Training The Mind
Understanding Yourself to Understand Others Better

Presented By
J. Forrest Young
Workshop Goals:

Understand characteristics of temperament
Understand the importance of relationships
Understand ourselves to understand others better
MORNING BOYS, HOW'S THE WATER?

WHAT THE HELL IS WATER??

David Foster Wallace: This is Water
The Illusion of Self
Choose the icon that best represents you.
Poll Everywhere Activity

• 1) Text to this number 22333
• 2) enter message: jforrestyoun513
• 3) enter the letter corresponding to your chosen color [ A, B, C, or D]
Choose the word grouping on each row that relates most to your concept of self-image, your “persona”. Place a “1” in the box MOST like you; a “2” for the next most like you; a “3” for the 3rd most like you; and a “4” for the LEAST like you. Do this for the picture/icons at the top and for each row. When completed, total the amounts in each column and enter the amount in the corresponding boxes below.

<table>
<thead>
<tr>
<th>Loyal</th>
<th>Responsible</th>
<th>Prepared</th>
<th>Sincere</th>
<th>Compassionate</th>
<th>Idealistic</th>
<th>Bold</th>
<th>Spontaneous</th>
<th>Competitive</th>
<th>Analytical</th>
<th>Logical</th>
<th>Visionary</th>
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<tr>
<th>Practical</th>
<th>Sensible</th>
<th>Traditional</th>
<th>Unique</th>
<th>Devoted</th>
<th>Dramatic</th>
<th>Exciting</th>
<th>Daring</th>
<th>Skillful</th>
<th>Curious</th>
<th>Inventive</th>
<th>Rational</th>
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<tr>
<th>Orderly</th>
<th>Dependable</th>
<th>Conservative</th>
<th>Tender</th>
<th>Empathetic</th>
<th>Inspirational</th>
<th>Open-Minded</th>
<th>Natural</th>
<th>Realistic</th>
<th>Determined</th>
<th>Thinking</th>
<th>Intent</th>
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<thead>
<tr>
<th>Concrete</th>
<th>Just</th>
<th>Productive</th>
<th>Sentimental</th>
<th>Creative</th>
<th>Peacemaker</th>
<th>Original</th>
<th>Pun</th>
<th>Negotiator</th>
<th>Reasonable</th>
<th>Careful</th>
<th>Convincing</th>
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<tr>
<th>Organized</th>
<th>Procedural</th>
<th>Social</th>
<th>Harmonious</th>
<th>Truthful</th>
<th>Affectionate</th>
<th>Active</th>
<th>Courageous</th>
<th>Abstract</th>
<th>Complex</th>
<th>Clever</th>
<th>Knowing</th>
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TOTALS
In My Work Environment, I provide stability and maintain organization. My ability to handle details and to work hard make me an important part of my company. I believe that work comes before play, even if I have to work overtime to finish the job.

In My Relationships, I am serious and tend to have traditional, conservative views of both love and marriage. I want a partner who can work along with me, building a stable, secure, and predictable life together.
Re-framing

OTHERS MAY PERCEIVE GOLD AS:

• Controlling, Bossy
• Opinionated
• Judgmental
• Predictable

GOLD MAY PERCEIVE SELF AS:

• Consistent
• Goal-Oriented
• Realistic
• Dependable
• Having Leadership Ability

“I plan, therefore I am.”
In My Work Environment, I am bored and restless with jobs that are routine and structured and find satisfaction in careers that allow me freedom and independence, while utilizing my physical coordination and my love for tools. I view working with any kind of tool as an extension of myself. I enjoy being a natural performer.

In My Relationships, I seek a partner with shared activities and interests. With my partner, I like to explore new ways to energize the relationship. As a lover, I need to be bold and I thrive on physical contact.
Re-framing

OTHERS MAY PERCEIVE RED AS:

- Goofing Off Too Much
- Unable to Stay on Task
- Taking Unnecessary Risks
- Immature

RED MAY PERCEIVE SELF AS:

- Having a Playful Attitude
- Clever, Good Negotiator
- Adventurous, Courageous
- Fun-Loving, Enjoying Life
- Independent

“I act, therefore I am.”
In My Work Environment,

I have a strong desire to influence others so that they may lead more significant lives. I often work in the arts, communications, education, and the helping professions. I am adept at motivating and interacting with others.

In My Relationships I seek harmony, and I am a true romantic that believes in a perfect love that lasts forever. I bring drama, warmth, and empathy to all of my relationships. I enjoy the symbols of romance such as flowers, music, candlelight, and cherish the small gestures of love.
## Re-framing

<table>
<thead>
<tr>
<th>OTHERS MAY PERCEIVE BLUE AS:</th>
<th>BLUE MAY PERCEIVE SELF AS:</th>
</tr>
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<tbody>
<tr>
<td>• Overly Sensitive</td>
<td>• Compassionate</td>
</tr>
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<td>• Easily Persuaded</td>
<td>• Idealistic</td>
</tr>
<tr>
<td>• Too Soft, Too Giving</td>
<td>• Nurturing</td>
</tr>
<tr>
<td>• Talking Too Much</td>
<td>• Great Communicator</td>
</tr>
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<td></td>
<td>• Valuing Feelings</td>
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"I believe, therefore I am."
In My Work Environment, I am conceptual and an independent thinker. For me, work is play. I am drawn to constant challenges in my career, and like to develop models, explore ideas, or build systems to satisfy my need to deal with the innovative. Once I have perfected an idea, my joy is to move on to something else.

In My Relationships, I prefer to let my head rule my heart. I dislike repetition, so it is difficult for me to continuously express feelings. I believe that once feelings are stated, they are obvious to my partner. I feel uneasy when my emotions control me. I tend to focus on my career goals.
Re-framing

OTHERS MAY PERCEIVE GREEN AS:

• Arrogant, a Know It All
• Insensitive
• Critical, Fault-Finding
• Absent Minded

GREEN MAY PERCEIVE SELF AS:

• Confident
• Logical, Rational
• Objective
• Knowledgeable
• Thinking Deeply

“I think, therefore I am.”
# Personality Types Across Population

<table>
<thead>
<tr>
<th>Adults</th>
<th></th>
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<tbody>
<tr>
<td>Red</td>
<td>18%</td>
</tr>
<tr>
<td>Green</td>
<td>13%</td>
</tr>
<tr>
<td>Gold</td>
<td>46%</td>
</tr>
<tr>
<td>Blue</td>
<td>23%</td>
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</table>

Florida Educational Research, 2001
We live in a world of *possibilities*

Our *liminal* state of being

Our identities are a *social construct*
The Impact of Temperament in Mediation

A Study of Shared Neutrals
<table>
<thead>
<tr>
<th>Preference</th>
<th>Extraversion</th>
<th>Introversion</th>
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<tbody>
<tr>
<td>E: Sensing</td>
<td>“Let’s talk this over.”</td>
<td>“I need to think about this.”</td>
</tr>
<tr>
<td>S: Thinking</td>
<td>“Just the facts, please.”</td>
<td>“I can see it all now.”</td>
</tr>
<tr>
<td>T: Judging</td>
<td>“Is this logical?”</td>
<td>“Will anybody be hurt?”</td>
</tr>
<tr>
<td>J: Perceiving</td>
<td>“Let’s wait and see.”</td>
<td>“Just do something.”</td>
</tr>
</tbody>
</table>
Intuition

Sensory

People Oriented

Thing Oriented

Abstract

NF

Cooperator

Concrete

SJ

Controller

Abstract

NT

Utilitarian

Concrete

SP

Spontaneous

Mediator’s Zone of Proximal Development

J. Forrest Young
I am a good Man / Woman

I fulfill my obligations

I want justice

I want to be fair
My Parents were divorced

I want to be a *better* parent

I’m tired of people *taking* from me

I am right, others are wrong
What *inspires* us to change?
The concept of the “evolving constant”
As mediators, we need to listen to what is not being said.

“Everything that irritates us about others can lead us to an understanding of ourselves.”

Carl G. Jung
The Four Noble Truths of Life

1. Shit Happens
2. Get Over It
3. Make A Choice
4. Live Deliberately
Thank You

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