannon. Then comes a "recharge," during which the person experiences their feelings alone, without particularly involving anyone else.

If Emotion is process-oriented (Second or Third), the person needs a partner with whom to discuss their mood. They find it difficult to cope with their feelings on their own. At this point you can write a specific number beside the letter E.

IDENTIFYING LOGIC

PART THREE

3.5. Identifying Logic

How can we determine the position of Logic in a psychotype?

People with First Logic usually have large, broad, shiny foreheads that seem to protrude in relation to the rest of the face. It gives the impression that their brains are slightly larger and heavier than other people's, as though they have an excess of something inside. When First Logic is combined with Third or Fourth Physics, it can be especially noticeable that the upper part of the head is larger than the lower part: the chin is narrow, while the forehead is more prominent. Look at Neil Patrick Harris, Andrey Kurpatov, or Emma Watson to get a visual idea.

Their gaze is attentive, intelligent, and appraising. We have already emphasized that these people think a great deal and weigh everything carefully before doing anything. You can always see this "endless thinking" in their eyes.

Everything in their speech is carefully thought through and neatly organized. When reasoning, they use phrases like "first," "second," "I think that," and "that makes sense." In other words, you can feel how strongly the person is oriented toward rationality. Everything must be clear; chaos is unacceptable. In conversation, it can seem as though they are delivering a monologue. An ordinary exchange can often turn into a short lecture: they seem to unload their knowledge onto the other person. Idle kitchen-table chatter and conversations about nothing are not for them. They believe that every conversation should lead to some small discovery or realization. They love talking about deep philosophical subjects and are most irritated by foolish ideas. Examples include Mark Zuckerberg, Fedor Emelianenko, Ryan Gosling, Irina Khakamada, Ellen DeGeneres, and Rihanna.

People with Second Logic also have broad foreheads that seem somehow solid or full from within, but they do not protrude as much as the foreheads of people with First Logic. Their gaze is that of an intelligent, thoughtful, calm person—as though they know the answers to every question, or are confident they can find them whenever necessary. Perhaps this inner sense of certainty gives them a certain calmness and unhurried quality in their behavior.

Their speech is rich in facts of all kinds. They tell stories with every detail: when an event occurred, how many people took part, and so on. Sometimes this can tire their listeners. When that happens, someone with Second Logic readily changes the subject to rekindle the conversation and keep it going for as long as possible. The explanation is simple: people with First Logic aim for a monologue and some sort of result, while people with Second Logic live and find fulfillment in an endless process.

They are very patient with foolishness and can explain the same information over and over until the other person understands it.

I also want to say something separately about the appearance of the forehead. The shape of the skull was studied in the East, as well as by the ancient Greeks and Romans. They used the shape of a person's head to judge intellectual ability, emotionality, and much more. A person with a steep, broad forehead was credited with extraordinary intellectual powers. In other words, people in antiquity distinguished First and Second Logic through observation (they simply used different terms). This is where the expression "the forehead of Socrates" came from. When you see an exceptionally broad forehead, you need to consider whether it indicates First Logic or a combination of First Volition and Second Logic. The combination of First Volition and Second Logic produces such a broad forehead that even First Logic may seem to "lose" by comparison. So pay attention, and do not rush to deliver a final verdict on someone's psychotype. If you are having trouble identifying a psychotype, consider where Emotion and Physics might be positioned. If you can identify even one Function with confidence, you can use the process of elimination, and arriving at

the correct answer will become much easier. Examples include Jessica Chastain, Leonardo DiCaprio, Tilda Swinton, Natalie Portman, Ivan Okhlobystin, and Denzel Washington.

People with Third Logic usually have narrower foreheads and more rounded skulls, almost the opposite of First Logic. Remember how we said that First Emotion has an excessively bright gaze, while Third Emotion has one that is excessively dark? The same principle applies here: First Logic has an excess of mental energy, while Third Logic has a deficit. That is why the upper part of the head seems narrower. The forehead of someone with Third Logic cannot be described as full from within, as it can with Second Logic; it seems more relaxed. Their gaze is somewhat unfocused and more emotional than contemplative, with a great deal of curiosity in it.

Their speech is often disjointed, jumping from one subject to another. Their presentation of ideas lacks sequence and structure. Phrases such as “first,” “second,” and “that makes sense” occur rarely. Information comes out as though it were one large, unorganized mass. Another clear sign of Third Logic is an abundance of filler words, “um” sounds, and pauses (unless the person has specifically trained their speech).

People with Third Logic are afraid of speaking in public, even if it is only to give a birthday toast.

These people have enormous curiosity about the world—more, in fact, than anyone else. They are ready to talk at any moment if it means learning something new or discussing a subject that interests them. Because a dyed-in-the-wool skeptic lives inside them, they can argue endlessly about virtually anything: it is their way of understanding the subject better. Examples include Dzhigan, Lady Gaga, Matrang, Alexander Ovechkin, Svetlana Loboda, and Nyusha.

People with Fourth Logic have medium-sized foreheads that seem relaxed from within. You do not sense any powerful mental process at work: the person does not expend much energy on it, relying more on intuition (something like, “I just feel that way”). When someone with Fourth Logic has a burst of energy, they can deliver an entire speech on a range of subjects, but afterward they will inevitably withdraw for a long period of recharging to recover. Their gaze is calm, nonjudgmental, and more emotional than analytical. Their speech, like that of people with Third Logic, is also disjointed. Speaking clearly and substantively is not easy for them because it requires effort. They are interested in all kinds of information and readily change their minds on different questions. During arguments, they forget their points; after the argument is over, they think of all the things they could have said but did not. Examples include Pavel Priluchny, Nikolai Baskov, Justin Bieber, Olga Buzova, Viktoria Skladchikova, and Anna Semenovich.

Having gathered all the information we can, we put on our Sherlock Holmes hats and think:

– Is the person’s Logic more likely to be in the lower part of the pyramid, First or Second (meaning that it is important to them to construct a thought clearly and convey its main point to another person, that they handle information well, and that they know a great deal about various subjects)?

– Or is Logic more likely to be in the upper part, Third or Fourth (meaning that carefully planning their speech is less important, they do not accumulate knowledge, they tend to speak first and think afterward, and they rely more on intuition)?

Next to the letter “L,” we draw an arrow pointing up or down. Then we can ask ourselves:

– Is Logic more result-oriented, First or Fourth (the person does not talk much, likes thinking alone, and presents information in the form of a monologue and facts)?

– Or is Logic more process-oriented, Second or Third (the person enjoys dialogue as a way of searching for the truth, and communication is as essential to them as air)?

Next to the letter L, we write the numbers of the positions we tentatively think are possible.

3.6. Other Ways to Identify a Psychotype

We have now examined the outward signs of each Function. Let me show you a couple of examples of how to bring this knowledge together and how deduction works.

COMMUNICATION AND OTHER METHODS

PART THREE

First example. Suppose we come across a blogger on YouTube. We like him and want to identify his psychotype. I look at him and reason as follows: His gaze is impenetrable, rather hard. That looks like First Volition. When he talks about something, he doesn't look at prompts. Even if there is a teleprompter in

front of him, you can tell he knows the information well, can readily retrieve facts from memory, and improvises as the video goes on. We might suppose Second Logic.

He has few facial reactions, and there is a certain insecurity about his emotions, although you can see that he wants to make his rather dry presentation a little livelier. Let us suppose Third Emotion. He has a small build. His forehead protrudes noticeably and looks like the classic Socratic forehead. That gives us First Volition plus Second Logic. His skin is pale, and he barely moves while on camera. Most likely he has Fourth Physics.

So, through deduction, I selected one of the 24 possibilities: First Volition, Second Logic, Third Emotion, Fourth Physics (VLEF). Look it up: I was analyzing a still of history blogger Timofey Gorunovich. If you read this book not just once but several times, each reading will give you more clues for your brain to use.

Second example. I see a passerby going about his business. He has a broad forehead and a thoughtful, intelligent gaze. That resembles First Logic. Physics is probably in an upper position, perhaps Third, since his face is not smooth but wrinkled and asymmetrical, and his nose has a bump. You can sense liveliness and movement in his body. I lean more toward Third Physics than Fourth.

Emotion also seems to be in an upper position, but it isn't as constrained as Third Emotion tends to be. He is fairly uninhibited. I would guess Fourth. His gaze is confident without being overly forceful; it is inviting and open. This is the gaze of Second Volition. We arrive at First Logic, Second Volition, Third Physics, and Fourth Emotion (LVFE). Look him up: I was analyzing a photograph of actor Cam Gigandet.

How can we determine a psychotype through someone's communication style? There are other ways to identify a psychotype, and communication is next. Conversation is not just idle chatter. It is a multifaceted process involving ALL four kinds of energy: Emotion, Volition, Logic, and Physics. We activate our inner detective and observe the person: how they speak and what they talk about. We are interested in which subjects make them feel at ease (presumably the First or Second Function) and which leave them unsure of themselves (the Third and Fourth Functions).

In this way we can consider which Function is higher in the pyramid, in third or fourth position, and which is lower, in first or second position. We can also consider which is more result-oriented (First or Fourth) and which is more process-oriented (Second or Third).

An example from my life. At an event, I met someone and we talked for a long time, discussing our personal and professional lives. Naturally, because of my professional habits, I was thinking about his psychotype as we spoke. I could see that he had pronounced leadership qualities. His speech was full of commanding statements: “I,” “we need to,” “that's definite,” “that's what I've decided,” “I'm sure.” These details pointed to an excess of confidence in himself. I felt a kind of psychological pressure coming from him, as though he absolutely had to play the leading role in our conversation. He presented his position as a result that was not open for discussion with me—that is, without process. Which Volition position do you think I suspected?

Yes, First Volition. Let's continue. He talked a great deal about everyday life, money, women, and work. We discussed how much we each earned. He explained what he liked about his job and what he would like to change. We spoke about women without embarrassment, as if these were favorite topics. If someone talks freely about money, love, and work, draws energy from these subjects, and clearly finds material life important and enjoyable to discuss—that's process—what Physics position would you assign him? Here is

another clue: he was very energetic and cheerful, and he asked whether I was comfortable in my chair and whether I wanted something to eat. In other words, he showed care for me. Yes, that's right: Second Physics.

Two Functions remained. I could see that this man loved leisurely conversations about all kinds of subjects, from everyday gossip to philosophical questions. At the same time, he seemed eager to argue about many of them. He was interested in lots of details; you could sense the process. Where in his psychotype would you place Logic? Yes, Third Logic.

By elimination, he had Fourth Emotion. He wasn't constrained, as people with Third Emotion can be; he was quite uninhibited. That is roughly how you can determine someone's psychotype through conversation.

Four final questions. We are approaching the finish line. You have a piece of paper with the letters V, F, L, and E, arrows beside each, and numbers. Now our task is to turn every arrow into a number. Where the arrow points up, there should be either a three or a four. Where it points down, there should be either a one or a two. First, though, let's ask ourselves four final questions.

First. Think again: where does this person have an excess of energy? What stands out more than anything else? Which Function could be called their calling card? That will be the First Function—for example, First Logic.

For instance, I recently saw a young woman whose Emotion was very strong (First or Second). I also understood that Physics was a strong Function for her (First or Second). My task was to decide which showed itself more clearly in her behavior: Physics or Emotion. If it were Physics, the person would be large and powerful, and you would feel that the body came first and the emotions followed. But with her it was the opposite. She was highly sensitive and was constantly talking about energy and how she felt. That means emotion came first, followed by the body.

Second. Think about what is at a normal level in this person: which Function represents the standard, the model of how things should be? It may not be especially noticeable from the outside, but the person works tirelessly through it. They don't recognize these abilities in themselves, yet other people compliment them on them. The Second Function is like the perfect pair of shoes: comfortable and easy to wear. The person simply walks around in them, and everything is great. All is well! For example, someone might have Second Volition.

Third. What does the person constantly and diligently hide and protect? Which energy do they lack? Which topics do they avoid in conversation, even though you can tell those topics matter greatly to them? What are they afraid to do? These questions point to the Third Function—for example, Third Physics.

Fourth. Think again: which kind of energy can you barely sense in the person? What do they sacrifice? Which sphere of life concerns them least of all? This is about the Fourth Function—for example, Fourth Emotion.

The finish line: our first possibilities. We now have our initial hypotheses about the psychotype. We can draw a little pyramid: the First Function at the bottom, the Second above it, the Third higher still, and the Fourth at the top.

Attention! Even if you are 100 percent certain about someone's psychotype, keep two or three alternative possibilities in mind and continue observing the person. Don't rush. Allow yourself to be wrong. This is the only sound approach to identifying a psychotype.

3.7. Bonus: Identifying Your Own Third Function

Here is a little bonus for you. I will give four descriptions, and you can try to determine which Third Function you have. Only one option is possible.

Third Physics. Your appearance matters greatly to you. Before leaving home, you need to look yourself over several times. You lose your composure if you realize that you look bad. Material comfort and financial security concern you enormously. You are constantly afraid of running out of money. You feel insecure about intimacy and fear health problems.

Third Volition. Making decisions that require willpower and concentrating on goals and tasks are difficult for you. You find it hard to trust another person. You are often suspicious, anxious, or aggressive. You are wary of any criticism. You enjoy compliments of every kind. You like leading and managing people.

Third Emotion. You are unsure about the feelings you experience. You find it difficult to identify them precisely. It is hard for you to show emotion in public. You love creative pursuits. You dislike conflicts and manipulation.

Third Logic. You fear being accused of stupidity or incompetence. You doubt the reliability of information you receive. You feel uncomfortable around well-read people and experts. You enjoy long, leisurely conversations about topics that interest you. You like receiving compliments about your knowledge. It makes you happy when you manage to give someone else excellent, informative advice.

PART FOUR

Upgrading the Personality: How to Become a Supremely Balanced Person and Realize Your Full Potential. The Twenty-Fifth Psychotype

4.1. The Formula for Personal Balance. The Model of the Twenty-Fifth Psychotype. The Structure of a Superhuman

There is an important and perfectly reasonable question you ought to ask me: “All right! Now I know about the human psychoskeleton, understand that people are different, and even know my own psychotype. What am I supposed to do with that?”

PERSONALITY UPGRADE

PART FOUR

THE UPGRADE FORMULA

Build up the Third Function
Tame the First Function
Warm up the Fourth Function

(3F > 1F > 4F) + 2F



PERSONALITY DEVELOPMENT
Module 1

HOW TO DEVELOP YOURSELF

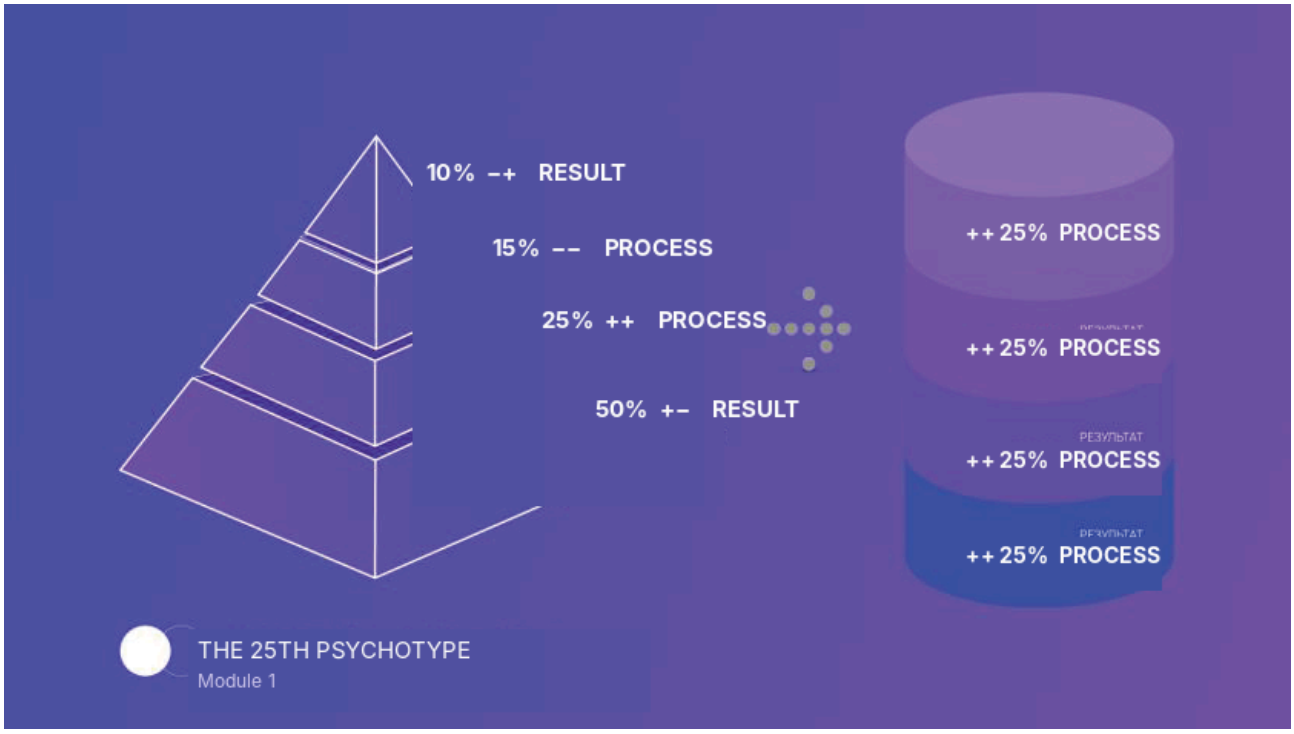
1 **Train the Third Function in many ways.**

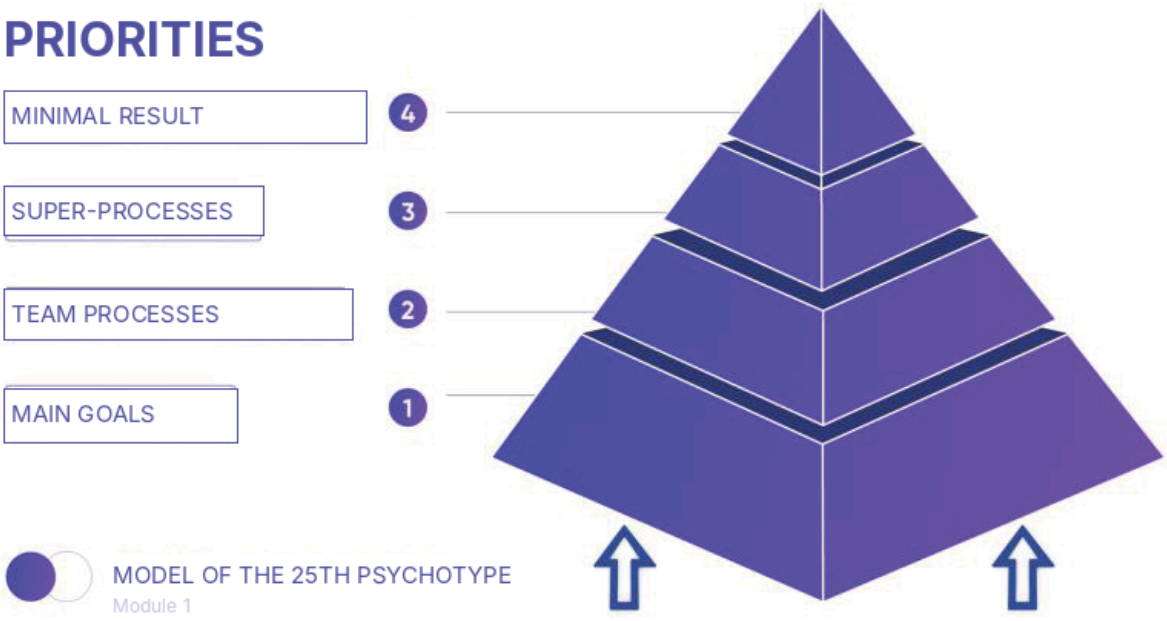
2 Work on softening the First Function.

3 Warm up the Fourth Function.



PERSONALITY DEVELOPMENT
Module 1





Here is the short answer. First, the remarkable thing about Psychosophy is that this knowledge, all by itself, already affects our inner growth. Can you imagine? It turns out that simply knowing our psychotype makes us grow automatically! We already do everything a little differently and begin noticing countless subtleties in every area of life. It is as though we are stepping out of *The Matrix*, becoming more self-sufficient and harmonious every day.

Second, once we know our psychotype, we can upgrade it: we can turn our weaker psychological Functions into stronger ones.

How can we do that? Here is the formula: **build up, tame, and warm up.** Build up the Third Function, tame the First Function, and warm up the Fourth. The main task in upgrading the personality is to develop the Third Function in every possible way. We have said that it is the periosteum of the psychoskeleton and that tremendous personal growth occurs through it. Remember, the Third Function represents an energy deficit. We must train it until it contains a normal amount of energy (as the Second Function does). Then you will move from your natural psychotype, one of the 24, to the twenty-fifth—the ideal one.

The **twenty-fifth psychotype** is a condition in which all kinds of psychological energy are at a normal level and all the Functions become like Second Functions: each contains 25 percent of the energy. It is as though, no matter which way someone turns you, you have no weak side. You are strong and balanced in every direction.

How do you achieve this? Most importantly, train the Third Function in different ways every day. If you have Third Emotion, you need to sing, draw, perform in public, interact with people, and play musical instruments—in other words, train your emotional energy. You will gain extraordinary pleasure from it and feel a tremendous surge of strength.

If you have Third Physics, you need physical activity and sports. Develop your body, get enough sleep, eat mindfully, spend more time in nature, interact with animals, and so on.

The second thing you need to do is tame the First Function. The problem is that the First Function takes far too much energy. The person becomes its hostage. It is like a tiger in the wild, and we have to tame it.

For instance, a person with First Physics sees a great deal of delicious food, and a veil immediately falls over their eyes: they can no longer control themselves.

My nine-year-old nephew, who has First Physics, visited me recently. He is already enormous in both weight and height, and that is a problem. We were sitting together in the evening, and I had bought some treats. I told him there were treats for the next day, too. But that veil came over his eyes. I left for ten minutes, and when I returned, he had eaten everything.

Third, learn to warm up your Fourth Function. We have discussed how many of the things we do in life involve the Fourth Function, which is why our strength drains away so quickly.

Follow these three rules and you can expect tremendous personal growth and a transition to the state of the twenty-fifth psychotype. We will examine all the details shortly.

What does the model of the twenty-fifth psychotype look like?

Each of the 24 natural psychotypes can be represented as a pyramid. The twenty-fifth, by contrast, is a vertical rectangle—best imagined as a charged battery, as shown in the diagram.

The fullness of life. With the twenty-fifth psychotype, the trained Third and Fourth Functions each have more energy: approximately 25 percent. By taming the First Function, we take away some of its excess energy, which is redirected to the Third and Fourth. The Second Function needs no attention at all: it is ideal in every person and contains, figuratively speaking, 25 percent of their energy.

We have said that the whole psychotype serves to meet the needs of the First Function. But when a person reaches the twenty-fifth psychotype, they themselves choose what to develop and how to do it. They cease to be the hostage of their psychotype and seem to step outside *The Matrix*. This state is called the **fullness of life**, a feeling of inner freedom.

When you have an imbalance inside—when the First Function behaves like an elephant while the Third is starved of energy and can accomplish very little—you feel that imbalance acutely. When the Functions are balanced in terms of energy, you experience harmony and a constant, enormous rush of serotonin and dopamine. You might call it an emotional explosion.

Think back. Surely you have experienced both harmony and severe imbalance at different times in your life. With Psychosophy, you will be able to leave inner discomfort behind forever.

Priorities: the Third Function comes first. Why do we have to build up the muscles of the Third Function before warming up the Fourth? Remember the pyramid. In which direction do the priorities run? From bottom to top. That is important! Because if something is wrong with the Third Function, the Fourth Function's energy is blocked. Roughly speaking, if you have Third Emotion and haven't had any new impressions for a long time, your Fourth Function will be blocked. If that is Fourth Logic, for instance, you will find yourself thinking sluggishly without understanding why.

If you see someone who is unhappy or has not fulfilled their potential, that means—100 percent—that they have problems involving the Third Function.

Next we will examine the formula “Build up, tame, warm up” in greater detail.

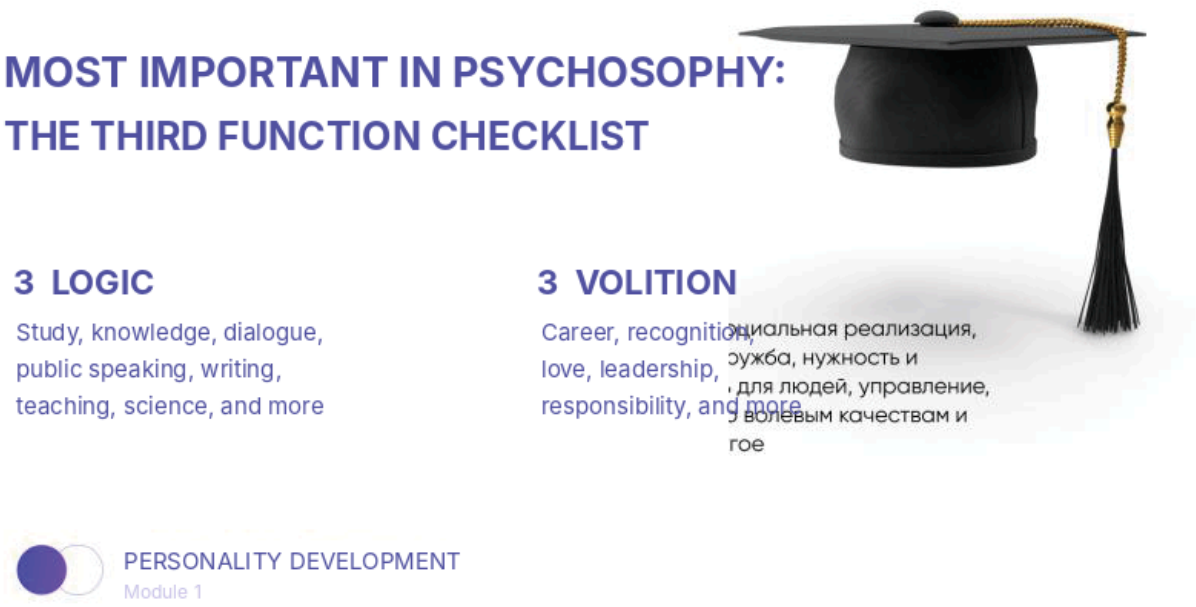
4.2. Upgrading the Third Function: The Key to Harmony

First: build it up. The most important thing we can do to develop our personality is to “build the muscles” of the Third Function in every possible way.

UPGRADING THE THIRD

PART FOUR





Remember that the Third Function begins with an energy deficit, and its energy is scattered. We need to train it until that energy is brought together into a single fist.

To upgrade the Third Function, we need a variety of activities, not just one or two. Consider someone with Third Physics who has earned a great deal of money and provided a comfortable life for himself and his loved ones. What more could he want? But Physics also encompasses health, appearance, and intimacy. He may have earned the money while neglecting his health for years and frequently failing to get enough

sleep. The energy still gets stuck and does not reach the Fourth Function. This produces a feeling of inadequacy.

Or imagine someone with Third Emotion who has danced all his life and works as a designer. Everything sounds great. Yet he has trouble communicating with people: opening up to them is difficult. He isn't developing his emotional intelligence—he doesn't know how to receive energy from others or give it back. This will continue to trouble him, so he must train himself to speak publicly and interact with strangers as often as possible.

Now we come to the most important moment in the entire book. I am going to give you a list of activities that everyone studying Psychosophy wants to know about. The more activities you practice from this list, the more fully you can experience your potential.

For People with Third Physics

First and foremost, **keep your biological rhythms regular**. If someone with Third Physics hasn't slept enough, all bets are off. No one needs a proper sleep schedule more than people with Third Physics. Next come sports clubs, swimming pools, fitness training, and team sports. It is important to train your body. It should look great and be strong. Only then will it have a great deal of energy.

People often ask which specific forms of exercise are suitable. I know many people with Third Physics who love yoga or qigong. Of course these practices are ways of working on the Third Function, but additional exercise is needed. Yoga is a static practice, and we also need something dynamic. That will supply kinetic energy to the body and stimulate the release of the appropriate hormones. Weight machines at the gym and work with lighter weights are ideal here. Then the picture will be complete!

Next, you need systematic attention to your appearance: cosmetic treatments (for men, too), body and facial massage, spa treatments, barbershop services, and, importantly, changes in your clothing style. The goal is for other people to sincerely remark that you look excellent. You yourself should want to take care of your body.

Finance is extremely important for working on Third Physics. Money, financial literacy, finding new sources of income, associating with wealthy people, creating a business, and earning passive income—all these strengthen Third Physics, which is naturally weakened. You need a sincere desire to be wealthy and live in complete comfort.

Relationships with the opposite sex are very important: regular dates and having a family and children. If a person with Third Physics has these things, all is well; if not, they are certainly unhappy. A regular intimate life is especially important. People with Third Physics have a particular phenomenon: without intimacy, the entire psychotype becomes blocked. With intimacy, the person blossoms before your eyes. That is why establishing a regular intimate life is essential.

Eating and drinking water. When a person with Third Physics is hungry, they become particularly unreasonable and irritable. It is therefore important to keep meals on a schedule. Eat regularly, healthfully, and preferably enjoyably.

Working with your hands is excellent for developing Third Physics. Learn to make repairs, build things, sew, fix a car, and so on. Trips into nature, fresh air, and contact with animals are also helpful.

We have discussed the benefits of caring for your appearance and body, but I want to emphasize something else: studying human anatomy and physiology. People with Third Physics become much calmer when they learn how their bodies are built. They can become the best doctors. I have followed this path myself. Becoming an osteopath and psychologist gave me tremendous balance because I understand how my body works. I also advise you to study osteopathy and other health-oriented fields so you can preserve your health for years to come.

For People with Third Emotion

Any creative pursuit is excellent, including music: playing different instruments, whether guitar, violin, or even drums. But the highest level of work on Third Emotion is playing in an orchestra or ensemble, where a collective creative energy is generated.

Singing is a fantastic way to train Third Emotion. Singing in public is an advanced achievement; karaoke is welcome, too.

Then there are acting classes and public-speaking courses, where you learn to manage your emotions and sense the mood of an audience. If you can, get a formal acting education. It has an exceptionally positive effect on Third Emotion and strengthens you from within.

Painting and drawing are also excellent. You can work with a traditional canvas or with computer graphics. What matters is being in the flow of creativity. Interior design, fashion design, and any other kind of design will help Third Emotion grow.

Going to the theater, exhibitions, and concerts, spending time outdoors, and traveling are all beneficial.

Animals can have a very positive effect on the emotional state of someone with Third Emotion. Through them, a person can express that energy little by little. This alone is not enough for a full upgrade, but it still counts.

Most important is **emotional exchange with other people**, and the more varied the emotions, the better. Whether you argue, laugh, or feel sad, all of these are emotions and all help you train. Try to communicate with a variety of people as frequently as possible.

Esotericism, mysticism, and tarot are appropriate directions, just as rigorous science is for someone with Third Logic.

For People with Third Logic

Any kind of education is suitable: courses, seminars, workshops, and pursuing new secondary or higher education. All of it keeps the brain in shape, and that is what matters most for developing Third Logic. Reading regularly is very important—fiction to build vocabulary as well as professional literature. You might read about finance, business, self-development, or psychology. Try working with texts and writing yourself. You don't have to produce a great book. Just write down your thoughts, keep notes, and learn copywriting—the craft of creating powerful text.

Speech is very important for a person with Third Logic. If their words come out in a muddle, it undermines their confidence. Taking public-speaking classes is an excellent investment. Learn to speak before an audience whenever possible. At a minimum, you can practice among friends. Tell them plainly that you

need to work on your speaking, provided they don't object. And if they criticize you, so much the better: you'll develop a thicker skin and grow faster.

I strongly approve when parents enroll children with Third Logic in specialized schools, such as the Ostankino school for television presenters or journalists, where they learn to work on camera and speak before audiences. That can help them become harmonious people from childhood.

IT and technology give someone with Third Logic a tremendous boost because they symbolize progress and intellect. Being part of these fields carries an important sense of status.

The highest form of upgrading Third Logic is **becoming a teacher or expert**. Regularly passing on professional knowledge gives these people tremendous inner strength.

Here is the central point. For someone with Third Emotion, emotional exchange in conversation matters most. For someone with Third Logic, it is **informational and logical exchange**. Take every opportunity to exchange information—or simply chat about nothing in particular. That is how Third Logic gets trained. The smarter your conversation partners, the better.

Let me tell you a short, pleasant story about how a young woman with Third Logic found her dream occupation. She came to me because many areas of her life were chaotic, including her career direction. We worked together for a couple of months and managed to find a powerful vocation that truly excited her. We hit the bull's-eye: she became a specialist in artificial intelligence. When she said she wanted to buy a course on the subject, I nearly shouted, “Yes!” First, the niche is quite exclusive, giving her a chance to feel special. Second, the key word here is *intelligence*. Whenever someone with Third Logic works in IT or science, that is exactly what they need. She is very happy now.

For People with Third Volition

The upgrade consists of developing the qualities of willpower: self-discipline, determination, and strengthening your principles every day through your actions—for example, not lying or criticizing, and trusting and respecting other people. Learning to finish what you start is especially important.

The more you reinforce such attitudes in yourself, the stronger your Volition becomes. Working on motivation is important: watch lectures, read books, or hire a coach. The main thing is to keep your motivation kindled, burn with enthusiasm for your goals, and achieve them.

It is important to invest effort in improving your **social status**. Be someone rather than merely appear to be someone. Build a reputation as a reliable professional in your field. All of this gives the person with Third Volition a crucial feeling: they matter and are needed, they have value in society. That is why any career advancement can serve as an upgrade.

Teaching and mentoring strengthen Third Volition because the person takes responsibility for someone else. This is valuable experience that reinforces volitional processes. Organizing teams and leading people are the best training for Third Volition because they fulfill the desire for power. Power is both desired and problematic for this position, so directing others is an upgrade. The better you do it, and the better your people speak of you, the greater the growth.

Public speaking and acting also train Third Volition by building self-confidence and control over one's feelings—things that nature has not given the person with Third Volition in sufficient measure.

Charitable work and helping others are excellent social activities that reinforce an inner sense of worth and significance.

Throwing the Switch: Laziness, Fear, and Other Obstacles to Upgrading the Third Function

A frequent question is: how do you overcome laziness, find a way to get your Third Function moving, and stay with the process?

Here is my answer. Almost everyone encounters this. It is normal: growth is not easy. I often have to explain how to train a psychotype to someone five to twelve times. I repeat the same things: every day you must build the Third Function's muscles in different ways, learn to tame the First Function, and not be too lazy to warm up the Fourth in the morning. I literally count how many times I have repeated the formula to a particular person. If they don't follow it or keep asking the same questions, I conclude that I haven't said it often enough. I have to keep repeating it to fix it in their mind. I do not yet know another tactic for rebuilding someone's consciousness.

Psychosophy is knowledge in which you need to grow in depth, not breadth, studying the same thing many times. For example, you should rewatch my video course or reread *The Syntax of Love*. I myself became a master of Psychosophy after reading the original book ten times. I absorbed its full depth. With every reading, this knowledge began working more powerfully in my life.

I call this **throwing the switch**. You know the heavy switch levers used on railroad tracks to send a train down another route? The lever has to be moved. It is heavy and may stick, but you have to move it. Every time, you must overcome yourself, your fear, and your laziness.

Psychosophy offers an extremely simple formula for upgrading your whole life: **build up, tame, warm up**. Just act on it every day, and renewal will constantly take place within you. And where there is renewal, there is success.

To conclude the discussion of upgrading the Third Function, I want to describe one important sign that you have built it up well.

With the Second Function, we have so much strength, confidence, and ease that we help other people without even thinking. Someone with Second Emotion generously shares their mood, while someone with Second Physics takes care of you when you visit their home. With the Third Function, we naturally have an energy deficit and a great deal of constraint. We take more energy than we give.

But if you find it easy to share energy through the Third Function, that means you genuinely have a great deal of it. For instance, someone with Third Logic freely shares their knowledge and helps others solve problems. Someone with Third Physics gives other people health advice and might even lend money easily. Someone with Third Emotion readily encourages people and tells them everything will be great. In such moments you realize: “I actually have so much energy that I can help other people!” An inner feeling of shortage gives way to a feeling of sufficiency and abundance. That means you are on the road to the twenty-fifth psychotype. Keep going.

4.3. Upgrading the First Function: How to Become the Master of Your Own Fate

Second: tame it. The idea is fairly simple: you must learn to slow down the heavy freight train inside yourself. Every single person has this train. To prevent it from carrying unwanted, destructive cargo into your life, you need to master this skill. It brings an astonishing sense of freedom and lightness.

UPGRADING THE FIRST

PART FOUR

There is another important property of the psychotype I haven't mentioned. The First and Third Functions are more dependent on each other than any other pair. They are the two sides of the scales of our inner world, tipping a person toward either harmony or imbalance.

THERE IS A LAW: if the Third Function is well trained, the First Function becomes calmer and gentler, and the scales balance out. If the First outweighs the Third, the Third Function is constrained, and the person is pulled toward imbalance.

The main thing to do is to train your Third Function in different ways. The First Function will then automatically become gentler and stop consuming so much energy.

But here is what is interesting: it turns out that the same principle works in reverse. If a person consciously slows down the First Function, curbing its needs and desires, the surplus strength will flow into the Third and Fourth. You will begin to feel more balanced and self-sufficient.

Here is the simplest example. People with First Physics are, in most cases, hostages to food. They love eating delicious things and turn the experience into a whole ritual. When they see food, their minds become clouded. If, time after time, they consciously learn to limit what they eat, they will gradually stop being hostages to it (their First Physics will calm down), lose excess weight, and become more attractive. I have observed the same effect many times: a person with First Physics—and I see these people almost every day—goes on some sort of diet and admits to feeling a wonderful surge of strength, as though something has changed inside.

Another example. Someone with First Emotion realizes just how dependent they are on their mood and how much they impose it on others. They begin regularly noticing and stopping that behavior in conversation. Gradually, they discover new character traits they never had before. They become interested in observing the emotions of other people and find it easier to deal with events that used to knock them off balance. They realize they no longer need to manipulate anyone. As a result, other people increasingly seek them out: their behavior no longer puts others under strain, and people feel comfortable around them. You could say they have gone from being a stage actor, where emotions must be expressed dramatically—shouting, sobbing, loving, and hating—to being a film actor, where everything is more restrained. If they also have Third Physics, for instance, they will feel stronger because energy from the First Function has moved into the Third.

Two more examples. A person with First Volition begins to understand how harshly they command and control others, pushing people away. They start noticing every attempt to manipulate someone, learn to negotiate, and put themselves in another person's place. Over time, they feel themselves growing gentler. People communicate with them more often, share information, and show more respect and appreciation. This gives them new opportunities for success in business and personal life. But above all, they finally feel an inner freedom.

Someone with First Logic begins to notice how they practically crush others with their point of view, even in an ordinary conversation. Little by little, they learn to stop themselves consciously and discover that people find it easier to connect with them and that conversation becomes more comfortable. This brings them a sense of inner freedom and lightness.

4.4. Upgrading the Fourth Function: How to Experience the Fullness of Life

Amusingly enough, the most important thing you can do to develop the Fourth Function is to train the Third. I wasn't deceiving you when I said at the beginning of this book that the Third is the key to the entire psychotype, was I? Let's discuss again why the Fourth depends on the Third.

UPGRADING THE FOURTH

PART FOUR



Remember our pyramid: energy flows from bottom to top. First it passes freely through the First Function, then through the Second, because both are naturally powerful. Next, the energy reaches the Third Function—and this is where it gets constricted in absolutely everyone. A person with Third Physics hasn't slept, someone with Third Logic hasn't read anything, someone with Third Volition hasn't summoned the courage to act: all these things create a blockage at the level of the Third Function. The energy therefore cannot reach the Fourth. Do you see? To make the Fourth Function strong and effective automatically, you must train the Third in every possible way. Imagine, for example, someone with Third Physics and Fourth Logic. For that person's Fourth Logic to start working well, they first need to exercise, get enough sleep, and eat.

The second important thing to do regularly is **warm up the Fourth Function before working with it**. Imagine getting into your car in winter and immediately trying to drive without warming it up. Or deciding to go running without even stretching. If you warm up and get your muscles ready, running feels comfortable. Without a warm-up, you feel stiff. The Fourth Function works in much the same way.

Usually, the Fourth Function operates like a student who conserves energy all year and doesn't burden himself with daily studying, planning instead to learn everything in the few days before an exam. A person is prepared to work hard and productively through this Function, but only for a short time. The principle is: “Save up energy, then do everything at once.” To stop depending on this energy-saving mode and become your own boss, you can use warm-ups. A warm-up is a small effort, a minor victory over yourself. Do it at the start of the day or whenever your strength begins to fade.

Remember our comparison of the Fourth Function to a warehouse holding a reserve of energy just in case? The problem is that there is always too little energy in it, while life demands that we draw on that reserve constantly. Perhaps you have Fourth Physics, but you must keep walking or driving places for work and household chores. It wears you out. By warming up Fourth Physics properly through simple exercises, you can make these tasks much easier. The exercises help restore your resources faster and increase your “battery's” capacity.

Many people who experience the warming-up of the Fourth Function just once want to feel that powerful state all the time. We feel this Function poorly from within, as though part of us were frozen, and we want to come "alive" again. It is not easy to reach that state, but it feels vivid because, in those moments, we experience the fullness of life. All four parts of us work fully. A friend of mine with Fourth Physics recently told me about a crazy day when, for the first time, her alarm clock failed to ring and she had to scramble to pack and get to the airport. Everything was upside down, but she admitted that she felt truly alive that day—unlike ordinary days when everything goes according to plan.

Below is a list of recommendations for bringing the Fourth Function into action. They work best at the start of the day or when you begin to lose energy through the Fourth Function. Perhaps you have Fourth Logic and find it hard to think and perform mental tasks at work, or Fourth Volition and cannot pull yourself together to get something done. Apply these recommendations with a modest effort of will for five to twenty minutes.

For People with Fourth Physics

Do some calisthenics or a brief workout. Use a pull-up bar, train your abdominal muscles, or do push-ups —in other words, give your body some energy. Cleaning your home or workspace also works: wash the dishes, take out the trash, or go shopping. You can also tend to your appearance: visit the hairdresser, get a massage, use a body scrub or facial mask, and give your body some care. Amazingly, this really works! People with Fourth Physics pay less attention to their appearance than others do. These activities take energy for them, so they serve as a warm-up. Intimacy also works because it is excellent physical exercise.

Meditations focused on connecting with the body work very well: lie down and sense each part of your body, including your internal organs. A meditation focused on connection to the Earth—grounding—is also useful: it makes the body feel heavier and stronger. You can easily find one on YouTube. For instance, if you know you will be working all day, give your body a small workout in the morning: lift dumbbells or do some abdominal exercises. I guarantee that you will feel much better all day. Make these suggestions a habit, and you will constantly feel whole and self-sufficient.

For People with Fourth Emotion

Acting warm-ups and exercises are excellent, especially practicing emotions in front of a mirror. You can find the warm-ups actors perform before filming and facial-expression exercises on YouTube. Stand in front of a mirror and portray different emotions several times. People with Fourth Emotion have difficulty expressing feelings; these exercises will help switch the Function on and make you feel more confident throughout the day. Singing is another excellent choice. Listen to music, draw, or engage in any other creative process.

Meditations focused on your feelings work well. Lie down and notice the emotions you are experiencing right now: are you anxious or happy? Become aware of your state. Ask yourself: What am I feeling? What mood am I in? You can imagine emotional situations involving people you expect to meet later in the day. You can also use positive-psychology techniques to charge yourself with positive emotions, repeating affirmations such as "Today will be a wonderful day; I'll be in a good mood." All of these warm up Emotion.

If you know you have a stressful workday or difficult discussion ahead, sing songs in the morning and practice emotional reactions in front of the mirror. I guarantee you will feel more confident throughout the day.

For People with Fourth Volition

To warm up, complete a couple of tasks you don't feel like doing. Set a goal and carry it through despite resistance. What might that look like? Do some morning exercise, work out, or finish a task you started long ago. Morning physical training is good because it works for everyone. A person with Fourth Physics specifically activates the body, while someone with Fourth Volition activates discipline so it will be easier to accomplish goals later. Tidying up, preparing breakfast, or completing a postponed task that won't take long but that you don't want to do are all useful.

You can meditate on strengthening your willpower. Lie down and tell yourself: “I am a determined, ambitious, responsible person. I enjoy achieving my goals,” and so on.

Make a list of tasks for the day and check at day's end which ones you completed. You can also create lists of goals for the week, month, or year. This warms up Volition, since Volition is about achieving goals. Suppose you are a manager who will have to make difficult decisions throughout the day. Make yourself do a couple of things in the morning. Identify something you don't want to do and do it anyway—through sheer determination.

For People with Fourth Logic

It is important to read five to ten pages of any text in the morning, speaking it aloud, attending to every word and the meaning of every sentence. This brings your brain into shape, strengthens your concentration, and helps you think faster throughout the day.

Next, write a list of tasks for the day, month, or year. Even if you have already made such a list, a person with Fourth Logic benefits from writing one every day. It strengthens their understanding of what needs to be done first, keeping their thoughts from scattering in every direction. Notice the similarity: a person with Fourth Volition benefits from these lists to achieve goals, while someone with Fourth Logic benefits from them to hold the goals in mind without overlooking anything. It is also useful to write down distressing or frightening thoughts. They may be complete nonsense or rubbish, but they still take up space in your head.

I recommend that people with Fourth Logic avoid using their phones until the Function has warmed up, because the phone's radiation affects the brain areas involved in thinking. Test this for yourself: if you limit your phone use at least in the morning, you will feel much calmer and your head will feel clearer.

You can also practice a meditation of silence: ten to fifteen minutes alone without noise or sound, to calm your thoughts and visualize the tasks ahead. You may say your daily tasks aloud and verbalize the thoughts occupying your mind. For example, if you need to solve various problems throughout the day, be sure to read five to ten pages in the morning. It's that simple!

An Example: Henry Cavill

The famous actor Henry Cavill provides an example of upgrading the Fourth Function. His body is like a fortress: his head is broad and he is very well built. You might easily suspect First Physics. Yet his

physicality does not have that overflowing life energy and exceptional capacity for work. He simply works extremely hard on his fitness in the gym, partly for his role as Superman.

Cavill is 183 centimeters tall, and at one point his physique did not suggest a native of the planet Krypton. After a year of intense training and a strict diet, he gained ten kilograms of lean muscle mass and considerably broadened his shoulders. In his school years, however, Henry was an ordinary boy prone to being overweight, and his peers often teased him. Only regular participation in sports helped him improve his physique. For many years while building his career, Cavill was an ordinary slim young man. He first had to transform his body for the role of Theseus in the film *Immortals*. That was when he began adding the first kilograms of muscle that would eventually become his impressive physique, thanks to his adaptability. That is what Fourth Physics can become!

Balance

In closing, when warming up the Fourth Function, it is important to set realistic goals and avoid overloading yourself. Balance matters here, as it does everywhere in life. For instance, if a person with Fourth Emotion attends painting classes, there is no reason to aim immediately for a masterpiece. It is better simply to paint something attractive.

Psychosophy as a whole is a science of achieving balance. All this knowledge, advice, and these tools serve one overriding purpose: to bring balance to your psychological life so that you always feel harmonious and whole. Balance is what every living thing strives for (perhaps nonliving things, too); it is a kind of physical property of any object. For human beings it is both the most important and the most difficult thing.

To make this point in an unconventional way, I often offer a simple example (please forgive me in advance; for some reason I like it): even a hardened drunk from the neighborhood seeks balance when he tries to buy cheaper alcohol so he can enjoy an emotionally entertaining evening. How much more is this true of people who develop themselves every day and sacrifice many things to become better?

It is easy to maintain balance in one or two spheres of life. Try doing it in four or six. It is difficult, but essential. Imagine succeeding in your career and providing money for yourself and your loved ones while sacrificing your health. That sphere has slipped out of control and may seriously overshadow your professional achievements. You will not fully enjoy the victories you have won. Unfortunately, any sphere of life can get out of control and spoil the others. Sooner or later, everyone faces the question of overall balance. By reading this book, you are making one of the most important investments in yourself.

4.5. No Body, No Business: Essential Advice for Harmonizing the Most Important Component of a Person

I wouldn't be much of a doctor if I didn't explain just how important the body is to human harmony. The body matters most, wherever Physics happens to be in your psychotype. As the saying goes, “No body, no business.” The realization of every Function depends on how much health and energy you have. The more strength you have, the easier it is to achieve your goals, communicate with people, overcome life's

difficulties, and generate ideas. If you are tired and constantly wasting strength on unnecessary things, you will have little harmony.

THE BODY COMES FIRST

PART FOUR

The amount of energy you have is the main lens through which to view self-realization. If you want to answer any question about your life, ask yourself: Is the energy there or not? Problems in a relationship

mean that the energy you want is missing there. Difficulties at work mean you are short on energy and exhausted, and so on. You must increase your reserves of strength by every possible means.

The first thing people of every psychotype need to establish is **high-quality sleep at the right time of day**. At present, all humanity is sleep-deprived. Late-night television series, food, and entertainment supply emotions but rob us of recovery. Starting at seven in the evening, sleep is at its most valuable: one hour counts for several. After midnight, the value of sleep is extremely low: an hour counts for thirty minutes at most, and the body and psyche cannot fully recover. Repeat that every day, and you accumulate sleep deprivation. It is hardly surprising that the Functions also lack strength.

The effects of gadgets on dopamine production. I am talking mainly about the phone. Its radiation acts on the frontal lobe of the brain and interferes with its operation. But that is exactly where we constantly solve problems: planning, calculating, and processing information. Our attention therefore deteriorates; our heads feel foggy and our thoughts confused. Sleep is affected, too: the brain simply has no time to cool down and become calm. Try giving up your phone for a day, and you will feel completely different. Maintain balance in your use of gadgets.

Another point: excessive consumption of entertaining content disrupts the production of dopamine, which is vitally important. Dopamine motivates us to achieve new goals. Complete tasks at work and dopamine is released; talk with friends and dopamine is released. But if you consume vast amounts of entertaining content, there won't be any dopamine left for those activities. Motivation will disappear, and your self-realization will suffer seriously.

Physical activity. Fitness, sports, and exercise are incredibly helpful components of development, for several reasons.

1. Appropriately measured physical exertion supplies kinetic energy. It lets the body become stronger and more productive. More energy means that every Function in the psychotype has an easier time realizing itself.

2. The benefit of exercise doubles or even triples because it automatically develops Physics: Body = Physics. The position of Physics directly affects how other Functions are realized. For example, if Physics is Third and Emotion is Fourth, your emotions cannot function at full strength until you meet the body's needs and get some exercise.

3. Training powerfully activates the endocrine system, on which Emotion directly depends. If Emotion is Third, that automatically develops whichever Function is Fourth. Very convenient!

4. Physical education and sports can create and reinforce various qualities of willpower and train discipline—Volition. And we know that Volition is the core of the psychotype, a sort of lever through which all the other Functions can be controlled.

Treating bodily injuries affects the psychotype. I strongly recommend studying osteopathy. It is the queen of the medical sciences because it allows the body to free itself from physical and, most importantly, emotional blocks. That brings powerful harmonization.

The overall conclusion about the body is this: **the more strength and health we possess, the easier it is to do things and the better we feel.** If something in your life is not going right—if you are apathetic or in a bad mood—ask yourself how things are going at the level of the body.

PART FIVE

Mastering Relationships: Four Types of Interaction Between People. How to Build the Relationship of Your Dreams

5.1. Introduction: Four Models of Relationships Between Two People

If you want to expand your personality, you must learn to see the world not only through your own eyes—through your psychotype—but also understand how representatives of the other 23 psychotypes see it. Train yourself to look at different situations as someone with another psychotype would. Think, for example, how your friend might react to situations that, for some reason, worry you. Or imagine how the person you are talking with experiences the conversation between you. And so on. Over time, this skill will take you to a new level of understanding other people. Then everything you say will have a “wow” effect.

FOUR RELATIONSHIP MODELS

PART FIVE

24 × 24 = 576

Psychosophy describes four main relationship models.

Ec
пс

Reversing the pair gives the full range of possible relationship combinations.

RELATIONSHIP MODELS
Module 1

ETHICAL PRINCIPLES

1. There are no bad or good psychotypes.
2. There are no bad or good relationship types.
3. The Third Function needs attentive care.

анализа и не терпит навешивания ярлыков.



RELATIONSHIP MODELS
Module 1



When you study someone's courses, ideas, or concepts—for example, those of bloggers on YouTube—make it a habit to identify their psychotypes. That will help you understand as accurately as possible what they mean. Nobody is objective: everyone sees and understands the world through their psychotype. Ask yourself whether the author has succeeded in moving beyond the limitations of their own psychotype. Try seeing the world through their eyes and judging how objective they are. A professor I know put it this way: "After learning the system, I began not only to see people from the inside, but also to understand the meaning of many historical events and the reasons behind the behavior of legendary historical figures, including people active today. It was a revelation."

When we bring Psychosophy into our lives, we automatically reconsider everything we previously knew or observed about people and events. We begin to understand who acted in a particular way, and why.

About relationships between two people. We have come a long way together, and you have undoubtedly reached a new level of understanding yourself and others. Yet we have not discussed the central topic: relationships between people.

A human being is a creature that needs mutual energy exchange to be happy. In that sense, life has meaning because other people live around us. Knowledge, opportunities, and money come to us through them. If you are closed off and isolated, you will have very little of these things. Here is a simple thought: **people are a blessing**. Be glad whenever you communicate with someone. You are lucky not to be Robinson Crusoe on a deserted island. Yes, we sometimes get tired of others, but that is fine: sleep, eat, spend a little time alone, and then go back to people!

Psychosophy describes **four main models of relationships**. Remember that there are 24 psychotypes. How many possible pairings are there? Simple: multiply 24 by 24 and you get 576 combinations.

Just to be clear, we are not studying only romantic couples, but relationships among all the people on Earth: parents and children, managers and employees, coworkers, friends, and so on.

Here is another important point. I have said many times that Psychosophy has no good or bad psychotypes. There is only a particular person and their unique life. A baby is born essentially unformed (if we set aside ancestral programming). What happens next depends on their social environment, upbringing, life events, and the knowledge and skills they acquire. **Destiny begins with the psychotype, but the psychotype does not determine destiny.**

Nor does Psychosophy recognize good or bad relationships. People do not come together or separate for no reason. Meetings and partings allow us to learn priceless lessons and develop. Psychosophy is therefore a useful tool for creating more harmonious relationships, but we are not here to dictate who should be with whom, or where.

Decoding a relationship. To analyze the relationship between two people, you need to know both psychotypes.

Take a sheet of paper and write the two psychotypes opposite each other, either as vertical lists or pyramids. Then draw lines connecting matching Function letters. For example:

Person 1: Emotion, Physics, Logic, Volition (EFLV)

Person 2: Physics, Emotion, Volition, Logic (FEVL)

Connecting the corresponding letters gives you a cocktail of four ingredients. By interpreting each ingredient, you can propose what is happening in the relationship and what needs work to improve it.

In a book this size, we cannot examine all 576 combinations. Instead, we will look at the simplest cases: First Emotion with First Emotion, Second Logic with Second Logic, and so on. These will be our foundation. Once you understand them thoroughly, you will be able to analyze any combination on paper.

What knowledge should we bring to the discussion of relationships? Before we dive in, let us refresh several things we learned about the Functions earlier in the book.

1. Functions can be vulnerable or nonvulnerable. Remember that the First and Third Functions occupy vulnerable positions, unlike the Second and Fourth, which are difficult to “hurt.” We are less interested in the Second and Fourth for the moment, so we will concentrate on the First and Third. Most conflicts between people arise because of these Functions.

2. Remember the Upper and Lower parts of the psychotype. One important element of analysis is whether one person's First and Second Functions match the other person's Third and Fourth—their “Lower” and “Upper” parts. If they do not match, the Functions are opposite in meaning, and the two people have very different natural characters. Someone with First Emotion, for example, may initially find it hard to understand someone with Third Emotion. Someone with Second Physics may have difficulty understanding someone with Fourth Physics. Their psychotypes have different Upper and Lower parts, as though they come from different planets.

There are two possible ways of interacting. First, each can pull the blanket toward themselves, insisting, “I am right and you are wrong.” That is a path to conflict. The second, correct option is to learn from one another and eventually become complementary. That is wonderful! Seeing the world differently, from an entirely new side, is a little like wearing augmented-reality glasses.

3. Remember the distinction between result-oriented and process-oriented Functions. If a couple's results and processes do not match in their activities, their life values pull in opposite directions. The couple needs to know about that mismatch.

The result-oriented Functions—the First and Fourth—are a person's gift to themselves. The process-oriented Functions—the Second and Third—are our gift to other people. There is not much to say about the Second Function: we have cared for other people through it since childhood. A child with Second Physics, for example, comforts another child who has hurt themselves; a child with Second Emotion comforts someone who cries or feels sad. The person is always ready to share through the Second Function because they have enough energy to do so.

Through the Third Function, however, we have an energy deficit. Yet when we share that energy, a feeling of happiness arises inside us. The whole point of process-oriented Functions, then, is that they develop through communication. Their muscles can be built up only with the help of other people. Without communication through the Second and Third Functions, a person gradually withers away. You could say that Robinson Crusoe would have been delighted to be alone on his island if his psychotype had consisted only of First and Fourth Functions. But because he also had process-oriented Functions, he needed other people.

Imagine one person has process-oriented Second Emotion and loves communication, while another has result-oriented First Emotion and likes experiencing their own feelings without sharing them. Both are about emotion, seemingly, yet they constantly misunderstand each other because result and process do not match.

4. Remember that the most important thing in a relationship is the well-being of the Third Function. It is the relationship director. Whether someone is happy in the relationship depends on its condition. If a partner can replenish the Third Function's energy deficit, the psyche regards that partner as an important, necessary person.

Someone with Third Logic may find a partner who is always willing to listen without criticism. They feel safe and comfortable together. Someone with Third Physics may find a partner who helps them gain health, money, and beauty. By the way, an especially valuable resource for people with Third Physics is the physical attractiveness of their partner. Beauty is a real resource for them. They are prepared to forgive an attractive partner many offenses. There is nothing vain about it: it is simply how Third Physics works. You might object that this applies to most people. But no: for people with Fourth Physics, for example, their partner's appearance generally makes no difference.

Someone with Third Volition might find a partner who always supports, encourages, and motivates them to succeed. Someone with Third Emotion might find a positive partner who helps melt the emotional iceberg inside them.

In general, to understand any relationship, consider **what the partners' Third Functions receive from it**, and only then what their other Functions receive. If the Third Function receives nothing but hurt, the end of that relationship may not be far away.

Four models of relationships. People have long used various systems for describing romantic relationships. There are classic ones, such as color systems: red relationships, blue relationships, green

relationships. Others are based on hormone release: adrenaline-based relationships, melatonin-based ones, and so forth.

Psychosophy takes the work of the ancient Greeks as its foundation. They were great connoisseurs of relationships and distinguished eight types. Greek terms such as *mania*, *ludus*, and *philia* found their way into Freud's psychoanalysis, John Lee's color wheel, and other systems.

Psychosophy takes four models from the Greeks: **Eros, Philia, Agape**, and another interesting kind that I will tell you about later—the cherry on top!

We will begin with the most common kind of relationship. These are the most vivid and, unfortunately, the most traumatic. Yet they also keep human interaction in a kind of heated state that drives humanity's development.

5.2. Eros: Relationships of Fire. The Moth Effect

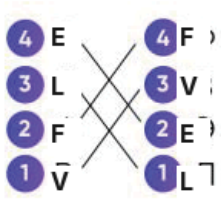
The ancient Greeks used the word *eros* for mutual romantic passion and dependence on one another. Such relationships expressed the most intense feelings: jealousy, passion, dominance, love, and hatred. These are the brightest dependent relationships, but over time they can become the most traumatic if the couple does not upgrade them.

EROS: RELATIONSHIPS OF FIRE

PART FIVE

MODEL 1: THE DIAGRAM

PERSON 1 × PERSON 2

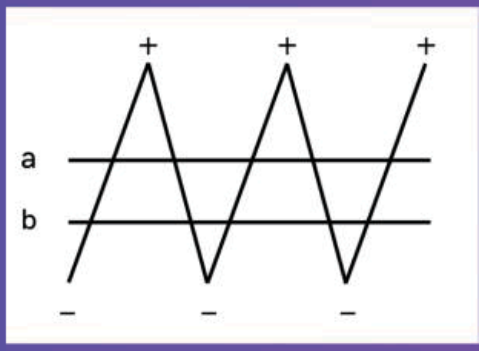


Crossings: First to Third and Second to Fourth.

RELATIONSHIP MODEL: EROS
Module 1

MODEL 1: DYNAMICS

- Passionate, mirrored attraction
- Highly emotional interaction
- Potential for intense conflict
- Needs conscious development



RELATIONSHIP MODELS
Module 1



An example. Consider two people, as shown in the diagram.

Person 1: Volition, Physics, Logic, Emotion (VFLE).

Person 2: Logic, Emotion, Volition, Physics (LEVF).

In this relationship model, the Functions cross over as mirror images: First to Third, and Second to Fourth. This model is called **Full Eros**. It occurs in approximately 50 percent of cases.

Here is what happens. A person whose psychotype has a natural deficit in Third Logic, Third Emotion, Third Physics, or Third Volition meets a partner who has the same Function in the First position, where it is in excess. They sense this surplus of an energy they themselves value immensely. Imagine a slim, shy young man with Third Physics seeing a curvy, cheerful woman with First Physics. He feels that he has met someone with an inexhaustible source of life energy. How wonderful! At first everything is vivid and intense: passion and attraction arise. But, as time passes, things turn out not to be so simple.

When we speak specifically about relationships between men and women, **Eros is the principal model for reproduction**. Passion and love arise rapidly between them. The person with the Third Function is deeply impressed, and the person with the same Function in the First position likes that reaction. But as it turns out, love can be just one step away from hatred. Why?

Because the person with the First Function, as we remember, is not naturally inclined to give that energy to anyone other than themselves. They protect it as a gift to themselves. Moreover, their elephant-like thick skin makes them capable of being rough and inclined to overlook other people. Someone with the same Function in the Third position, meanwhile, is defenseless and needs that Function to be treated carefully and delicately. Now imagine the elephant stepping on all the Third Function's sore spots. Every careless word, every action, every expression of selfishness causes serious injury to that person's Third Function.

Sometimes the person with the First Function becomes generous and does something “nice” for their partner. Even then, it is rather rough and not at all what the partner with the Third Function unconsciously dreams of receiving.

Imagine someone with result-oriented First Physics cooking dinner with someone who has process-oriented Third Physics. The first person cares about the concrete result: eating well and relaxing. The second would like to prepare an exquisite meal together and enjoy it slowly. As a result, the partner with the Third Function feels deprived and unsatisfied.

If someone tells you about “a certain relationship” in which they “suffered more than ever before,” it may well have been Full Eros.

Here are two more examples. A man with First Physics is rough and aggressive in bed with a woman who has Third Physics. She is already tense and insecure about her attractiveness. She frets over her appearance and has barely summoned the courage to become intimate, only to be treated like property. This may produce deep hurt and resentment toward her partner. Of course, the reverse situation also occurs: a woman with First Physics becomes intimate with a man with Third Physics. The pattern is the same.

Another example. A woman with an excessive First Logic does not let her husband, who has Third Logic, speak properly. She interrupts him midsentence and criticizes him harshly. Every word lands like a hammer blow and causes him irreparable emotional harm. She is entirely unable to notice or understand this. Such exchanges continue for years.

The reverse is rare in Eros: sometimes the person with the Third Function receives protection and a genuine source of energy from the partner with the First. This possibility depends greatly on upbringing, education, and the partners' sociocultural values. I am deliberately painting a dramatic picture here to help you understand the model. In real life, the quality of a relationship depends heavily on individual personality traits and on the particular couple.

Once again, there are no bad or good psychotypes—only specific people with particular psychotype structures. Nor are there bad or good models of relationships, only the unique history of two people. I know rare but interesting and harmonious couples living in Eros relationships. Everything is wonderful for them, and that is what we should aim for.

This model is characterized by the so-called **moth effect**. Third Functions react to First Functions the way moths react to fire: they gather around it to get warm and recharge. In politics, for example, there is usually a striking leader with First Volition, a typical “tsar.” Their entourage will mainly consist of people with Third Volition, as though drawn in to “warm themselves around the political campfire.”

Or consider a research institute where scientists and assistants with Third Logic have gathered around a professor with First Logic. They have come to “recharge their brains.”

The essence of Eros is that the person with the Third Function unconsciously dreams of acquiring the same strength possessed by the person whose corresponding Function is First. They hope that person will somehow share it or teach them skills in that area. Much depends on the person with the First Function: can they move the most unyielding part of their nature, their thick-skinned, excessive First Function? Are they capable of that titanic effort?

For the moth—the person with the Third Function—three outcomes remain. They may **burn up**, meaning they are completely worn down by the person with the First. They may **burn their wings**, meaning they

are hurt and left with a lingering bitterness. Or they may **warm themselves**, learning a great deal and generally doing well. I repeat: I know harmonious Eros couples.

A couple of examples from my practice.

I am an osteopathic practitioner, and I once treated a little girl with Third Emotion. For some reason she was often ill and afraid of her mother. None of the specialists she had previously seen had managed to identify the cause.

Her mother, who had First Emotion, explained that the girl was a long-awaited and deeply loved child. Literally every day, she poured her feelings, love, and care over her little daughter. You might say that is wonderful—these are positive parental emotions. But they are not always appropriate. The emotional world of a small child with Third Emotion is so delicately organized that her mother's excessive bonfire of emotion and love causes her to lose her sense of self. She can no longer tell where her own feelings end and her mother's begin. For someone with Third Emotion, this is an unbearable overload. That, I concluded, was where the psychosomatic symptoms and fear of her mother came from. The conclusion is the same as in our discussion of upgrading the psychotype: you must know how to tame your First Function.

You should have seen the mother's eyes widen when I explained this to her. At first she did not grasp how much she was overloading her child emotionally every single day. Once she understood, she learned to slow down her “train of feelings” and direct calmer emotions toward her daughter. All the girl's health problems disappeared.

The same story can be applied to any other pairing. Imagine a parent with First Logic and a child with Third Logic. One sharp remark—“Don't talk nonsense, who do you think you are, the smartest person in the room?”—or something similar may be enough to hurt the child. Weigh your words to your children carefully, and of course you need to know your child's psychotype. A single harsh phrase from a parent with First Volition directed at a child with Third Volition can undermine the child's confidence and create tension in the relationship.

Conclusion. We need to understand the Third Function ever more precisely. There is always a danger of hurting someone close to us without intending to. As we gradually immerse ourselves in Psychosophy, relationships of every kind begin to soften: people learn to see the world through other people's eyes, and communication becomes less harsh. That is a truth about life that few people yet know. In time, however, Psychosophy will change things for the better.

5.3. Philia: Relationships of Rest. Pseudophilia: Relationships of Misunderstanding. The Role of Jokers

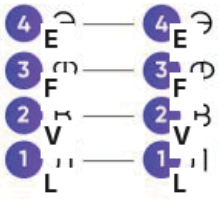
The **Philia** model is a “relationship of rest.” Such relationships are accompanied by relatively calm feelings: understanding, friendship, and a fair degree of comfort. They are the easiest and least conflict-prone relationships possible. Unlike Eros, they are not especially intense, and they may become boring after a while if neither partner develops outside the relationship.

PHILIA AND PSEUDOPHILIA

PART FIVE

MODEL 2: THE DIAGRAM

Человек #1 × Человек #2
PERSON 1 × PERSON 2



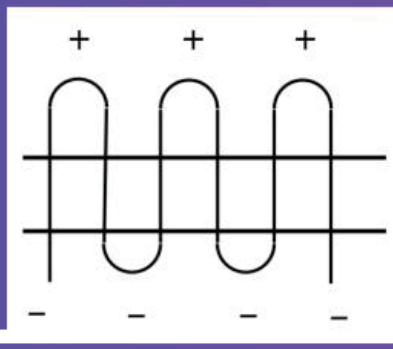
Matching Functions in each position.

2

RELATIONSHIP MODEL: PHILIA
Module 1

MODEL 2: DYNAMICS

- Immediate mutual understanding
- Calm, comfortable conversation
- Partners may grow bored
- Similar shortcomings are reflected



RELATIONSHIP MODELS
Module 1

A CASE FROM PRACTICE

An engaged couple with two First Volitions

looked more like rivals than partners.

A single conflict ended the relationship.



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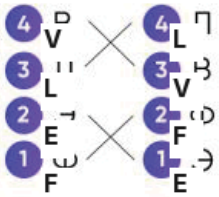
RELATIONSHIP MODELS
Module 1

MODEL 3: THE DIAGRAM

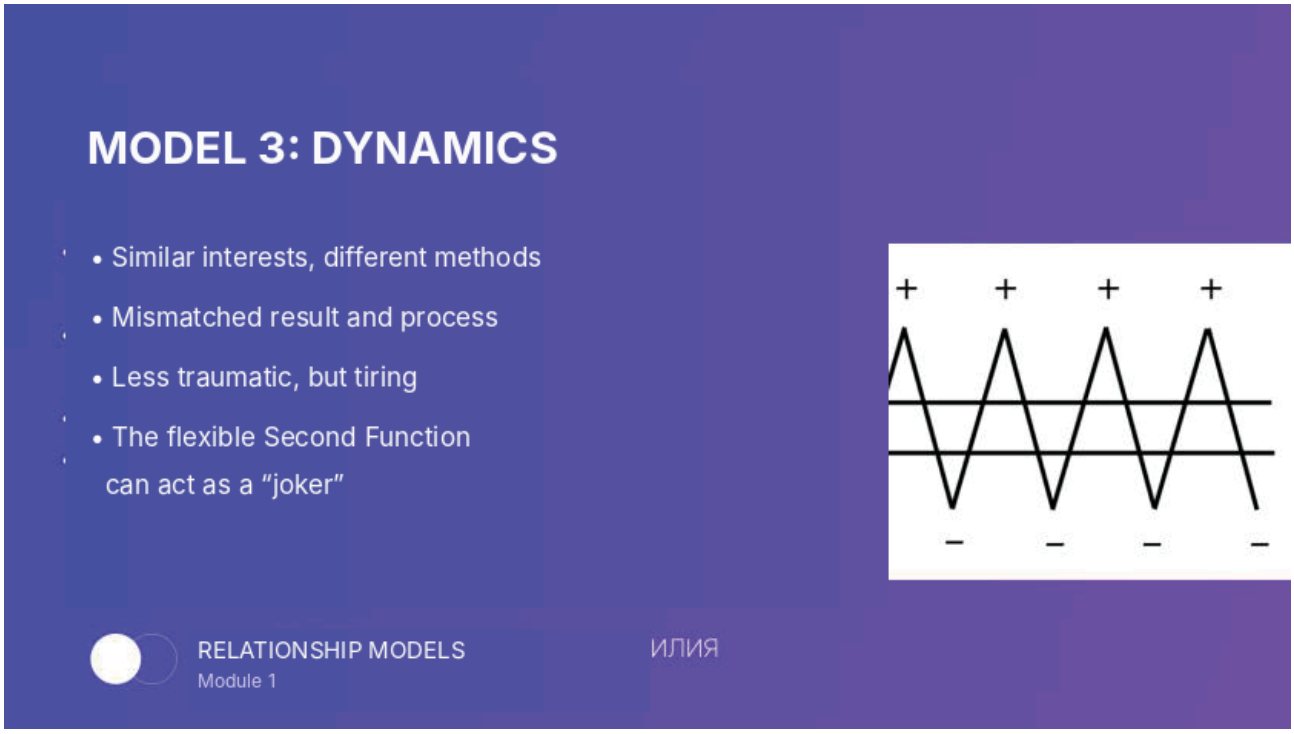
Человек #1 × Человек #2
PERSON 1 × PERSON 2



3

Crossings: First to Second and Third to Fourth.

RELATIONSHIP MODEL: PSEUDOPHILIA ИЛИЯ
Module 1



An example. Consider two people, as shown in the diagram.

Person 1: Logic, Volition, Physics, Emotion (LVFE).

Person 2: Logic, Volition, Physics, Emotion (LVFE).

In this model, the partners' First, Second, Third, and Fourth Functions match. Imagine meeting someone who has the same Upper and Lower parts of the psychotype and the same result and process. Everything is simple and very comfortable. If Full Eros brings together extreme opposites, this model unites psychotypical twins with identical psychoskeletons. They have similar values and interests—and generally similar problems as well. The phrase "finding a kindred spirit" is perfect here.

For instance, someone with Second Emotion meets another person with Second Emotion. Two performers have found one another and understand each other beautifully. The important thing is that they not grow bored with time.

This is the third most common relationship model, occurring in approximately 15 percent of cases. **Full Philia** is a "relationship of rest" in which partners look into each other as though into a mirror. They immediately find common ground and begin exchanging knowledge, emotions, and accumulated life experience.

Someone with Third Physics, for example, tells another person with Third Physics how to gain more health and money or attract attention from the opposite sex. Someone with Third Logic shares secret knowledge with another Third Logic and offers advice on what books to read or where to study.

And so on. As you can imagine, communicating in this combination is quite easy. But the main risk is that, over time, the partners exhaust the experiences, skills, and knowledge they have to share—and grow bored with one another.

They may also eventually begin to feel irritated by each other. That irritation arises precisely because you can see all your own flaws reflected in your partner, especially those involving the Third Function. When someone with Third Emotion notices another Third Emotion's dryness, inhibition, or fear of laughing in public, they are reminded that they themselves are exactly the same. People say that the world around us reflects who we are. In this relationship model, that is almost always true.

In Full Philia, communication can resemble a “club for anonymous fear-aholics and chronic worriers,” where members sincerely sympathize and share both negative and positive experiences. Yet neither partner feels sufficiently confident to offer decisive advice or help. “How can I help someone else when I can't help myself?” is a question the Third Function constantly asks. Their dialogue sounds something like this: “I understand you so well,” “I feel exactly the same,” “You're talking about yourself, but it's as though you're describing me.” Conversation is peaceful and safe. The underlying attitude is: “Nobody will judge or laugh at me here,” “Here I am understood and supported.”

Boredom develops because there is no real opposition. Upper and Lower are identical, and result and process match as well.

We have said that Full Eros relationships are the most traumatic, but you certainly won't be bored: the partners' characters are opposites squared. In Full Philia, the partners exchange energy and rest. But then they need to develop themselves actively, or the risk of separating becomes high.

I will tell you something curious that I have realized over years of practice. Many people go through the same sequence of relationships. First, they get burned in Eros, and their Third Function is in shock. To recover, they enter a Philia relationship for a while. They spend several years in it and rest psychologically, as if they have gone on a long island vacation after exhausting work. After their vacation, they may very well move into a Pseudophilia or Agape relationship, which we will also discuss.

There is important information for anyone who wants to “rest” in Full Philia. Apart from the long-term risks of boredom and irritation, there is another danger you should know about in advance.

When two partners have the same First Function, it often happens that one person's First is more pronounced and stronger than the other's. This creates a risk that the partner with the stronger First Function will psychologically suppress the one with the weaker First. Note that this applies only to relationship models in which the First Functions match. Imagine a thoughtful person with First Logic and an even more thoughtful person with First Logic communicating closely over a long period.

To avoid such pressure, both partners need not only to train their Third Functions so that their First Functions become gentler, but also to tame the First Functions directly. They must do everything they can to soften them.

As you see, everything we discussed in the chapters about upgrading a person has a wonderful effect on relationships. I'll repeat it: build up the Third, tame the First, and warm up the Fourth. And happiness will follow.

A special case: two First Volitions. Relationships between identical First Functions deserve particular attention—but above all when the Function is Volition, rather than Emotion, Logic, or Physics! Remember that Volition is a special Function, the lever and backbone of the psychotype. When two psychotypical “tsars” meet, things may get very “interesting.” There are few options for compromise. Two leaders have come together, and one of them has to yield somewhat to the other. Otherwise, nothing good will come of

their relationship. Giving way is difficult because the First Function, like an elephant, is heavy and stubborn and can barely be moved. So the “two elephants” butt heads.

I have a little story about that. For a while, I followed the relationship of a couple who were both bloggers.

He: Volition, Emotion, Physics, Logic (VEFL).

She: Volition, Logic, Physics, Emotion (VLFE).

In other words, they both had First Volition. My friends, with whom I often discuss Psychosophy around the kitchen table, can confirm that when I first saw this couple, I immediately said they would break up within six months. At that moment they were engaged. Unfortunately—or fortunately—I was right. How did I calculate it?

I watched both of them. It was obvious that they were being held together by the honeymoon phase, and that as soon as it ended, their Volition would come roaring to the surface. They were simply too clearly defined as uncompromising leaders. Watching them through a phone screen, I felt tension, as though they were competitors rather than a couple. All they needed to fly apart was one conflict. Six months passed, and that argument happened. The separation was very abrupt. As I later learned, they broke up because of a single rude text message. Unfortunately, they were left with mutual resentment, each convinced the other should have yielded. And there you have it: even what seems to be the easiest relationship model can be quite conflict-ridden.

Pseudophilia: A Relationship of Misunderstanding

Next comes the third relationship type, **Pseudophilia**, or “relationships of misunderstanding.” Here we will learn the role of people who act as jokers.

As the name suggests, this model is related to Philia. The two are similar, but there are some subtleties. In Pseudophilia, people become friends and cooperate easily. They find one another interesting and seem as though they ought to understand each other very well—yet they don't. The essence of the relationship is that even though the Upper and Lower parts match, there is constant, inexplicable misunderstanding. Why?

Pseudophilia is the second most common model of relationships between two people, occurring in approximately 25 percent of cases.

An example. Consider the two people shown in the diagram.

Person 1: Physics, Emotion, Logic, Volition (FELV).

Person 2: Emotion, Physics, Volition, Logic (EFVL).

Here there is a mirror crossing from the First Function to the Second and from the Third to the Fourth. Imagine two people whose psychotypes have matching Upper and Lower parts, as in Philia, but whose result-oriented and process-oriented activities do not match. Their values agree, yet they do not understand each other. At first glance they look like psychotypical twins, but both keep sensing some inexplicable tension.

For example, a person with Second Emotion cannot understand why the person with First Emotion prefers to process feelings privately rather than share them. Psychosophy offers a simple answer: because the First Function needs a result. The person with First Emotion, in turn, cannot understand why the partner with

Second Emotion draws so much attention and even seems to overact when talking with everyone. Because the Second Function needs a process.

So two people meet and seem to have identical values, but while building a relationship they discover that they are different. That is why the model is called **Pseudophilia**—false Philia, or false similarity.

Another example. Someone with First Volition is an achiever by nature, working like a locomotive every day to change the world and get everything done. Their business partner, with Second Volition, enjoys living in freedom and taking pleasure in life, moving toward goals gradually and without getting worked up. They neither hear nor understand one another. For one, achieving results through goals is paramount; for the other, the process of pursuing goals matters most.

What conclusion can we draw? The same as before: if at least one partner does not train their psychotype, relationships will be difficult. Build up the Third, tame the First, and warm up the Fourth. Pseudophilia relationships are not as traumatic as Eros, but they can be exhausting. As Alexander Afanasyev, the creator of Psychosophy, said, both partners may emerge thoroughly worn out.

Who Are the Jokers?

A great deal in this model depends on the person with the Second Function. Remember that the First Function is relatively immobile, making compromise difficult, whereas the Second is very flexible and yields easily. To preserve a Pseudophilia relationship, the optimal course is for the partner with the Second Function to yield to the partner with the First.

That is why the person with the Second Function can be compared to a **joker card**. In a card game, the joker can take the role of any other card: it adapts. Likewise, the Second Function can cement a relationship together. Destroying a relationship is always easy. Preserving one is harder!

There is another piece of good news about Pseudophilia. We remember how important it is to consider whether the partners' Third Functions are injured. In this model, **the Third Function is almost never injured**, because the partner's Fourth Function adapts to it. The Fourth is a blank canvas on which anything can be painted.

For example, someone with Third Logic meets someone with Fourth Logic. The latter is happy to speak less and let the Third take the lead in conversation. Someone with Third Emotion meets someone with Fourth Emotion and feels comfortable because the partner is a calm, steady audience member, ready to take a back seat emotionally. Different feelings can be expressed safely around that person.

So in Pseudophilia, the Third Functions may not be vigorously building their muscles, but at least they are not being injured. They live in fairly safe conditions and gradually develop.

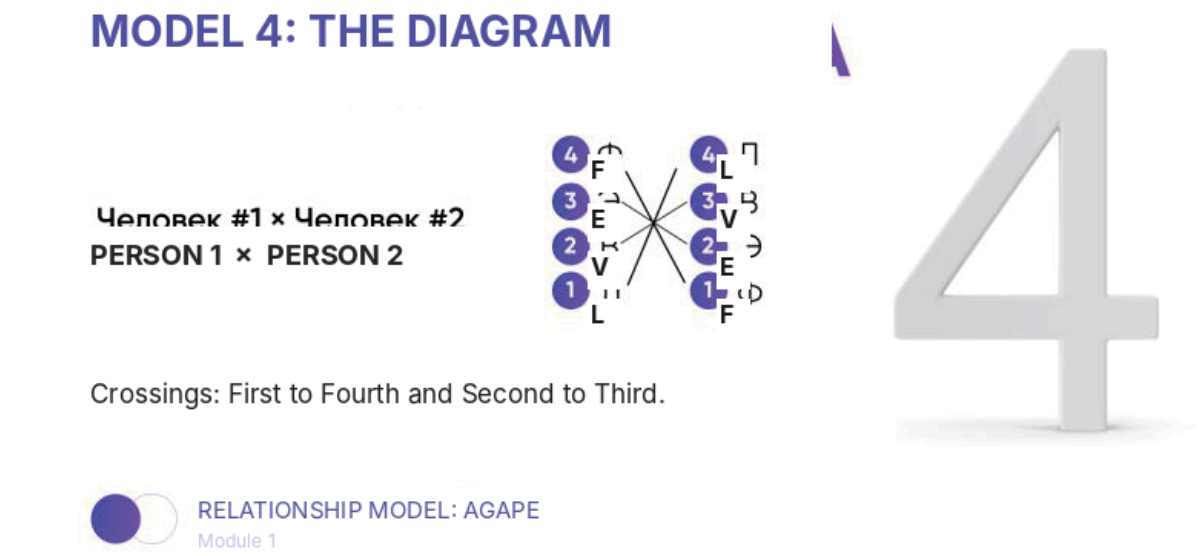
5.4. Agape: Relationships of Growth. The Secret Fifth Kind of Interaction. Instructions for the Relationship of Your Dreams

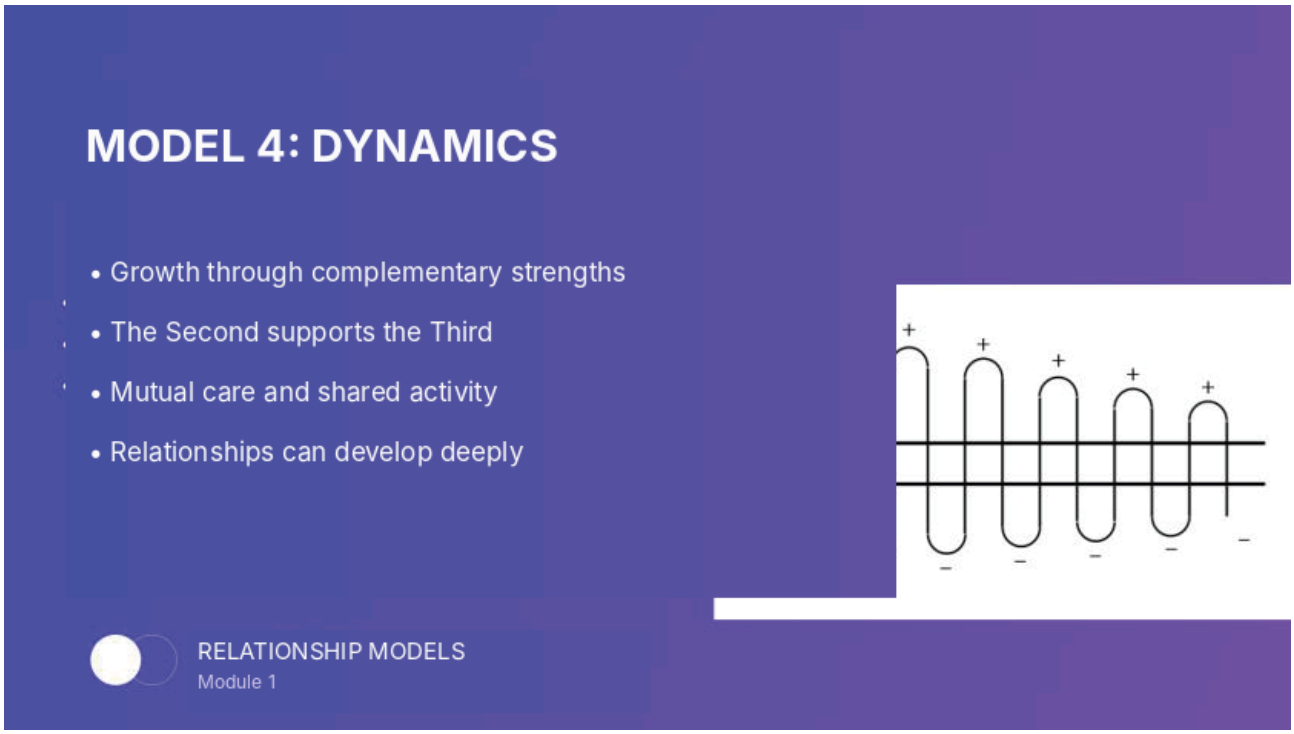
The **Agape** model is a “relationship of growth.” For many people studying Psychosophy, it is probably the most interesting relationship type. At the beginning there is misunderstanding between the partners, but

that quickly gives way to mutual interest and warm feelings: care, ease, and a desire to grow together. This is a rare model—approximately 10 percent of cases—but when two such people meet, they can learn an enormous amount from one another without risking either being consumed by the flames or getting burned.

AGAPE: RELATIONSHIPS OF GROWTH

PART FIVE





An example. Consider two people shown in the diagram.

Person 1: Logic, Volition, Emotion, Physics (LVEF).

Person 2: Physics, Emotion, Volition, Logic (FEVL).

The diagram shows a crossing between the Second and Third Functions, and between the First and Fourth. Imagine two people whose Upper and Lower parts are opposite, but whose result-oriented and process-oriented activities match and point in the same direction.

You could say they have flown in from different planets, but now they are traveling the same road. For example, partners with Second Emotion and Third Emotion are both interested in creative development. They also enjoy going out into nature together. If they are colleagues, they like coming up with creative ideas and designs for projects. If they are a couple, they can easily stage little comedy sketches together at home. That is because each person is interested in the process of doing something together.

I know an entrepreneur, a handsome and imposing man who practically worships female beauty and tries to surround himself with attractive women. He has an employee who is a young woman entirely uninterested in appearances. As it happened, I watched their interactions develop. At first my acquaintance kept his distance from her, but gradually they worked together more and more.

He has Second Emotion and Third Physics, while she has Second Physics and Third Emotion. In other words, they have **Agape through their process-oriented Functions**. They worked together on design and strategy, and even from the outside you could see how comfortable they were together. He joked a lot, and she laughed a lot. She, in turn, brought him treats and coffee and energized him for work. I was astonished when, a month later, he said, “Ah, if only she were prettier, I would marry her!” Such is the magic of matching result and process.

I will add that a pair involving Second Physics and Third Physics is interested in caring for the body, a healthy lifestyle, exercise, and sports. They may enjoy cooking together. For both people, process is paramount.

The main difficulty with this valuable relationship model is that it rarely comes about. People with initially opposite characters often pass each other by without suspecting how valuable they might be to one another. But if the miracle does happen, they are swept into a powerful current of growing closeness that is very, very hard to escape.

I mentioned earlier a chain of relationships I have noticed: a person gets burned in Eros, rests in Philia, has some fun in Pseudophilia, and then arrives at Agape. This may happen around midlife, when a person seeks profound growth or needs to heal earlier emotional injuries. Agape is very well suited to that purpose.

In practice, what happens is that one partner's Third Function encounters the same Function in the other's strong, safe Second position. The Second is ready to share, so the Third receives a major source of precious energy. The person with the Second Function becomes a good guide, neither criticizing nor hoarding anything. They allow the person with the Third to take the wheel in activities that both attract and frighten them.

For instance, someone with Second Emotion helps a person with Third Emotion practice singing, rehearses performances with them, and suggests how to improve. Someone with Second Physics takes responsibility for domestic life and childcare, freeing a person with Third Physics from chores they dislike. I know families in which a man with Second Physics manages the home while the woman works and supports the family, and everything is very harmonious.

Someone with Second Volition will always support a person with Third Volition, because doing so is not difficult for them. They help the other person move toward goals and maintain confidence.

And it is not just a matter of the Third Function; the Second also benefits. The Second Function develops most fully when it cares for other people. That is why the Agape model generates such harmonious energy.

Storge: The Secret Fifth Relationship Model

Here is the promised secret: there is a fifth kind of relationship between two people, a perfect one. You might call it the “relationship of your dreams.”

At the beginning of the book, I explained that humanity consists of 24 psychotypes, and I expressed a wish many people share: to become the perfect twenty-fifth psychotype. The same dream applies to relationships.

The **Storge** model is a relationship between two people who have reached the twenty-fifth psychotype. That means each has upgraded their personality so thoroughly that they interact with others in a special way, grounded in deep feelings: tenderness, complete understanding, and acceptance. Calm, positive emotions supported by reason create the atmosphere of a flourishing garden. Relationships grow like beautiful buds unfolding, giving everyone warm impressions.

An example. Consider two people.

Person 1: Second Logic, Second Volition, Second Emotion, Second Physics. And I could name a person with any order of Functions—the result would be the same. Suppose Person 2 has Second Physics, Second Emotion, Second Volition, Second Logic. Every Function is Second. Result and process matter equally to both people. They immediately find common ground through any channel of energy.

This kind of communication is **a new level of human development**. At present, this is an extraordinarily rare relationship model; you could say it practically does not exist. The twenty-fifth psychotype is still uncommon, though I have met people who have reached it.

A person with the twenty-fifth psychotype is completely comfortable in any relationship, with any person.

All conflicts, appalling divorce statistics, endless lawsuits between people, online bullying, and psychological trauma will someday belong to the past.

Just imagine how warm and safe the world could become if everyone upgraded themselves to the twenty-fifth type. This is the future of communication between people that the system's creator, Alexander Afanasyev, dreamed of. I continue to dream of it, as does the Psychosophy team.

Let's create that future!

CONCLUSION

Three Main Ethical Rules. Only the Beginning

My book is ending, but I am certain that every reader is entering a new stage of life. You will become wiser and happier, and you will certainly help many other people find themselves. I do not write these words lightly. For many years I have seen people who have studied Psychosophy help others put their lives in order.

We have traveled a long road together. We have learned how human beings are structured inside from the perspective of psychotypes, and we have looked at the world through other people's eyes. We have begun to understand their values and needs, their fears and worries. You, my dear readers, have acquired unusual skills that you will use for the rest of your lives. I ask you sincerely: don't stop here! Reread the book and rewatch my video course (information is available on the official website). Reinforce this knowledge, and many things in your life will become easier.

For now, your task is simply to live with this information for a while. Later you will notice that you communicate differently and think a little differently. This transformation will lead you toward inner balance and self-sufficiency.

Psychosophy's Three Main Ethical Rules

In conclusion, I would like to remind you of three important ethical rules to observe as someone who possesses this knowledge. Following them will strengthen your reputation as a considerate person who truly understands what Psychosophy is about.

Rule One: As we already know very well, there are **no good or bad psychotypes**. Every person is unique, irreplaceable, and valuable. Everyone possesses abilities and knowledge that others do not have. Each of us brings our own meaning to life. This is very important, and we have no right to declare who is good or bad on the basis of psychotype.

Rule Two: As we have also mentioned, there are **no good or bad relationship types**. People are drawn to one another for many reasons, not just their psychotypes or life scripts. There are so many reasons that it is simpler to call it fate. Psychosophy is an additional aid for harmonizing relationships, not a judge's robe granting us authority to decide who should be with whom.

Rule Three: We have not discussed this one yet: there are **no good or bad professions**. Every person, whatever their psychotype, can realize themselves in any profession. They are capable of achieving results that others cannot. Each of us has a unique signature in life. We must learn to recognize it and understand our own path, and Psychosophy is an excellent assistant in that endeavor. Take the list of activities for the Third Function and try everything!

These are our unwritten principles. We do not sort people into categories or attach labels to them. We are guides to important knowledge that will help millions find themselves and lead conscious, successful lives.

Take care of yourselves, and take care of the people around you!

Thank you. Until we meet again. Good luck!

This has been Ruslan Aimaletdinov.

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