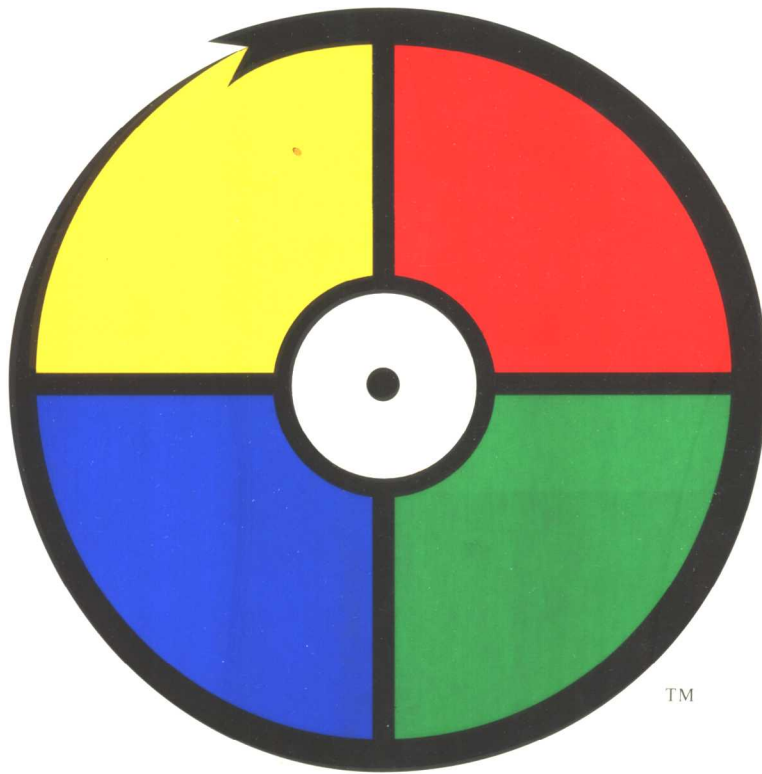


PICTURES OF PERSONALITY™



Guide to the Four Human Natures

JOHN LOPKER

PICTURES OF PERSONALITY™

Guide to the Four Human Natures

Designed and Written

by

JOHN LOPKER

T TYPOLOGY
Los Angeles

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Eve's Dream

Eve awoke inside a riddle, the condensation of a misty dream. What is human nature? She forgot the dream, but not the question. Only common questions come and go. The good ones stay. They saturate. Make our fate.

Eve decided to search for the secret of human nature in the most obvious place: nature. After a long journey, she found a hidden paradise far from the clamor of civilization. Eve loved her new life, so primitive and primary. She rose every morning in the yellow glow of the moist dawn air to roam the emerald hills and bathe in the cool blue lagoons. Every evening, the sun's red rays arched over the mountains and slowly disappeared as Earth's silent shadow blended with the brilliant night sky.

Eve searched every day and every night for one year. Fall seized her summer, and winter overcame her fall. Spring broke her winter, and summer engulfed her spring. After one spiral of seasons, she had found nothing and gave up all hope. And then the four secrets found Eve.

Unity. Water solves the first, in totality.

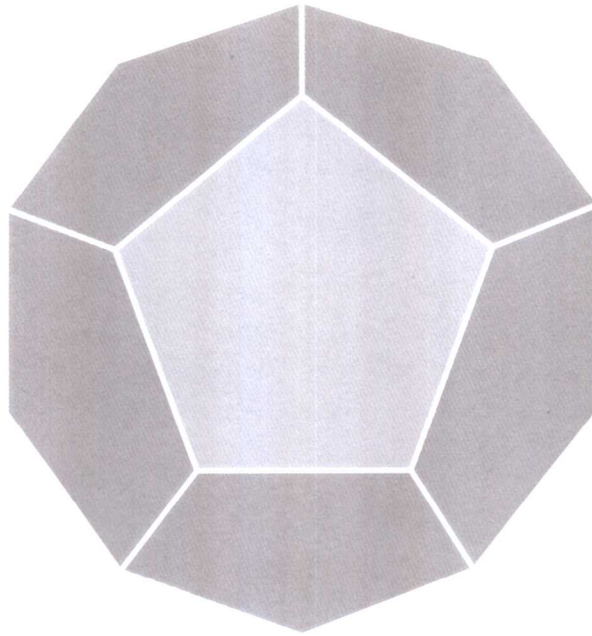
Clarity. Air reveals the second, quite transparently.

Activity. Fire generates the third, so energetically.

Stability. Earth establishes the fourth, most definitely.

On her last night, Eve rested in a soft field. A gentle breeze carried the original scent of night across the land. She felt so alone and yet so alive. One tear fell down her cheek into the fertile soil below. Above, ten thousand stars sparkled in the black heavens until concealed by the radiance rounding the horizon, once again, once upon a time

The Five Point Survey™



*The real voyage of discovery consists not in seeking new lands
but seeing with new eyes.*

Marcel Proust

What Is My Nature?

Clarifier

Air's Clarity
10%

Confidence, but.
Adapts Strategically
Distinctions

I have bounded confidence, as in: "I can do that which I understand." Naturally, I want to expand the boundaries of my confidence by clarifying. I seek confidence through my own individual insights. My bounded confidence steers my focus to distinctions. Like prepositions, I identify positions. I reveal boundaries and catalyze change. I want to conceive the most efficient means to an end based on logic. Independent, I must attain autonomy. For me, life is a question.

Activator

Fire's Activity
35%

Confidence
Structures Tactically
Opportunities

I have boundless confidence, as in: "I can do that." Naturally, I want to express my boundless confidence through action. I have confidence in my own individual instincts. My boundless confidence steers my focus to opportunities. Like verbs, I structure by action. I melt boundaries and cause change. I want the most expedient means to an end. Independent, I must remain unrestrained. For me, life is to live.

Unifier

Water's Unity
10%

Trust
Adapts Diplomatically
Similarities

We have boundless trust, as in: "We can trust others." Naturally, we want to express our boundless trust by unifying. We trust universal human affinity. Our boundless trust steers our focus to similarities. Like conjunctions, we identify connections. We blend boundaries and nurture change. We want to conceive the most meaningful means to an end based on value. Interdependent, we must attain accord. For us, life is a quest.

Stabilizer

Earth's Stability
45%

Trust, but.
Structures Procedurally
Priorities

We have bounded trust, as in: "We can trust others in our group." Naturally, we want to solidify the boundaries of our trust by stabilizing. We seek trust in group affiliation. Our bounded trust steers our focus to priorities. Like nouns, we structure by naming. We establish boundaries and resist change. We want the most reliable means to an end. Interdependent, we must maintain authority. For us, life is to survive.

What Is My Attitude?

External Attitude

Extraversion

Object Attraction
Expend Energy and Expands
Fascinated by the Objective World
Outer Directed and Externally Motivated
My internal world serves the external world.

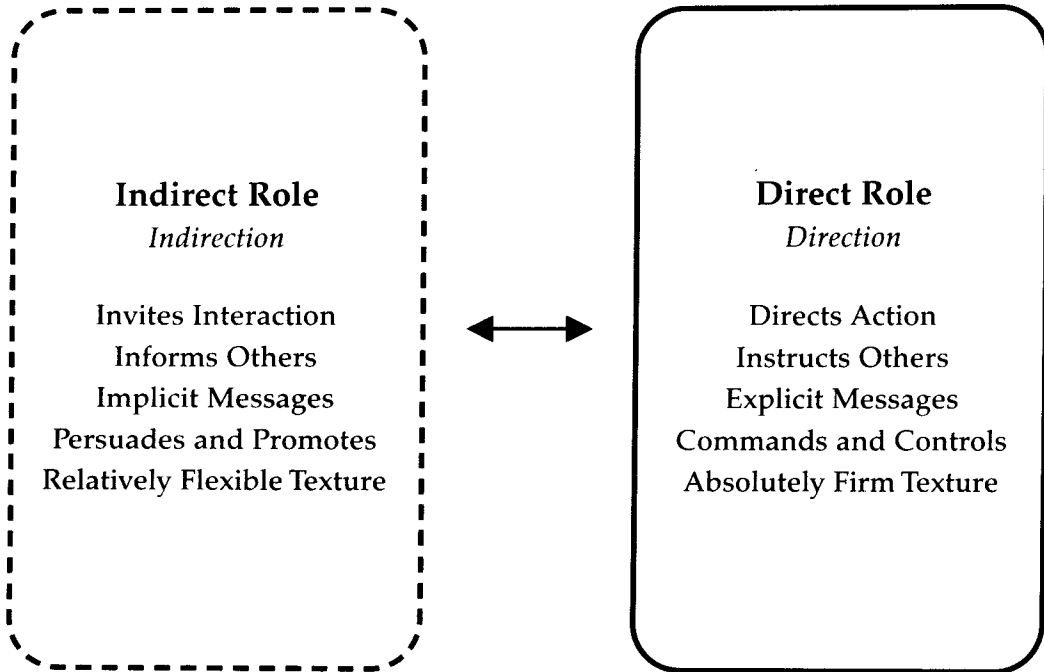


Internal Attitude

Introversion

Subject Attraction
Conserves Energy and Contracts
Fascinated by my Subjective World
Inner Directed and Internally Motivated
The external world serves my internal world.

What Is My Role?



How Do I Perceive?

The Actual: Attention Experience the Object

I sense the actual *Content* of the present, experiencing everything with attention open to the known variables and emerging opportunities.

OPEN PERCEPTION?

The Novel: Options Decipher the Object

I conceive the novel *Context* of the present, deciphering everything with awareness open to the unknown variables and evolving options.



My Priorities: Continuation My Subjective Impressions

I sense past *Content*, my impressions of what was, closing out all that does not support the continuation of my priorities.

CLOSE PERCEPTION?

My Plans: Anticipation My Subjective Interpretations

I conceive future *Context*, my interpretations of what will be, closing out all that does not comport with the anticipation of my plans.

Content. To perceive *inside* the container of the five senses.

Context. To perceive *outside* the container of the five senses.

How Do I Decide?

My Ideals: Perfection
My Subjective Evaluation

I Harmonize experientially, refining my ideals by my evaluation of natural human values and their perfect expression.

REFINE DECISIONS?

My Ideas: Precision
My Subjective Contemplation

I Organize experientially, refining my ideas by my contemplation of natural logical principles and their precise expression.



The Customs: Relations
The Objective Conventions

I Harmonize systematically, confined to the customs and conventions prescribed by the general rules of human relations.

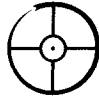
CONFINE DECISIONS?

The Methods: Causation
The Objective Formulas

I Organize systematically, confined to the methods and formulas prescribed by the general rules of logical causation.

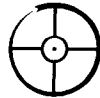
Harmonize. To decide based on *value*: more or less.

Organize. To decide based on *logic*: true or false.



Global: Variation

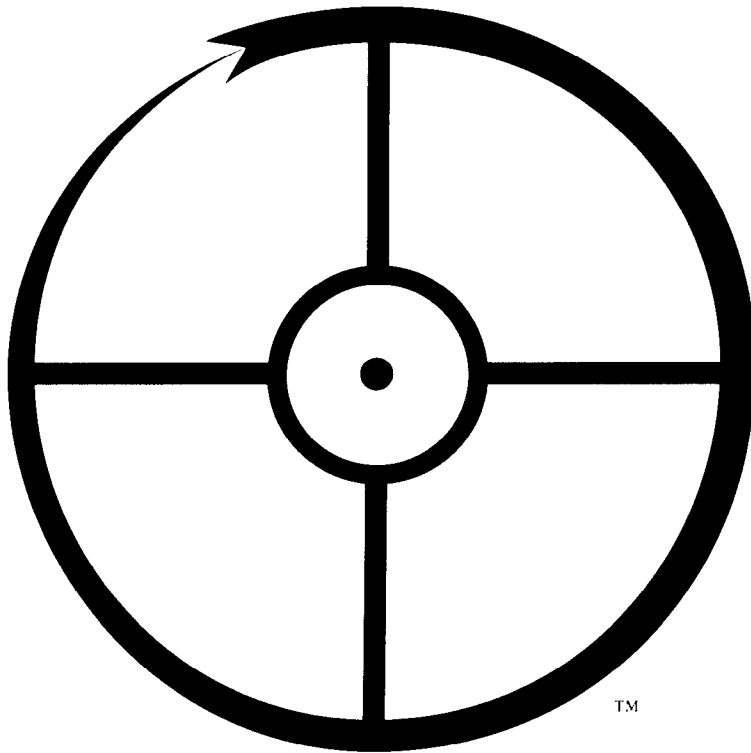
I naturally Globalize: open perception and refine decisions. I perceive objectively (The Actual and The Novel) and decide subjectively (My Ideals and My Ideas). I want freedom of choice. I want the freedom to explore life's abundant variation. I am not shackled to a few themes in life. Strict themes imprison me by limiting my choices. I want to experience all of life as it develops and respond spontaneously to the whole changing present situation. I agree with Charles Dickens: "I ask only to be free. The butterflies are free."



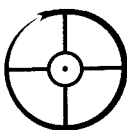
Local: Theme

I naturally Localize: close perception and confine decisions. I perceive subjectively (My Priorities and My Plans) and decide objectively (The Customs and The Methods). I want freedom from choice. I want the freedom to pursue a few chosen themes. I am not shackled to an endless search for life's variety. Unbridled variation imprisons me by compelling unending choices. I want to advance step by step, part by part, from my past to my future in a sequential and systematic progression. I agree with Edmund Burke: "Liberty must be limited in order to be possessed."

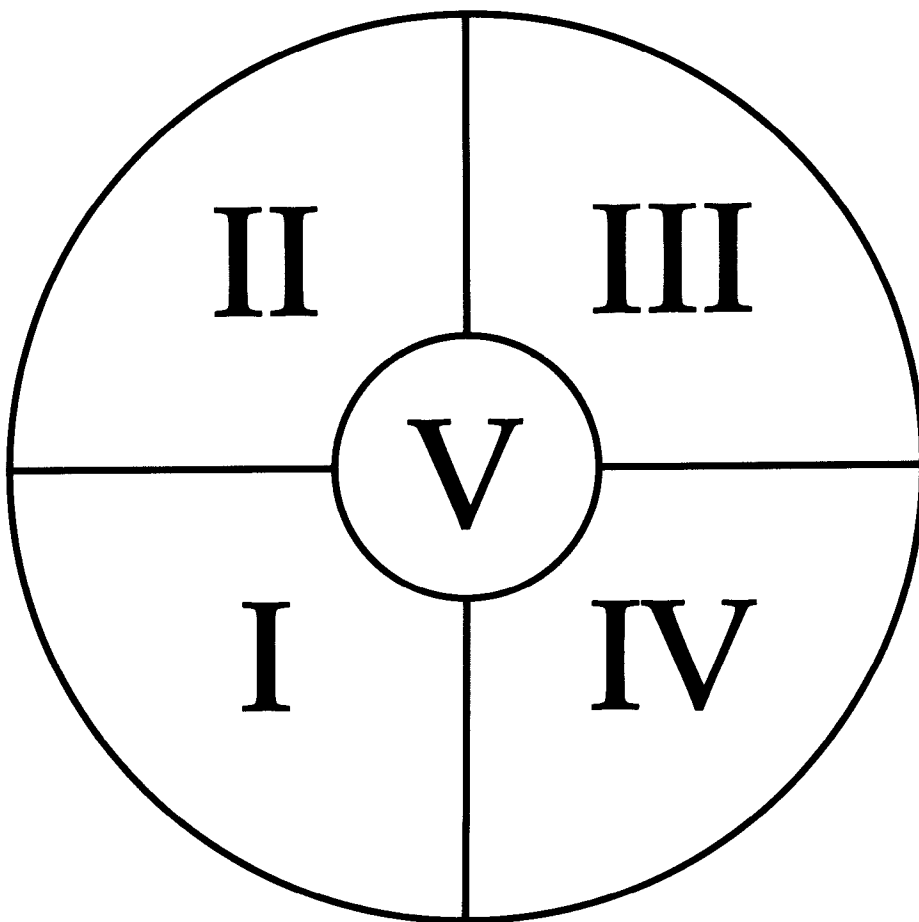
PART I



The Four Natures: Faith and Focus

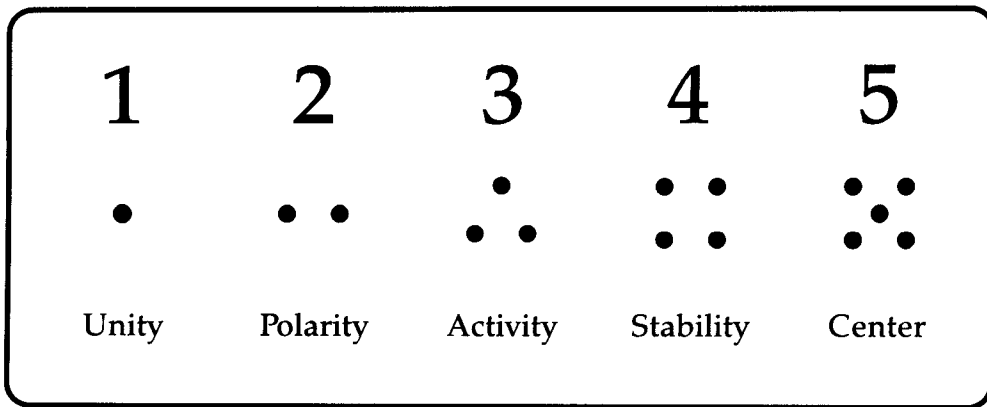
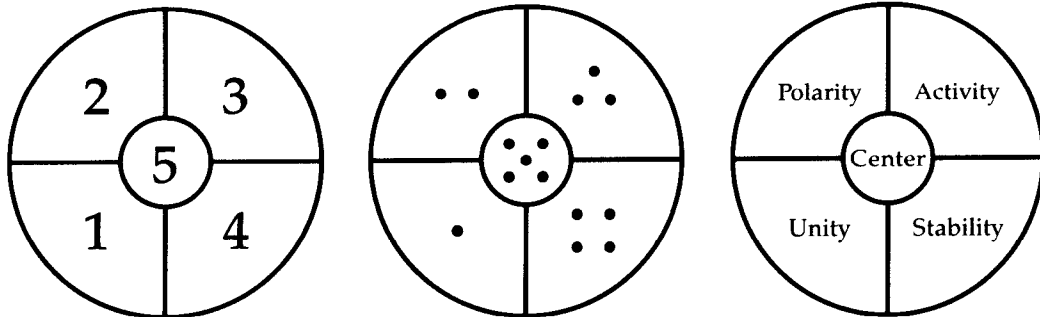


The Original Compass

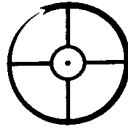


Chapter 1

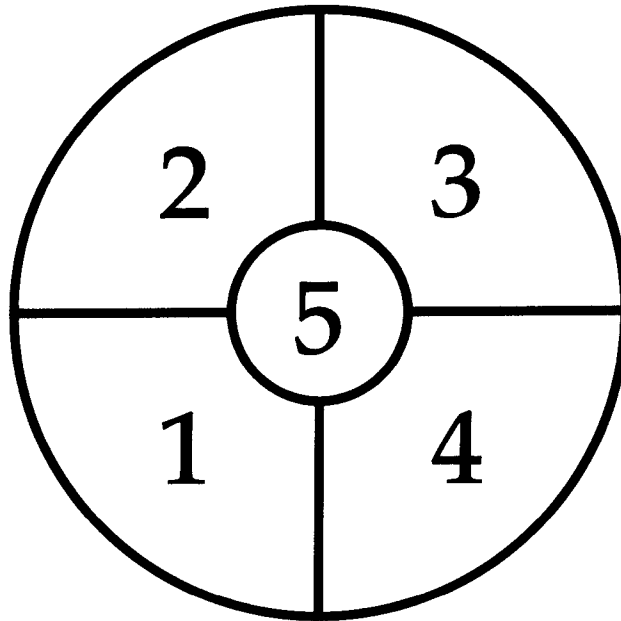
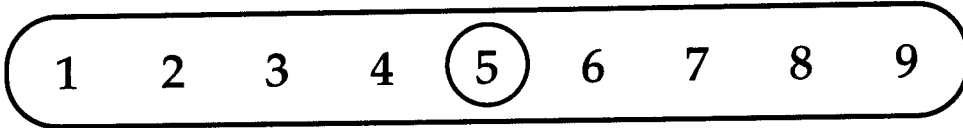
The Original Compass



The first four natural numbers mold our perception of the Four Human Natures.



The Original Compass



The Original Compass orients our perception of the Four Human Natures.