

mindhub

by γ -photography



personality self-profiler

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For more information:

www.mindhubworld.com

www.y-photography.net

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Chapter 1: Introduction

Hi there! I am Y-Photography and I am happy to introduce my third book about reasoning and motivation. Prepare yourself to learn how to identify easily what is important for anyone and what are the means for achieving aimed goals based on a basic profiling. You might be surprised to see how motivation could greatly vary, even for people following similar objectives in life.

Unlike my previous books, where the whole system was designed to mainly evaluate other people or situations, in this book you start by analyzing yourself and then continue exploring everything else. As always, the methodology is based on numerous cases of independent research performed across some of the world's largest cities among people with different cultural backgrounds and social status.

I tried to create this book in a form of an entertaining psychology test similar to the process of creating a fictional character. You see, we are all a mixture of good and evil and it is impossible to completely distinguish the "very thin line" determining what is right and wrong. Any action or way of behavior could be condemned by some, while at the same time be completely acceptable for others. This is the reason to try my best not to 'take sides and avoid imposing my personal opinion. In other words, for the sake of argument, nothing related to anyone's way

of life is going to be presented as good or bad. It just is what it is!

There is always a twist

The vast majority of people tend to always want more and more. More of the good stuff, the things we like and enjoy. And we want them fast, preferably with minimal effort involved, not giving too much thought to what will the price be. This is why we should take a closer look at this common misconception and break it down: the ultimate parameters we manipulate and could operate with are quality, time and resources. Shortly speaking, the price we need to pay is one of them. The positive outcome is still not sure but by giving away one parameter we are at least buying ourselves a chance to succeed. This is how it works: a greater amount of resources will be required if you want to achieve or acquire something quickly and of high quality; If you want to achieve or acquire something of high value with minimal resources required, prepare yourself for a long wait; If you want to have or achieve something quickly with minimal resources required, the quality will be poor.

At the same time, you need to bear in mind that access to opportunities does not necessarily mean successful accomplishment and you need to consider the situation as well as the internal and external factors involved. However, odds calculation and how to improve chances is not what the book is about and I will try to

keep away from this topic as much as possible. Moving forward: I really hope you will like it.

Chapter 2: Drives

Twelve motivators (to rule us all) and three levels of importance to choose for each one of them. But before proceeding further, we need to set some ground rules in order to have an accurate profiling. Our research showed that, as a rule, we could have higher prediction accuracy about what behavior we could expect from anyone if we identify the three primary motivators driving this person. There is no limit to the maximum number of secondary motivators you could assign, they represent motivators less pronounced in people. Just skip any particular Drive that is not applicable for this person.

Step one: select three motivators from the list below that define the person (Primary drives);

Step two: select appropriate number of motivators from the list that are partially applicable for this person and could be expected from him under specific circumstances (Secondary drives).

Profiling procedure:

- Select three Primary drives that define the person
- Select up to nine Secondary motivators that are not selected as primary
- Select up to nine of motivators that are not selected as Primary or Secondary

Although you have a large number of drives to choose from, the best way would be to eliminate what is not

applicable at all, the least important ones. Limiting the options to go with will make the prioritization process way easier. A detailed explanation of every motivator is included below in this chapter.

- Ego
- Attachment
- Ambition
- Resentment
- Principles
- Security
- Revenge
- Regret
- Greed
- Compassion
- Boredom
- Lust

Through common goals or drives you are building a bond between any individuals or groups of people. Seek first to understand others. In Chapter 4: Behind the graphs you will be able to understand what these combinations actually mean for any person we are analyzing.

Ego: The world is mine

Self-centered people with excessive admiration of their looks or trust in own qualities, who eventually overestimating themselves. People driven by ego usually

dream big and aim higher. They are very confident in their own abilities, but often are arrogant and indifferent to other's problems (even in regards to people close to them), rarely appreciate someone helping them and usually do not take into consideration the fact that they are also a part of the same society and inevitably (more or less) depending on others. Such people believe that they are almost never wrong or guilty, and even if they are, they will find a pretty convincing excuse for themselves.

Attachment: People first

Many are driven by emotional attachment to their closest and it usually takes a lot of time to develop a bond and create a deeper connection with someone. They value trust very much. It takes a very long time for such people to accept and let anyone new in their inner circle but once this connection is established, they become very protective towards the people around them. On the other hand, losing someone close or spoiling an important relationship could be devastating for these people. It might cause serious emotional damage to them damage them and the recovery time could a long time.

Ambition: Time to work

Just to be interested in succeeding (and saying so) does not equal commitment and accountability, nor any movement towards a destination or goal. Ambition is determined by deeds, not words! There are, of course, no guarantees in life, but being ambitious could stack the odds in one's favor. People driven by ambition are ready to spend solid amounts of available resources and time to achieve what they want. They are consistent when pursuing their goals.

Resentment: The bitter taste of envy

People driven by resentment are often blaming someone (something) else for the problems in their life. They have a constant feeling for being treated unfairly and rarely recognize the achievements of others, even the closest ones. It is common for them to desire and want to have something belonging to someone else. Such people constantly seek other's attention and often are hyperbolizing their success stories. By doing so, it is very unlikely for them to get help or advise when they truly need it as the information provided is very misleading and inaccurate.

Principles: Do the right thing

Anyone's behavior and beliefs are (more or less) a result of the guiding principles that play important part of their life. Strictly individual, they are often influenced by a lot of external factors such as surrounding environment, cultural norms, ethnicity, gender, level of education, religion, etc. People driven by principles are ready to willingly suffer losses or miss opportunities while standing up for the things they believe in. It is very hard to have a constructive discussion with them if your opinion differs, as they blindly believing in their theories.

Security: Prepare for trouble

It's impossible to foresee and prepare for every negative outcome, but planning in advance can highly increase one's chances of survival in case of an unfavorable situation. People driven by security are trying to assure their future by preserving partially their available resources to be prepared for a time of crisis. Aside the materialistic side, such people are trying to minimize the risk in every critical situation. Paying attention and observing the surrounding environment, trying to avoid repeating their own mistakes and learn from other's. However, such people might become paranoid and increase their level of fear and anxiety, especially under stress.

Revenge: An eye for an eye

An act of vengeance could prevent others from attacking at first place and taking into account that there will be consequences. However, there can be confusion and misunderstanding on the receiving end, as not everything is equally important for everyone and some might simply not understand what it is all about. People driven by revenge are holding a grudge but at the same time they are not being vindictive indiscriminately, ready to spend resources or miss opportunities to initiate an act of retaliation on someone who is attacking or threatening something of great value in their life. They believe it is better to react with (at least) the same degree of hostility and intent to inflict damage (physical or moral) on the opponent. They rarely forget and forgive.

Regret: Stuck in time

Feeling sorry for yourself could be self-destructive as it is extremely unlikely (by doing so) to actually change or improve the situation at the present time. This motivator kicks in quite often when people grow up and start look back over their lives at wasted chances and failures. People driven by regret are often passing up on new opportunities which often leads to a state of emotional hibernation and feeling of disappointment. They are usually lacking in energy.

Greed: Want to have more

People characterized by intense desire to acquire large amounts of money and possessions of value which, as a result, makes them extremely money-oriented. They are always calculating and hate to spent money of their own. Tough and pushy negotiators, extremely organized and determined and not very willing to spend or share even with someone important to them. They often seek out cheap options, while at the same time are targeting highest quality.

Compassion: A trip of guilt

Emotional people who are uncomfortable with the idea of disappointing anyone (intentionally or not), strongly expressed when it comes to friends or family. They are ready to change their behavior or spend time and resources to make it up to the others, redeem and have a clear conscience. Such people often fear to share their own point of view in public. Ready to make a lot of compromises in the sake of other's well-being. There is no I for such people and they experience serious trouble when trying to say no.

Boredom: Nothing much to do

Too much free time on one's hands usually brings tendency to do things rashly in most cases. People driven by boredom are looking to get fast results in every aspect of their life but and at the end of the day they might end up wasting more and more time on meaningless things. Some people are driven by boredom simply because they are lazy and prefer to stay like this. Others simply do not have something to follow or fight for at the present moment.

Lust: Just another vice

People driven by lust are seeking constant sensual self-indulgence and aim to achieve the greatest amount of pleasure possible. They live in the moment and are very willing to spend resources and time to fulfill their urges. Such people face serious difficulties stopping these activities even when they make a serious attempt to do so. The sensation is often stronger and they are not ready to leave the pleasure feeling.

Chapter 3: Aims

Since the previous chapter represents the customary manner and style of doing things, here we will focus our attention on the destination. For many, both are aligned at every step of the way. It is equally important to understand what matters the most for the people around you as well as to determine for yourself the things that gives meaning to your life. You should simply rank all nine sub components below by order of importance.

Profiling procedure:

- Rank all nine sub components by arranging them in descending order starting from the most important sub component to the least important

You could find below the list of aims important for people, divided into nine sub components. A detailed explanation of every one of them is included below in this chapter.

- Intimate | relationships
- Family | relationships
- Friends | relationships
- Financial | success
- Competence | success
- Hierarchy | success
- Religion | beliefs
- Principles | beliefs
- Fun | beliefs

Figuring out what others want is a vital part of the successful interpersonal relationships and vital step to have a fulfilling life, because without a direction you will not be able to focus on achieving your goals and objectives. People's goals and desires determine their behavior and reasons behind actions. It's what they care about. You should never assume what others are after, though. Observe. Learn. Ask. Find a way to understand better the mindset and evaluate every situation accordingly. One of the most common mistakes that people make is to deceive themselves that everything is important.

To put it briefly, there are three major components important for people: interpersonal relationships, professional success and personal beliefs, with three sub-components under each one of them. Their importance varies according to the individual's characteristics and this is defined by multiple factors such as cultural differences, temperament, experience, surrounding environment and other decisive circumstances. Occasionally, people could shift in a new direction and change their philosophy towards life across time but usually this is a very slow process. As a result, some components and sub components could become less important at the expense of others.

Relationships

How much do the people around matter to you? What is the importance of parents in your life? Who should come first: your children, significant other or best friend? But the real question here is who are the people you are ready to back up and spent time and resources to help them out. In other words: are you ready to make sacrifices when they need you?

- Intimate – “I do care about my spouse or intimate partner! People I am sexually and/or emotionally attracted to”
- Family – “I love my family! My relatives and family members, including own kids”
- Friends – “I have a strong bond with my friends, close people I am sharing mutual interests and activities with (not family members)”

Please keep in mind that the intimate partners are always placed as a specific sub component, even when they are already married, technically family.

Success

Ideally, an accomplished professional will have a huge amount of industry knowledge, respectable status and high level of income. But these three sub components are usually not equally important for everyone and it is interesting to note that these are not interconnected: a person could have a good position or title while at the same time possess lack of necessary skills, and vice versa. Additionally, the income is not necessarily a function of competence or hierarchy, even though they might be related in some cases.

- Financial success – “Monetization! My primary goal is to make a lot of money!”
- Competence – “It is important for me to become an expert in my particular field and being good in what I do!”
- Hierarchy – “I want to be recognized and respected! My job title and professional qualifications are important!”

Beliefs

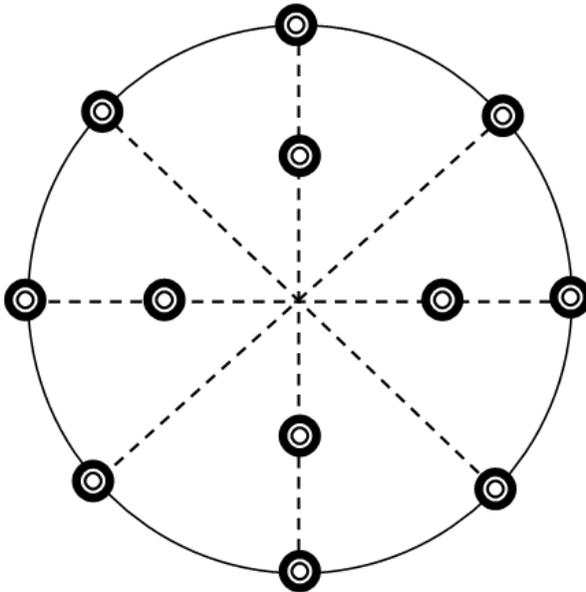
The last but not least part of people's lives is their beliefs. We all have our individual understanding of what is right and wrong. Yet, to believe in something and live by the same avowal is quite often not the case.

How ready are you to sacrifice things important for you because of the spiritual side of life? The sub components here are: religion, principles and fun.

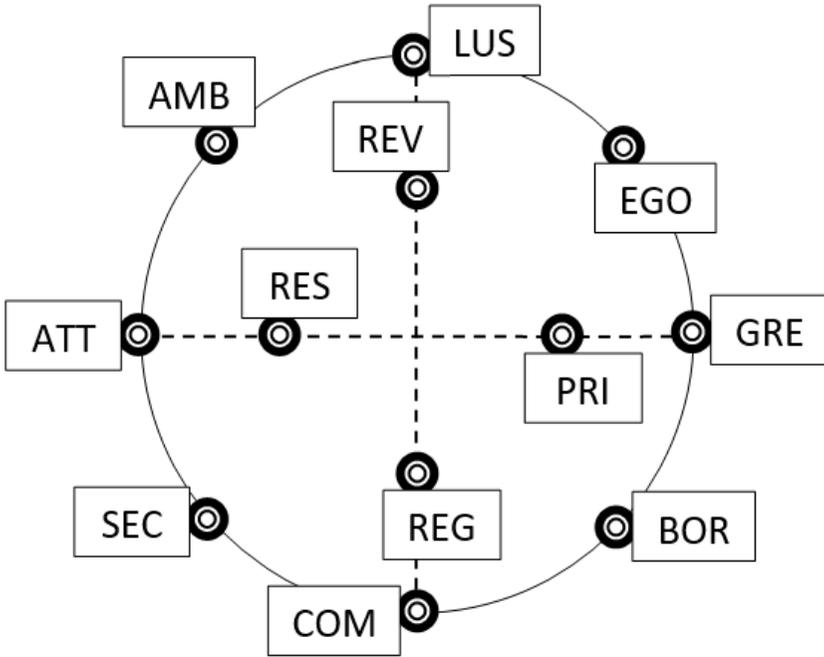
- Religion – “Faith gives my life a meaning! I am often spending time on religious activities? Rituals and prayers are important part of my life!”
- Principles – “I stand by a set of fundamental (non-religious) norms and values. I am ready to defend them even if I may suffer losses as a result!”
- Fun – “My free time is important for me! I find ways to fit fun even when I have a very busy schedule!”

Chapter 4: Behind the graphs

A bit earlier in Chapter 2: Drives we established what motivates people. I want you to draw a circle divided by four lines drawn through its center. Now determine the points where the line intersects the circle and mark them, as well as four additional based on the horizontal and the vertical lines: midway between the center and the points where they intersect the circle.



As we have successfully positioned the drives spots, I will now hide the diagonal auxiliary lines for your convenience. The last thing to do is to put in place the drives, as follows:



Where:

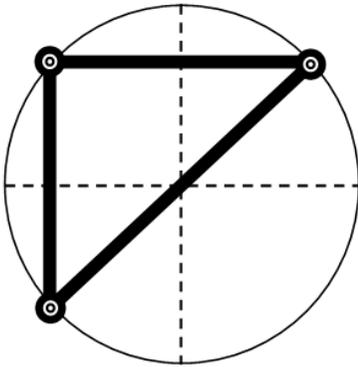
- EGO stands for Ego (upper right angular endpoint)
- ATT stands for Attachment (the left-hand endpoint)
- AMB stands for Ambition (upper left angular endpoint)
- PRI stands for Principles (middle between center and right-hand endpoint)
- RES stands for Resentment (middle between center and left-hand endpoint)
- SEC stands for Security (bottom left angular endpoint)
- REV stands for Revenge (middle between center and upper endpoint)

- REG stands for Regret (middle between center and bottom endpoint)
- GRE stands for Greed (the right-hand endpoint)
- COM stands for Compassion (the bottom endpoint)
- BOR stands for Boredom (bottom right angular endpoint)
- LUS stands for Lust (the upper endpoint)

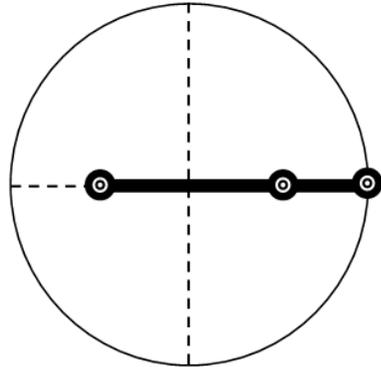
All you need to do now is to geometrically connect the points corresponding to the three primary drives of this person. If they are not in the same straight line, you will have a triangle. For different people, we will see a lot of variations regarding positioning, particular type of shape and covered area. Although very unusual, a line as a result is possible, but triangle will be the most common case in more than 99,9 percent of the cases.

In the zone

The first indicator we are going to analyze is the covered area of the triangle. It represents how predictable the person is. Small covered area (closer tip of the triangle) implies that the person is predictable. On the other hand, a larger area or often changing primary and secondary drives would mean that you can't be sure what to expect from such person, a wildcard!



VERY UNPREDICTABLE

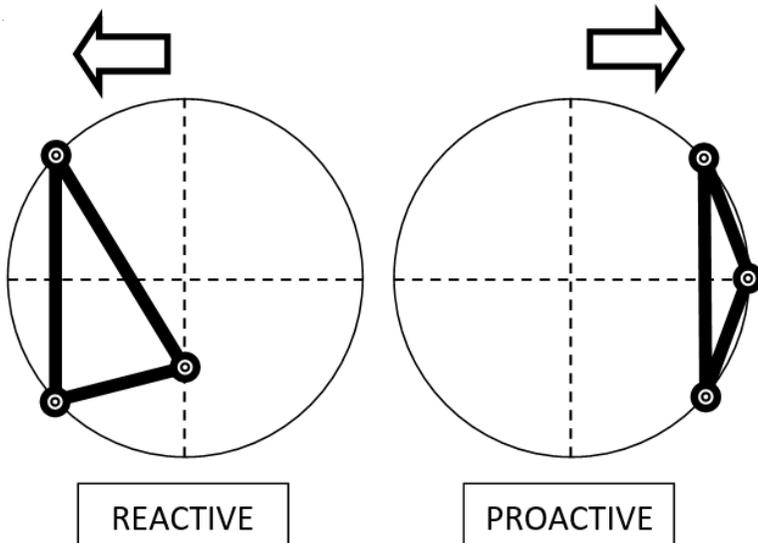


VERY PREDICTABLE

Another interesting fact is that people tend to communicate easily when others have mutual coverage of their triangles in the circle (or mutual primary or secondary drives) and, of course, having a very hard time establishing a connection if there are no points of intersection.

Left and right

Other than the predictability report, we could also determine people's activity level based on where their triangle stands horizontally. When we divide the circle down the middle it all boils down to how left or right from the center your triangle is located. The left side implies reactive and passive type of a person, while the right side indicates proactive behavior.

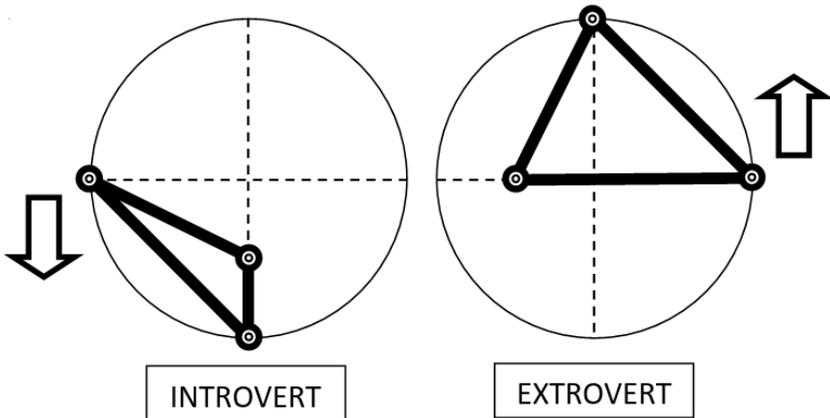


A reactive person is usually responding to the surrounding environment, situation or people around and, as a rule, they are planners. On the contrary, proactive people are most likely dynamic, impulsive and more aggressive. A person somewhere in between is a

hybrid profile type, showing characteristics from both sides, none of which is strongly expressed.

Up and down

The last time we should determine the vertical position of the triangle. Everything closer to the bottom side represents an introvert type of a person, shy and reticent, usually avoiding large crowds. In contrast, the upper side suggests that the person is an extrovert, outgoing and gaining energy from constant communication with others. The upper they go, the more social they get.



Chapter 5: Afterword

It is very hard to understand someone else's point of view other than our own. Their actions and direction might be incongruous with our way of thinking or totally unacceptable to us. This, of course, doesn't necessarily mean that they are wrong. Sometimes all you could do is to look from their perspective, consider what would you do if you were them. Put yourself in their shoes and it should all makes sense. And (most importantly) by doing so you will have a better chance to get what you want and what to expect.

That being said, I am strongly suggesting for everybody to focus on the things they want in life. The things that matter for them and gives their life a meaning. Work on your goals from Chapter 3: Aims, they are harder to change but you do that you will have a clear destination. Once you do that, you will have the freedom to decide how to proceed, eventually sliding your motivators from Chapter 2: Drives accordingly. Long story short, there are many roads you could choose from. All you need to know is where exactly are you going.

Thank you for reading

I am constantly developing and extending the reach of my research, chip in to support my work:

<https://www.y-photography.net/>