

## The Adjectives

### Introduction:

Sheila Lowe wrote 'The Adjectives' as a writing exercise. Ms. Lowe is one of, if not the foremost, contemporary handwriting analyst. Ms. Lowe gave the writer permission to use her work. The Adjectives in this iteration are the writer's attempt to enlarge the base of adjectives associated with descriptions arising from peoples' handwriting. Added definitions, quotes from authors, and revisions and enlargements on the descriptions are new. The active voice guided the writing of the descriptors.

Seeing: Seeing is the first perceptual experience persons. Objects take form gradually before the infant's eyes. This is the first reality. The second is hearing the melodies of the world. The vibrations of the sounds are immediate parts of the first sightings. The bond between the sightings and the sounds becomes inseparable. Seeing evokes the sounds. The sounds provoke the visual images. As the adjectives give mass, color, vibrancies, and movement to the sounds, the adjective sounds provoke the images of a person one wishes to describe.

Eric Hoffer puts it this way, "I was developing a passion for painting with words and spent endless hours searching for the right adjective." Eric Hoffer, (Truth Imagined, p. 19).

This is painting with words, The Adjectives, nothing more. Seeing a person in front of you evokes words. The words paint a visual describe of the person.

A description of Jimmy Breslin, "Speaks cheerful English and in the past has written this language with a paintbrush that talks." Jimmy Breslin (Jimmy Breslin in, from BrainyQuote.com retrieved January 13, 2013).

Plutarch said, "Painting is silent poetry, and poetry is painting that speaks."

Paul Gauguin wrote, "Painting is the most beautiful of all arts. In it, all sensations are condensed; contemplating it, everyone can create a story at the will of his imagination and, with a single glance, have his soul invaded by the most profound recollections; no effort of memory, everything is summed up in one instant; a complete art, which sums up all the others and completes them. Like music, it acts on the soul through the intermediary of the senses; harmonious colors correspond to the harmonies of sound.

But, in painting a unity is obtained which is not possible in music, where the accords follow one another, so that the judgment experiences a continuous fatigue if it wants to reunite the end with the beginning. **The ear is actually a sense inferior to the**

eye. The hearing can only grasp a single sound at a time, whereas **the sight takes in everything and simultaneously simplifies it at will.** Paul Gauguin (The Eye is Superior to the Ear.)

Following the eye gives you the person.

**ABSENT-MINDED:** Absent-mindedness is when a subject experiences low levels of attention, frequent distraction, and intense attention to a single object of focus that makes a person oblivious to events around them, or distracted with irrelevant thoughts or environmental events.

Saul Bellow, "The secret motive of the **absent-minded** is to be innocent while guilty. Absent-mindedness is spurious innocence."

Synonyms:

**Dreamy:** Reflects a preoccupation with pleasant thoughts that distract one from one's present surroundings as well as a whimsical and lovely state of mind or experience.

Joan Blondell, "There's a very fine line between underacting and not acting at all. And not acting is what a lot of actors are guilty of. It amazes me how some of these little numbers with **dreamy** looks and a dead pan are getting away with it. I'd hate to see them on stage with a dog act."

**Vacant:** Is stripped of thought or awareness, i.e. vacant stare, vacant thought, or vacant mind.

George Bernard Shaw, "If you leave the smallest corner of your head **vacant** for a moment, other people's opinions will rush in from all quarters."

**Blank:** A person who is lacking in facial expression or being without thought or understanding; confused or be unresponsive towards someone who is speaking to them.

Thornton Wilder, "Many plays-certainly mine-are like **blank** checks. The actors and directors put their own signatures on them."

This is the typical 'absent-minded professor. He/She walks around in a cloud, coming up with the most ingenious ideas but forgetting where he/she is half the time.

Details and specifics escape them. They are much more interested in pursuing the overview of a matter than "wasting time" on the mundane bits and pieces.

This is the type of person who could spend hours looking for her reading glasses. They then find they were on top of their head all the time.

They get so caught up in what they are doing. They forget to eat, and birthdays and anniversaries go by the board.

If they do not write everything down, it disappears from their mind as quickly as the mist on the bathroom mirror.

**ACQUISITIVE:** Means being very interested in acquiring money or material things And strongly desirous of getting and owning stuff, lots of stuff, i.e. Charlotte Curtis "The new, young, chic, and acquisitive rich, the restless young Europeans and the beautiful people still flit from Palm Beach's polo fields to Newport's yachts with refueling stops at Gucci, Yves Saint Laurent, and Tiffany."

Synonyms:

**Avaricious:** A selfish person who is greedy for gain, ownership, and having objects, any objects, i.e. François-Marie Arouet Voltaire, "Men hate the individual whom they call avaricious only because nothing can be gained from him."

**Greedy:** Is the characteristic of excessive desiring and acquiring or possessing stuff, especially wanting to possess more than one need or deserves. This describes people who like to have things all to themselves, i.e. Niccolò Machiavelli, "Of mankind we may say in general they are fickle, hypocritical, and greedy of gain."

**Grasping:** Taking and seizing eagerly. This is an immoderate desire to acquire wealth, possessions, and power, i.e. Robert Browning, "Ah, but a man's reach should exceed his grasp, or what's a heaven for?"

**Materialistic:** The act of caring more about things than about people, i.e. Camille Paglia, "In an era ruled by materialism and unstable geopolitics, art must be restored to the center of public education."

They have a strong desire to acquire as many material possessions as well as financial rewards as they can.

Their primary interest is in accumulating money. Other areas of life, such as spiritual and intellectual pursuits and healthy relationships take a back seat.

Attaining wealth means more to them than just about anything else.

When they compare them self to others in his environment and finds that they come up short, this person is miserable. The need to know they are at the top of the heap when it comes to owning the biggest house, fanciest car, most expensive watch, etc.

The mere threat of losing ownership invokes intense anxiety in them. Once they have acquired something and that can be anything, from a material possession to a relationship, there is no way they will let go of it if it is humanly possible.

They love to receive gifts the more and the bigger the better. Owning things makes them feel special somehow, above the rest.

They are the type who continually compares them self to the Joneses. If they have get something the Joneses doesn't have, they are likely to go out and buy one, whatever it is, only his version will be more elaborate and expensive.

**ACTION, NEED FOR:** They are in constant motion, physically active, action oriented, and doers.

Susan Sontag, "Pay attention. It's all about paying attention. Attention is vitality, **action**. It connects you with others. It makes you eager. Stay eager."

Synonyms:

**Dynamic:** Is characterized by forceful action, the possession, exerting, and displaying energetic movement. Movement characterized by continuous change and activity.

Igor Stravinsky, "In order to create there must be a **dynamic** force, and what force is more potent than love?"

**Energetic:** Is being full of full of life and energy marked by imagination, initiative, and readiness to undertake new projects with animation, vigor, and liveliness.

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Ralph Waldo Emerson, "The world belongs to the **energetic**."

**Vibrant:** Is exhibiting rapid, rhythmic movement back and forth or to and fro, vibrating, vigorous and animated.

Vincent van Gogh, "The more ugly, older, more cantankerous, more ill and poorer I become, the more I try to make amends by making my colors more **vibrant**, more balanced and beaming."

**Animated:** Is being full of vivacity, spirit, animation, movement, and activity.

Richard Burton, "False friendship, like the ivy, decays and ruins the walls it embraces; but true friendship gives new life and **animation** to the object it supports."

**Physically oriented:** This is a person is filled with life and stamina; get up and go, athletic, rugged, strong, and actively physical.

Rosie Huntington Whiteley, " I love being **physical** and I loved doing the action stuff, that for me was when I felt the most present and I really enjoyed that side of it because it was so exciting."

Uncomfortable when there are quiet times with nothing much going on, they feel driven to generate activity. They must do something, anything, rather than just sitting still.

These persons are dynamos! If you wanted the world moved quite quickly, you would call on them! They have energy, it is powerful, and it moves.

It is important for them to see quick returns for their troubles. They are unlikely to continue putting their effort into a project that is not going anywhere.

It is clear that when they come to a dead stop they use the frenetic pace of an activity as a barrier against fear that threatens to overwhelm them. Moving briskly from one thing to another allows them to defer dealing with the painful emotions until some later, indefinable time.

This is not the type of person who can just sit behind a desk and stare at paperwork all day. They need to be out mixing it up with other people, making an impact on their lives.

They plunge forward when prospecting for new prospects. They do not allow anything to deter them. The kind of challenge that spurs them on is the opportunity to go out into the field to generate new possibilities.

They welcome a variety of activities. They become bored doing a mundane routine work. They want to be 'out there,' seeing and being seen.

They are active and energetic. They need to be on the move. They are physically driven person spending little time thinking, but constantly moving.

Schedule? What schedule? "I don't need no stinking schedule!" This person cannot work within the confines of a tight timetable. They want to be free to move from one activity to another as they please.

Routine in anything bores them to distraction. Whether it is food, sports, a television program, or sex they need diversity, and lots of it.



Seeking out a wide variety of activities, they are easily bored when things get slow.

The restriction of bureaucracy and red tape make him/her impatient. They just want to escape and get moving.

They do not wait to get moving and take orders. They are intellectually aware enough to see the actions that are needed to address a job and then do them.

They need an environment that provides freedom of action.

They always look for something new and exciting to do. They lose interest once an activity becomes routine.

Their energetic, active style may be exhausting for some types. It is important that their working partners have similar energy levels.

They are ready to 'go with the flow'. They want to get involved in any available activity to just sitting still and doing nothing. As long as there is action, they are happy.

They will not be satisfied for long in a staid, boring desk job with limited responsibilities and opportunities.

They take pleasure in active lifestyles. Always on the go, they need to be involved in anything that interests them. It is difficult for them to be inactive. They become bored in a 'New York second'.

Motivation runs strong, self-discipline is lacking. They are freewheeling persons who become uncomfortable and tense in the restrictions and confinement of an office where the need to concentrate on details for any length of time is necessary and crucial for adequate job performance.

They move at a fast pace. They are impatient for results. This causes them to neglect some of the important details of their work.

They are mentally alert. Their desire to be involved with everything going on around her impairs their ability to deal with issues that demand precision, patience, and high concentration.

It is difficult to cut them self off from their surroundings and focus them on just one goal.

A hands-on type of person, they learn by doing. They do not have the patience to spend a lot of time reading instructions or listening to a lecture. Instead, they pick up information as they go along, using experience as their teacher.

They are most effective when strongly motivated, committed, and are given an opportunity to developed a disciplined and effective chance to act  
They tend to be more of a do-er than a delegator.

Action-oriented, they have high energy levels to keep them going.

They are happiest in a fast-paced environment where they have the opportunity to stimulate activity; they are not intimidated by confronting new situations or people, but want to enthusiastically meet challenges head-on.

They have so many irons in the fire that it is not easy for them to keep everything straight. They need a good diary to help them keep to a schedule. Without this schedule they find things spilling over into each other where they do not belong.

They are physical people. They respond to everything through your body.  
It is hard for them to relax. Sex is more of a personal tranquilizer than an emotional embrace.

Physical activity helps them work off tension.

You can be sure there will be plenty of action when this person is in the picture. Their dynamic, energetic style and impatience to get things going creates the possibility for productive activity.

They are dynamic, energetic, swift acting, and reactive persons who have high goals and unrelenting determination.

They like to keep busy. They are tempted to spread them self too thin.

Communication and interpersonal relationships are vital to them. Mixed messages make it difficult for them to translate these messages in effective and appropriate actions.

Their feelings go deep. Their inner reactions are strong and instantaneous, but expressing them directly is hard for them to do.

Their intense need for closeness and contact may scare others away. They need time to develop a clearer perspective. They need to take the time to 'smell the roses'.

Unfilled space and too much time on their hands make them feel anxious and threatened. They distract them self by filling up every moment with activity and relationships.

They are racing, not walking, hurtling towards the future, filling up every moment of every day. They are afraid of what may lie ahead. They want to move forward, but hold back at the same time while making no real progress. They are running full speed ahead with the brakes on at the same time.

A forceful, lively person, they will be on to be perpetually involved in many activities.

Immersed in new projects, they plunge into new activities with abandon. Time and space evaporate in the process and time is blissfully forgotten.

They resent drudgery, monotony, and routine. An resistible need for change and variety lend a hand in coping with and avoiding the feeling of being trapped.

**Adaptable:** Adaptability or flexibility means being able to change as circumstances require it.

Martha Plimpton, "I love dogs because they're so **adaptable**."

Robert Shea, "Individuals, too, who cultivate a variety of skills seem brighter, more energetic and more **adaptable** than those who know how to do one thing only."

Synonyms:

**Flexible:** Able to adjust readily to different conditions; making or willing to make concessions.

Lao Tzu, "Nothing is softer or more **flexible** than water, yet nothing can resist it."

Camille Paglia, "Over the past 20 years, I have noticed that the most **flexible**, dynamic, inquisitive minds among my students have been industrial design majors. Industrial designers are bracingly free of ideology and cant. The industrial designer is trained to be a clear-eyed observer of the commercial world - which, like it or not, is modern reality."

Marguerite Gardiner, "The chief prerequisite for a escort is to have a **flexible** conscience and an inflexible politeness."

**Resilient:** Resilience is an individual's tendency to cope with stress and adversity. This coping may result in the individual "bouncing back" to a previous state of normal functioning, or simply not showing negative effects also a capacity to resist a sharp decline in functioning.

Winston Churchill, "If you are going through hell keep going." Some words of wisdom about **resilience** and the triumph of the human spirit.

Elie Wiesel, "I marvel at the **resilience** of the Jewish people. Their best characteristic is their desire to remember. No other people has such an obsession with memory."

**Accommodating:** To be helpful in bringing about a harmonious adaptation; having an easygoing and cheerful disposition; helpful by providing assistance or serving a useful function.

Jean-Baptiste Poquelin Moliere, "I prefer an **accommodating** vice to an obstinate virtue."

Jack Ryan, "My background has been very helpful for this experience. But everyone was so **accommodating** because they knew it's not the most comfortable position to be the new kid."

Versatile: Capable of doing many things competently.

Catherine *Deneuve*, "That's what I like about film-it can be bizarre, classic, normal, romantic. Cinema is to me the most **versatile** thing."

Wesley Snipes, "They should be very **versatile**. Versatility is what's going to give them the longevity. The world is opening up and a lot more stories and a lot more interesting scenes to portray in film. Versatility will help them. They must be able to see the world, learn the world, and bring it to their craft."

Easy going: Relaxed and informal in attitude; relaxed and leisurely.

Marie Louise De La Ramee, "An **easygoing** husband is the one indispensable comfort of life."

Joel Osteen, "I like to think my dad was **easygoing** and kind and I think some of those things have been passed down. I am like him in a sense of being positive and hopeful. He was compassionate, and I've got a lot of that in me as well."

Christine Baranski, "Ron Howard is as good a person as you could want to work with on film. He never lost his cool. He's the most **easygoing**, lovely man, but he's got this enormous intelligence and a wonderful humanity."

Their ability to adapt to varying situations lets them handle several tasks at the same time.

By remaining mobile they allow themselves room to adjust and adapt.

They find the path of least resistance. When difficulties and obstacles crop up in their way they ease their way around the barrier and go on towards their objective.

He/She lets stress roll off him/her like water off a duck's back. He/She is not willing to let dismay or stresses get to him/her. He/She is in the habit of going with the flow and accommodating change.

His/Her resilience and flexibility makes him/her irrepressible. He/She does not let anything keep him/her down for long.

Obstacles that would prove insurmountable for other people are merely molehills to him/her.

He/She jumps from one thing to another with a minimum of fuss or stress.

He/She finishes what he/she starts. If they have to leave it temporarily to handle something more pressing it gets done.

He/She is a chameleon. He/She conforms to new situations. He/She quickly adjusts his/her behavior to the person with whom they are currently dealing. He/She makes a concerted effort to maintain harmonious relations.

He/She adapts easily to unscheduled events that might be difficult for a more structured person.

He/She makes changes as a situation develops and requires a new direction.

He/She doesn't become overly stressed if he/she is kept waiting when a prospect does not get to their office at the appointed time. He/She is able to such take changes in stride. He/She lets momentary annoyances roll off him/her and goes on to something more profitable.

He/She adapts to a variety of situations quickly and easily. His/Her willingness to change his/her attitude and behavior when it is necessary allows him/her to blend into a wide range of circumstances.

They are enterprising. They employ an interesting mix of aggressiveness and acquiescence in their effort to exceed others expectations of them.

They do not agree with direct criticism of them self as a rule. They will keep their personal feelings to them self. They want to keep the peace.

As an instructor, they adjust them self to suit their students' degree of knowledge and capability.

He/She is open to suggestions. He/She is capable of yielding to the thinking of others in a situation when they are pressured to do so.

He/She adapts quicker intellectually than emotionally. He/She would rather get the environment to adapt itself to them.

He/She is easygoing, a casual sort of person. He/She does not care for conflict or confrontation. He/She is more likely to withdraw when an argument is brewing. He/She would rather switch than fight.

He/She is sociable, cheerful, and adaptable. He/She displays that enviable quality of resiliency that allows him/her to bounce back from the most difficult of circumstances.

He/She is adaptable, resourceful, and versatile. He/She has the ability to bring a new idea into existence, or to shed light on an old idea, or find a highly useful application of existing methods and materials.

He/She ignores and discounts the rumblings of discontent coming from their employees. Little squabbles may escalate into big clashes before he/she takes action. By then, his/her 'let's keep smiling' speeches fails to clean up a lot of the polluted water that by that time has gone under the bridge.

He/She would rather switch than fight. Being flexible and leaving his/her options open is much more attractive to him/hr than open confrontation.

Misunderstandings arise when he/she disregards that inner voice telling them that the boss, client, or lover is not happy. Easily settled disagreements that could have been settled with compromise turn into negative performance reviews, lost contracts, or even a separation from the company.

ADVENTUROUS: This is daring and willing to take risks or to try out new methods, ideas, or experiences.

Herman Melville; "... a frank courageous heart."

Elizabeth Taylor, "I feel very **adventurous**. There are so many doors to be opened, and I'm not afraid to look behind them."

Rupert Everett, "I was basically **adventurous**. I think I wanted to try everything."

Rachel Hunter, "My dad was very fun and very **adventurous**, and from a formative age I learned to value men who would do things on a whim."

Synonyms:

Courageous: Able to face and deal with danger or fear without flinching; oblivious of dangers or perils or calmly resolute in facing them.

Winston Churchill, "Success is not final, failure is not fatal: it is the **courage** to continue that counts."

Thornton Wilder, "Hope, like faith, is nothing if it is not **courageous**; it is nothing if it is not ridiculous."

Coco Chanel, "The most **courageous** act is still to think for yourself. Aloud."

Bold: Willing to undertake or seeking out new and daring enterprises.

William Shakespeare "Boldness be my friend."

Daring: Is a challenge to do something dangerous or foolhardy.

Bayard Taylor "The bravest are the most tender; the loving are the **daring**."

Helen Keller, "Security is mostly a superstition. It does not exist in nature, nor do the children of men as a whole experience it. Avoiding danger is no safer in the long run than outright exposure. Life is either a **daring** adventure, or nothing."

Winston Churchill, "No crime is so great as **daring** to excel."

Kurt Vonnegut, "What should young people do with their lives today? Many things, obviously. But the most **daring** thing is to create stable communities in which the terrible disease of loneliness can be cured."



Nonconformist: A person who does not conform to generally accepted patterns of social behavior or thought.

Albert Einstein, "It gives me great pleasure indeed to see the stubbornness of an incorrigible **nonconformist** warmly acclaimed."

Steve Jobs, ""Here's to the crazy ones. The misfits. The **nonconformist**. The rebels. The troublemakers. The round pegs in the square holes. The ones who see things differently. They're not fond of rules. And they have no respect for the status quo. You can quote them, disagree with them, glorify, or vilify them. About the only thing you can't do is ignore them. Because they change things. They push the human race forward. And while some may see them as the crazy ones, we see genius. Because the people, who are crazy enough to think they can change the world, are the ones who do."

Bill Vaughn, "If there is anything the **nonconformist** hates worse than a conformist, it's another **nonconformist** who doesn't conform to the prevailing standard of nonconformity."

Adventurous and bold, he/she seeks out and generates excitement. They are always on the lookout for the next adventure and want the freedom to be able to take off on a moment's notice. A sense of expediency allows them to use whatever resources are handy now.

With his/her nerves of steel, self-discipline, he/she could be a test pilot, stuntman, or skydiver.

It is difficult for him/her to persist in routine work that does not present constant new challenges.

Living by other peoples' standards does not interest him/her in the least. He/She does not mind bending or even breaking the rules.

He/She is comfortable living by his/her own codes of values and principles, even though these are not always generally acceptable to the rest of society.

He/She is a risk-taker of the first degree. Sitting in front of a television set or reading a book would be like being in prison to him/her. He/She needs to be out there, experiencing, doing, and having an effect on the world.

He/She does not give a lot of thought to the needs of others, but expects everyone to take care of them self, just as they always do.

They need the experience of powerful emotions to make them feel alive.  
He/She is intense, passionate, and fervent in everything he/she undertakes.

He/She is rooted in the present. He/She is ready for action. The moment the next adventure presents itself, he/she is off and running.

Do not expect him/her to strap them self to a 9-5 routine. He/She is the entrepreneurial type, the fix-it person whose talents lie in making quick hits, and then moving on.

You can expect him/her to be generous to the point of extravagance. "Easy come, easy go," is their philosophy. While they have money, he/she loves to throw it around. In the lean times, he/she expects it to show up when he/she needs it.

The natural explorer, he/she enjoys being on the go. He/She wants to roam the world, lighting here and there when the fancy takes them, and then moving on.

He/She reacts quickly and responds impulsively to the moment. His/Her attitude is non-conforming, laissez-faire.

His/Her impulse control is lower than that of most people. His/Her whims get him/her into trouble a lot.

He/She does not plan or take into account the impact that their behavior will have on others. He/She does what makes them feel good right now.

He/She gets bored easily. He/She constantly moves on when he/she fails at one job and then the next. The excitement of new challenges is the air he/she breaths.

He/She is unlikely to stay in long-term, committed relationships. He/She wants to be free of attachments. He/She can be passionately involved for the moment, but

restlessness sets in when he/she finds begins the ties that bind are becoming boring. The excitement is gone, evaporated, disappeared. 'Too bad, how sad'.

He/She is bold unafraid. He/She plunges into uncharted territory without a second thought. He/She is oblivious to the possibility of failure.

Affectionate: A person, who has and displays tender feelings, is affectionate and warm.

Johann Wolfgang von Goethe, "A correct answer is like an **affectionate** kiss."

Ambrose Bierce, "The most **affectionate** creature in the world is a wet dog."

W. Somerset Maugham, "Few misfortunes can befall a boy, which bring worse consequence than to have a really **affectionate** mother."

Synonyms:

Caring: Feeling and exhibiting concern, compassion, and empathy for others.

Audrey Hepburn, "The beauty of a woman is not in a facial mode, but the true beauty in a woman is reflected in her soul. It is the **caring** that she lovingly gives the passion that she shows. The beauty of a woman grows with the passing years."

George Burns, "Happiness is having a large, loving, **caring**, close-knit family in another city."

William Arthur Ward, "Three keys to more abundant living: **caring** about others, daring for others, sharing with others."

Loving: A profoundly tender, passionate affection for another person.

William W. Purkey,

"You've gotta dance like there's nobody watching,  
Love like you'll never be hurt,  
Sing like there's nobody listening,  
And live like it's heaven on earth."

Oscar Wilde, "Children begin by **loving** their parents; after a time they judge them; rarely, if ever, do they forgive them."

George Eliot, "Life began with waking up and **loving** my mother's face."

Devoted: Ever loving, loyal, dedicated, and attached to another person(s)

Olivia Newton John (Hopelessly Devoted to You),

"I'm just a fool who's willing,  
To sit around and wait for you,  
But baby can't you see,  
There's nothin' else for me to do,

I'm hopelessly **devoted** to you."

Charles Dickens, "Whatever I have tried to do in life, I have tried with all my heart to do it well; whatever I have **devoted** myself to, I have **devoted** myself completely; in great aims and in small I have always thoroughly been in earnest."

Tender: Given to sympathy, gentleness, or sentimentality; compassionate, kind, and conciliatory.

Peter Ustinov, "Love is an act of endless forgiveness, a **tender** look which becomes a habit."

Honore de Balzac, "A mother's life, you see, is one long succession of dramas, now soft, and **tender**, now terrible. Not an hour but has its joys and fears."

François-Marie Arouet aka Voltaire, "Paradise was made for **tender** hearts; hell, for loveless hearts."

Warm: Marked by friendliness, sincerity, cordiality, and sincerity.

Charles Schultz, "Happiness is a warm puppy."

Thomas Jefferson, "The glow of one **warm** thought is to me worth more than money."

William Arthur Ward, "A **warm** smile is the universal language of kindness."

Charlotte Davis Kasl, "A life-long blessing for children is to fill them with **warm** memories of times together. Happy memories become treasures in the heart to pull out on the tough days of adulthood."

Their companions have got to be openly affectionate and ready to receive the extravagant gifts that he/she likes to give out.

They are happy as long as they have someone to love them, who is willing to openly express their affection for them.

Pleasing others is a way of life for him/her.

They do well in careers that involve serving and caring for peoples' needs. Nursing, psychotherapy, and teaching are some of many that could serve this purpose for him/her.

He/She is devoted to the people close to them. He/She is a warm affectionate person who is happiest in the company of others. He/She gets depressed when there is no one around to receive their affections.

It is clear that he/she needs hugging, caressing, and spoken expressions of love as much as they need food to eat and water to drink.

He/She is a genuinely affectionate individual. He/She does not know how to express it openly, however.

He/She wants so much to be more than he/she actually is. He/She was never known how to open their hearts and minds to others or how to learn what it is to love another person.

Showing his/her love for the ones they love makes their life worthwhile. He/She keeps on creating opportunities for this to happen.

If his/her loved ones are happy, he/she is happy.

It is of paramount importance to him/her to have the freedom to express his/her affections openly. A closed off, rigid, up tight partner leaves him/her feeling miserable.

Harmonious relationships are extremely important to them. Their kind, thoughtful manner off creating harmony among others fosters positive fulfilling connections.

Their effusiveness scares off more retiring types of persons. Not everyone is comfortable with accepting warm hugs.

Things become uncomfortable for him/her should new acquaintances put their hands on him/her. He/She has a strong need for personal space and wants to decide when physical contacts are alright.

He/She does not like physical touching.

He/ wants to reach out and make contact with someone but they hesitate taking the first step.

Aggression/Aggressive: Acts of an assertive, bold, energetic, quarrelsome, pugnacious, and belligerent pursuit of selfish ends occur.

Marshall McLuhan, "The car has become the carapace, the protective and **aggressive** shell, of urban and suburban man."

Maugham, W. Somerset (Of Human Bondage), "He was a man of over six feet high, and broad, with enormous hands and a great red beard; he talked loudly in a jovial manner; but his **aggressive** cheerfulness struck terror in Philip's heart."

Betty Davis, " "My passions were all gathered together like fingers that made a fist. Drive is considered **aggression** today; I knew it then as purpose."

Synonyms:

Powerful: Having or exercising influence or power as in a person) possessing physical strength and weight; rugged and powerfully built.

Agnes de Mille, "To dance is to be out of yourself, larger, more beautiful, more **powerful**. This is power; it is glory on earth and it is yours for the taking."

Friedrich Nietzsche, "A pair of **powerful** spectacles has sometimes sufficed to cure a person in love."

Benjamin Franklin, "Who is wise? He that learns from everyone. Who is **powerful**? He that governs his passions. Who is rich? He that is content. Who is that? Nobody."

Forceful/ Forced: Full of power, force, energy, and dynamism

Ernest Hemingway, "An intelligent man is sometimes **forced** to be drunk to spend time with his fools."

Strong: Having force of character, will, morality, or intelligence or showing ability or achievement in a specified field.

Eleanor Roosevelt, "A woman is like a tea bag - you can't tell how **strong** she is until you put her in hot water."

Mahatma Gandhi, "The weak can never forgive. Forgiveness is the attribute of the **strong**."

Ernest Hemingway, "The world breaks everyone, and afterward, some are **strong** at the broken places."



Thomas Jefferson, "A **strong** body makes the mind strong. As to the species of exercises, I advise the gun. While this gives moderate exercise to the body, it gives boldness, enterprise, and independence to the mind. Games played with the ball, and others of that nature, are too violent for the body and stamp no character on the mind. Let your gun therefore be your constant companion of your walks."

Hostile: Characterized by enmity or ill will; not disposed to friendship or friendliness, as well as being unfriendly, belligerent, antagonistic, unkind, and malevolent.

Carl Sagan, "The universe seems neither benign nor **hostile** merely indifferent."

Norman Mailer, "I'm **hostile** to men, I'm **hostile** to women, I'm **hostile** to cats, to poor cockroaches, I'm afraid of horses."

Belligerent: A person, who wants to fight, be hostile or aggressive toward another individual or group.

Ian Hart, "I'm **belligerent** rather than ambitious."

Benjamin Spock, "Most middle-class whites have no idea what it feels like to be subjected to police who are routinely suspicious, rude, **belligerent**, and brutal."

Need for Power: The desire to influence, hold, or rule over others in order to move their environment in a direction they control. They want others to acknowledge them as powerful individuals.

Margaret Thatcher, "**Power** is like being a lady... if you have to tell people you are you aren't."

Robert A. Heinlein, "Never underestimate the **power** of human stupidity."

Henry A. Kissinger, "**Power** is the great aphrodisiac."

He/She goes aggressively after what they want.

Always the leader of the pack, He/She will never be content to take a back seat and let someone else call the shots.

He/She creates strong power structures and expects everyone to both know their place in the hierarchy and stay within it.

He/She is forceful and aggressive. He/She takes what he/she wants; simply assuming it was his/hers all along.

Fights and arguments attract him/her like bee to honey. He/She never backs down. H/She becomes aggressive when challenged and belligerent defending his/her point of view.

He/She does not start out to be hostile, but his/her bellicose manner leaves others upset, grumbling, complaining, and peevish. "It's not what they say, it's the way they say it!"

His/Her competitive nature allows him/her to reach out and aggressively take responsibility. Being in control and being on top means unchallenged control and power is all-important to him/her.

He/She keeps on pushing, no matter how hard the going gets to get the job finished.

A certain amount of aggressiveness can be a positive thing in some situations. When it becomes extreme, it can lead to any number of problems.

He/She needs to be in charge. He/She comes out swinging when anyone challenges his/her power and prerogatives.

When it comes to protecting his/her family, there is no one gentler or more forceful in doing so.

His/Her aggressive behavior generates problems in the outside world.

Sentimentality annoys him/her.

He/She hunts for and engages in intolerably sickening actions to show off their strength and courage to others.

His/Her marriage partners and extramarital playmates accuse them of being cheap, unsentimental, insensitive, and selfish. Otherwise he/she is OK.

He/She is determined to get to the top of ahead, one way, or another.

He/She just does whatever comes next, no matter how hard it is.

He/She is goal-driven. He/She keeps his/her eyes on the ball. His/Her methods are not always socially acceptable but they will be politically expedient.

He/She is an energetic hard worker. He/She will do whatever it takes to make sure he/she comes out on top.

He/She is outspoken and motivates to get money, power, and recognition.

He/She wins through confrontation and intimidation.

He/She is aggressive and hard-hitting. He/She does not mince words with anybody. Subordinates have to be thick-skinned to survive his/her blasts.

The serious no non-sense message he/she sends out is that he/she is not to be toyed with in any way. He/She is even intimidating to their superiors.

He/She conquers all odds at all costs in their drive to win.

His/Her need to be first and excel over others at any cost dominates his/her life. Cooperation, generosity, and give-and-take are words that are not included in his/her vocabulary.

**AMBITIOUS:** Is to have a strong desire for success or achievement as marked by imagination, initiative, and readiness to undertake new projects.

Hanna Arendt, "To be free in an age like ours, one must be in a position of authority. That in itself would be enough to make me **ambitious**."

William Shakespeare

As he was valiant, I honour him.  
But as he was **ambitious**, I slew him.

William Shakespeare, "The very substance of the **ambitious** is merely the shadow of a dream."

Robert Louis Stevenson, "Most of our pocket wisdom is conceived for the use of mediocre people, to discourage them from **ambitious** attempts, and generally console them in their mediocrity."

Synonyms:

**Competitive/Competition:** Competitive/Competition is the energetic pursuit of acquisition involving rivalry with others to obtain personal gain.

Arthur Keith, "Man is by nature **competitive**, combative, ambitious, jealous, envious, and vengeful."

**Determined:** Strongly motivated to succeed and marked by tenacious unwillingness to yield anything to anyone.

Alan Shepard, "It's a very sobering feeling to be up in space and realize that one's safety factor was **determined** by the lowest bidder on a government contract."

Alexander Graham Bell, "What this power is I cannot say; all I know is that it exists and it becomes available only when a man is in that state of mind in which he knows exactly what he wants and is fully **determined** not to quit until he finds it."

H. L. Mencken, "It doesn't take a majority to make a rebellion; it takes only a few **determined** leaders and a sound cause."

**Assertive:** Confident in claiming one's rights and putting forward one's views directly to achieve one's goals.

Jane Pauley, "New Yorkers, by reputation, are fast-talking, **assertive** and easily annoyed; I fit right in."

Success has given him/her the drive to undertake ambitious undertakings.

He/She is willing to endure any amount of difficulty and hardship to attain what he/she believes is rightfully his/hers.

He/She takes a running jump at new projects, gathering speed as he/she goes along.

He/She is easygoing. He/She will not let anything stand in the way of realizing his/her ambitions.

He/She wants to get ahead in his/her career. He/She puts all his/her focus toward achieving his/her ambitions. The more people he/she can favorably impress, the farther along he/she is at realizing his/her goals.

He/She has a knack for expressing himself/herself cleverly, excellent written and spoken communication skills, and an ample supply of showmanship which draws flattering attention to him/her and his/her services.

He/She badly wants to achieve concrete successes.

He/She is passionate about using political maneuvers to climb up the corporate ladder.

He/She has no qualms about stepping on others who stand in their way.

He/She is acutely political in his/her ambitions. He/She knows how to work other people to turn them to his/her best advantage.

His /Her self-confidence serves as a springboard forgetting ahead.

He/She needs to develop a more confident attitude, an aggressive spirit, and a hopeful outlook; otherwise he/she relegated his/her ambitions to the dumpster.

His/Her stamina may not be strong enough to realize his/her ambitions or handle the sustained stress which accompanies a place at the top.

Playing it safe can be an acceptable substitute for the lack of a strong dedication to his/her personal goals and the drive to achieve them.

APPRECIATION, NEED FOR: This is the recognition of the quality, value, significance, and the expression of gratitude for a person.

Martha Beck, "When you meet people show real **appreciation**, then genuine curiosity."

François-Marie Arouet (aka Voltaire), "**Appreciation** is a wonderful thing: It makes what is excellent in others belong to us as well."

Carl Gustav Jung, "One looks back with **appreciation** to the brilliant teachers, but with gratitude to those who touched our human feelings. The curriculum is so much necessary raw material, but warmth is the vital element for the growing plant and for the soul of the child."

Synonyms:

Admiration: Admiration is a feeling of delighted approval and liking of a person.

Ann Landers "Know yourself. Don't accept your dog's **admiration** as conclusive evidence that you are wonderful."

Rod McKuen, "Cats have it all - **admiration**, an endless sleep, and company only when they want it."

George Sand, "**Admiration** and familiarity are strangers."

Esteem/Self Esteem: Is an attitude toward the self and is similar to a judgment of oneself. A person's self-concept consists of the beliefs one has about oneself, or the picture people have of themselves.

Thomas Paine, "That which we obtain too easily, we **esteem** too lightly."

Patrick Stewart, "The knights of the theater represented to me not only the pinnacle of the profession but the **esteem** in which the profession was held. To find myself, to my astonishment, in that company is the grandest thing that has professionally happened to me."

Honore de Balzac, "Women are tenacious, and all of them should be tenacious of respect; without **esteem** they cannot exist; esteem is the first demand that they make of love."

Respect/Self Respect: Respect is an attitude of deference, admiration, esteem, and high regard for a person.

Rodney Dangerfield, "I get no **respect**. The way my luck is running, if I was a politician I would be honest."

William Lyon Phelps, "The final test of a gentleman is his **respect** for those who can be of no possible service to him."

Margaret Mead, "I have a **respect** for manners as such; they are a way of dealing with people you don't agree with or like."

Regard: Is to hold in esteem, respect, and approval for the worth of a person.

Michael Caine, "The standing ovation threw me... to be held in such **regard** in a town so full of talent is quite something."

Oscar Wilde, "I **regard** the theatre as the greatest of all art forms, the most immediate way in which a human being can share with another the sense of what it is to be a human being."

Salman Rushdie, "I've never had very high **regard** for therapists. I owe my health, my mental survival, to my friends and loved ones."

There is nothing more discouraging to him/her than finding out that a superior hasn't noticed what he/she is doing. However, when he/she has the assurance that she is respected and esteemed, there is little that he/she won't do to maintain that level of regard.

He/She/she would never ask for it, he/she does want to hear that people appreciate him/her. Praise from his/her superiors is important to him/her to encourage him/her to continue on doing the right thing.

He/She needs to feel that he/she is making an important contribution to the company. Beyond that, he/she wants to know the persons over him/her appreciate and respect him/her.

He/She takes the opinions of others seriously. He/She appreciates knowing that he/she is not being taken for granted.

Being treated with indifference hurts.



People are an important to their lives. He/She takes care of the needs of others. e/She must know that their efforts are appreciated to feel really good about themselves.

It hurts when they feel ignored or unacknowledged.

He/She enjoys having others around them and get bored when isolated for very long. Hearing someone say they love them makes them especially happy.

Finding ways on how to convince him/der that he/she is loved takes a lot of time.

The respect of those close to him/her is something that means more to them than gold.

When he/she does something nice for someone, their happy face is all the appreciation they need.

They set themselves up for disappointments when they make the good opinion of other people of such an importance to them than their good opinion of themselves.

**APPROVAL, NEED FOR:** A feeling of liking something or viewing someone as being good: a message expressing a favorable opinion, a message expressing a favorable opinion of a person held in high regard.

William Shatner, "Getting that audience **approval** is always a question mark, and it's always that flag that flutters in front of you."

Charles Schwab, "I have yet to find the man, however exalted his station, who did not do better work and put forth greater effort under a spirit of **approval** than under a spirit of criticism."

Horace, "He gains everyone's approval who mixes the pleasant with the useful."

Synonyms:

**Admiration/Admire:** Admiration is a feeling of delighted approval, liking, pleasure, and enjoyment; the act of strongly admiring and approving of someone.

Winston Churchill, "He has all of the virtues I dislike and none of the vices I **admire**."

John Steinbeck, "It has always seemed strange to me... the things we **admire** in men, kindness and generosity, openness, honesty, understanding and feeling, are the concomitants of failure in our system. And those traits we detest, sharpness, greed, acquisitiveness, meanness, egotism and self-interest, are the traits of success. And while men **admire** the quality of the first they love the produce of the second.

Richard Bach, "I want to be very close to someone I respect and **admire** and have somebody who feels the same way about me."

**Respect:** Respect is a feeling of appreciation, often deferential, regard and high esteem for a person.

Jackie Robinson, "I'm not concerned with your liking or disliking me. All I ask is that you **respect** me as a human being."

Edward Gibbon, "I never make the mistake of arguing with people for whose opinions I have no **respect**."

As long as he/she receives praise for his/her performance, he/she is satisfied to do his/her work. He/She is miserable without the approval of his/her supervisors.

When given praise and encouragement, there is no limit to the efforts that he/she will put out.

He/She cares deeply what other people think of him/her.

Being in touch with others and feedback from them is vital to this individual. Hearing from someone he/she respects who says to them that he/she is doing a good job urges him/her on to continue reaching for greater responsibility.

An out sized need for approval makes him/her susceptible to flattery as well as criticism.

He/She passes any authority over them into the hands of others when struck by the fear of failure.

Flattery motivates him/her as much as monetary rewards, if not more so.

His/Her need to please others regularly ends up with him/her giving in when he/she knows he/she shouldn't.

He/She is likely to give up and quit if his/her supervisor is critical and unsupportive, continually telling him he/she is wrong, or that he is not doing things the way he/she should.

Being the gracious host, taking care of the needs of his/her guests, gets the approval he/she needs.

He/She is always prepared to accept new responsibilities, which others could attempt to take advantage of and dump their work on him/her. He/She is unlikely to refuse their sweet talk even though he/she wants others to like him/her. He/She will eventually figure out what is going on and begin to resent it. He/She waits for the next opportunity to get even.

Those players who habitually plan to take advantage of him/her thinking he/she is a pushover will be surprised at the power of his/her counter attack.

The attitudes and behavior of the people in their social circle impact him/her deeply. When new people supplant them these people drift out of their life and, they change their direction again. They hunger for the support of the people in their social circles. Without the collegial input and emotional impact coming from others they have little sense of themselves.

He/She depends on the impact of others attitudes and behaviors upon him/her to meet his/her emotional needs.

He/She expects, needs, and enjoys approval. Being present when the 'flowers' are handed out is just plain good.

He/She needs reassurance and total acceptance of others to manufacture his/her social persona which serves to base what for him/her is his/her true self. He/She wants recognition whether its approval is right, wrong, or indifferent to bolster the validity of this persona or what he/she takes to be his/her own true self.

His/Her wish to uncritically please others and get their approval on any terms compromises his/her ability to make rational decisions.

The need for approval by any means cripples any independent action he/she could take to manage life's demands.

ARGUMENTATIVE/ARGUMENT: Meaning given to and fond of arguing. Argumentative also signifies someone given to always saying controversial things just to stir up trouble.

George Carlin, "The other night I ate at a real nice family restaurant. Every table had an **argument** going."

Unknown author, "Love is the opposite of logic. Logic is **argumentative**, aggressive upon the mind, splits the world into right and wrong, us and them."

Winston Churchill, "The best **argument** against democracy is a five-minute conversation with the average voter."

Synonyms:

Contentious: Marked by or capable of arousing controversy, dispute, disagreement, and litigiousness.

Thomas Carlyle, "Long stormy spring-time, wet **contentious** April, winter chilling the lap of very May; but at length the season of summer does come."

Quarrelsome: Given to starting fights, getting into arguments, and is generally belligerent.

John Steinbeck, "It is true that we are weak and sick and ugly and **quarrelsome** but if that is all we ever were, we would millenniums ago have disappeared from the face of the earth."

Buffalo Bill, "Wild Bill was anything but a **quarrelsome** man yet I have personal knowledge of at least half a dozen men whom he had at various times killed."

Ibn Mas'ud, "Anyone who has learned the Quran and holds it lovingly in his heart will 'value his nights when people are asleep, his days when people are given to excess, his grief when people are joyful, his weeping when people laugh, his silence when people chatter and his humility when people are arrogant'. In other words every moment of life will be precious to him, and he should therefore be 'gentle', never harsh, nor **quarrelsome**, nor one who makes a clamor in neither the market nor one who is quick to anger'."

Truculent: Descriptive terms meaning defiantly aggressive, savage, sullen, obstreperous, pugnacious, fierce, violent, cruel, destructive, ruthless, and scathingly oppositional.

Dwight D. Eisenhower, "There is, in world affairs, a steady course to be followed between an assertion of strength that is **truculent** and a confession of helplessness that is cowardly."

Howard Cosell: "You seem awfully truculent today, Champ." Ali: "I don't know what '**truculent**' means, but if it's good, it's me."

Andrea del Sarto who was called 'The Faultless Painter', "Less is more" where simplicity and clarity lead to good design in all graphic endeavors. He's addressing his beautiful, but somewhat stupid and apparently unfaithful young wife, Lucrezia del Fete, for whom he abandoned an important painting commission and...some have said...his true calling." (Browning opines he has lost his soul. He could not find the soulful golden point of inspiration needed to paint magnificent works of art.)

First found in print in 'Andrea del Sarto' an 1855 poem by

Robert Browning

Who strive - you don't know how the others strive  
To paint a little thing like that you smeared  
Carelessly passing with your robes afloat,-  
Yet do much less, so much less, Someone says,  
(I know his name, no matter) - so much less!  
Well, less is more, Lucrezia.

Contrary: Resistance to guidance or discipline by not obeying, complying with commands, and doing the exact opposite to the wishes, desires, and orders of those in authority. Oppositionally obstinate described such behavior well.

Peter Ustinov, "Contrary to general belief, I do not believe that friends are necessarily the people you like best; they are merely the people who got there first."

Herodotus, "Some men give up their designs when they have almost reached the goal; While others, on the **contrary**, obtain a victory by exerting, at the last moment, more vigorous efforts than ever before."

Irritable/Irritation: Having an irritable and unpleasant disposition, easily annoyed, and upset.

Whoppi Goldberg, "I don't have pet peeves; I have whole kennels of **irritation**."

Carol Alt, "I went along doing the one-salad-a-night routine for a year. And I remember feeling so tired and depressed and **irritable**. I had no personal life. I was always flying some place, weekends, holidays, and vacations. Dinners at night were no fun because I couldn't eat."

Arthur Vogel, "There is a particular kind of pain, elation, loneliness, and terror involved in this kind of madness. When you're high it's tremendous. The ideas and feelings are fast and frequent like shooting stars...But, somewhere, this changes. The fast ideas are far too fast, and there are far too many; overwhelming confusion replaces clarity. Everything previously moving with the grain is now against-you are **irritable**, angry, frightened, uncontrollable...It will never end, for madness carves its own reality."

Touchy: Touchy is being easily upset or irritated, oversensitive, and quick to take offense at the slightest of causes. As well as being difficult to handle requiring great tact, sensitivity, and patience.

Touchy also carries the meaning of being sensitive and susceptible to the attitudes, feelings, and circumstances of others.

Dealing with touchy difficult to handle reactions successfully requires great tact and diplomacy to come to a reasonable accommodation.

Mark Russell, "Humor is very very risky, particularly for a candidate, unless he's been in so long that it just doesn't matter, and he's not running for president. But it's just that people are so sensitive and so **touchy**, and you're just going to upset somebody."

Franny Billingsley (Chime), "The boy shall have a proper beating," said Cecil. 'But I beat him already,' I said, 'and don't tell me I didn't do it properly. I'm **touchy** about these things."

Fyodor Dostoyevsky (Poor Folk), "Today, therefore, I crept humbly to my seat and sat down in such a crouching posture that Efim Akimovitch (the most **touchy** man in the world) said to me sotto voce: "What on earth makes you sit like that, Makar Alexievitch?"

Jack London (Burning Daylight), "And now, while we're on **touchy** subjects, I'm going to open another one with you."

Thomas Hardy (Tess of the d'Urbervilles), "But she's **touchy** still, very **touchy**; and one's life is hardly safe behind her sometimes."

Victor Hugo, "The supreme happiness of life is the conviction that one is loved; loved for oneself, or better yet, loved despite oneself."

Hostile: Acting with great force, energy, and emotional intensity characterized often by enmity and ill will.

Carl Sagan, "The universe seems neither benign nor **hostile** merely indifferent."

Ken Keyes (Handbook to Higher Consciousness), "A loving person lives in a loving world. A **hostile** person lives in a **hostile** world."

Paul Rudd, "When my wife was pregnant, she got very upset with me because I didn't read the baby books. She looked at that, understandably so, as a **hostile** gesture.

But I had an argument in my defense. What did the cavemen do without 'What To Expect When You're Expecting'? You know what I mean? It's all bullshit. I was like, 'It'll be fine'. We don't need to go to birthing classes or any of that nonsense. What's the worst that can happen? It's not like if I didn't read the books and go to the classes that our son wouldn't be born."

He/She is wont to act with great force, energy, and emotional intensity, enmity, and ill will, a most offensive person.

He/She is, easily annoyed, irritated, and upset.

Adjectives such as defiant, aggressive, sullen, obstreperous, pugnacious, fierce, violent, and scathingly oppositional described him/her from time to time.

He/She starts fights, argues, is generally belligerent, hot tempered, and pig headed.

He/She is always prepared to arouse controversy, dispute, and disagreement.  
He/She is of a quarrelsome disposition and loves to engage in or carry on lawsuits become litigiousness just for the fun of it.

He/She is always saying controversial things just to stir up trouble. He/She is expert at getting 'him and her' in a fight. It is entertaining and amusing at the same time.

He/She will win every argument. They enjoy the intense physical pleasure of a debate simply for its own sake.



He/She sees life as a diversion, an amusement, and an entertainment. They always gain an advantage over whomever they oppose. He/She loves winning no matter the cost in money, social standing, and reputation to the person he/she opposes.

It is of vital importance to this person that they explain their points thoroughly, obsessively, and completely. Others take the explanations offered as offensive, pushy, and quarrelsome.

They argue because they really want to dominate. They keep on prodding for the desired result, resisting all attempts to change the subject.

They habitually talk about a matter until they have the other party convinced or beaten down.

He/She finds an argument irresistible and argues just for the sake of it. He/She is clueless to the concealed hostility in their opposition. He/She does not 'get it' when others shrug their shoulders and walk away.

Anyone who gets involved in conversation with him/her had better keep his or her wits about them or be trounced.

His/Her need always to defend his/her ideas and actions is maddeningly irritating.

He/She is biologically primed to argue; sometimes just for the sake of argument. He/She loves to hear them self-talk. Rationalizing his/her continuing to disagree, percolates up out of a fertile imagination founded on the conviction that he/she is a natural wit and intellect.

He/She argues passionately in defense of his/her views. Their views change rapidly like the spinning of a dime. He/She argues on both sides of an issue.

His/Her argumentative resilience and independence are impressive in their intensity, if not intimidating.

Tense and ready for a fight, his/her chin sticks out, eyes glare, lips pursed, and fists balled up tight. They get real scary.

His/Her mind races far ahead of any debate, coming up with new arguments, even as you are still talking about an argument that they are currently pursuing. This is confusing to others. It is something like splitting the split infinitive in real time.

It is difficult for listeners of his/her conversations to follow his/her train of thought. His/Her ideas blend and conflate with one another so completely that understanding the main ideas is quite impossible.

He/She cannot stand to lose a debate. He/She keeps on arguing until everyone and gives up. He/She is a poor loser and a bit dense socially too boot.

The understanding by anyone listening to him/her is so vital to them that they go over and over a point to make sure they are getting his/her message across. This is merely being argumentative and unpleasant on his/her part.

Their arguments are abstract rather than concrete actualities, a very boring presentation altogether.

His/Her need for intellectual stimulation prompts them to He/She goads others into a debate so that he/she can get wound up and high on the tension generated by the sound his/her words has on him/her.

His/Her argumentativeness makes him/her look like a jerk.

His/Her contrary opinions turn people off.

Eventually his/her argumentativeness results in him/her being ignored and rejected.

Attention Getting: Attention getting is attracting the notice, appreciation, solicitous care, and the center of attention.

Nicolas Chamfort, "I have three kinds of friends: those who love me, those who pay no **attention** to me, and those who detest me."

Steve Jobs, "You know, my main reaction to this money thing is that it's humorous, all the **attention** to it, because it's hardly the most insightful or valuable thing that's happened to me."

Susan Sontag, "Do stuff. Be clenched, curious, not waiting for inspiration's shove or society's kiss on your forehead. Pay **attention**. It's all about paying **attention**, attention is vitality. It connects you with others. It makes you eager, stay eager."

Approval: Approval is looking upon another person favorably, holding him or her in high regard, and bestowing official recognition upon him or her.

William Shatner, "Getting that audience **approval** is always a question mark, and it's always that flag that flutters in front of you."

Agnetha Faltskog, "I can spot empty flattery and know exactly where I stand. In the end it's really only my own **approval** or disapproval that means anything."

Hans Selye, "As much as we thirst for **approval** we dread condemnation."

He/She pays avid attention to everyone around him/her. Nothing escapes his/her eyes, ears, or sensations.

He/She worries about what other people think of them.

He/She lacks self-confidence. This is especially painful for him/her.

She blithely glides into a room. There is no ignoring her. She is a magnet for all eyes in the room.

He/She does not just walk into a room. He/She makes grand entrances.

He/She is larger than life.

He/She knows how to play center stage. He/She dotes on notoriety. He/She hams it up given even the slightest opportunity.

He/She reigns in magisterial presence. He/She is the most, the imminently splendid; the ever present, distinguished, and preeminent individual is any gathering.

Exhibitionism is his/her first, last, and middle name.

Exhibitionism genes rage strong in their veins. He/She cannot stand the feeling of social invisibility. He/She is addicted to doing things that are not socially acceptable to attract attention, any attention at all.

He/She serves others to get the attention he/she so deeply needs.

Satisfying the needs, wishes, and demands of the people close to them gets them the appreciation and approval they require.

They go to great lengths to please others.

They live with the conviction that they are losers. Attention and approval dampens the sting of rejection, dismissal, and the loneliness of being ignored.

He/She reacts emotionally to most all situations. Unwelcome attention is often the sad result.

He/She plays to any available audience.

He/She is not happy being alone in a room.

He/She lights up when flattered and complimented.

He/She employs seduction, flattery, charm to get the attention they crave. It makes no difference to them what ploys work. It does to those who are the object of their attentions, however.

He/She is lost without a steady stream of attention. They do not know what to do when people are not looking at them.

**BALANCE:** Balance reflects emotional stability, stable harmonious mental and psychological development.

Eric Hoffer, "Action is at bottom a swinging and flailing of the arms to regain one's **balance** and keep afloat."

Zig Ziglar, "I believe that being successful means having a **balance** of success stories across the many areas of your life. You can't truly be considered successful in your business life if your home life is in shambles."

Patti Smith, "In art and dream may you proceed with abandon. In life may you proceed with **balance** and stealth." ☺

Synonyms:

**Stability:** Stability is freedom from wavering or indecision.

Rosie O'Donnel, "I think what children need is love, security, **stability**, consistency, and kindness."

Hugh Mackay, "No one welcomes chaos, but why crave **stability** and predictability?"

Joe Mantegna, "I reached that day that I always thought might happen, where I say to myself I don't want to do this anymore. I'm looking for some **stability**. I want to stay home."

**Poise:** Poise is freedom from affectation or embarrassment, composure under pressure, dignity, assurance, calmness, and presence of mind.

Earl Wilson, "**Poise** is the ability to be ill at ease inconspicuously."

Audrey Hepburn, "For beautiful eyes, look for the good in others; for beautiful lips, speak only words of kindness; and for **poise**, walk with the knowledge that you are never alone."

James Thurber, "Sophistication might be described as the ability to cope gracefully with a situation involving the presence of a formidable menace to one's **poise** and prestige (such as the butler, or the man under the bed - but never the husband)."

**Dignity:** Dignity is the human quality inherent in nobility as well as being worthy of the esteem and respect of others.

Michelle Obama, "We learned about **dignity** and decency - that how hard you work matters more than how much you make... that helping others mean more than just getting ahead yourself."

William Shatner, "If you make a fool of yourself, you can do it with **dignity**, without taking your pants down. And if you do take your pants down, you can still do it with **dignity**."

Pope John Paul II, "The vow of celibacy is a matter of keeping one's word to Christ and the Church; a duty and a proof of the priest's inner maturity; it is the expression of his personal **dignity**."

Maturity: Maturity is the time in a person's life when personal power and vigor is fully developed, responsible, level headed, and free from supervision.

Tom Stoppard, "**Maturity** is a high price to pay for growing up."

Amy Lowell, "Youth condemns; **maturity** condones."

Albert Einstein, "I live in that solitude which is painful in youth, but delicious in the years of **maturity**."

He/She has paid the price extracted from maturities' demands.

He/She has finally made it.

He/She is emotionally stable, controls his/her actions, and capable of compromising.

He/She is steadfast, reliable, dependable, and predictable.

He/She is moderate in his/her behavior and choices. He/She avoids excesses of any kind.

He/She has an exceptional ability to see new ideas and novel relations between ideas. The ideas unique affect on a problem and projections and presentation of possible solutions made.

He/She has achieved a remarkable balance between personality, intellectual, emotional, and physical growth.

He/She is free from affectation, embarrassment, composed under pressure, dignified, assured, calm, and thinks and acts calmly and efficiently.

There is no over-emphasis on any particular area of his/her life. He/She directs his/her energies where needed. He/She does not go to extremes.

He/She works hard to attain a judicious level of self-control and personal growth.

This man/woman has audacity in him/her. He/She hangs in there, whatever the difficulties hardships in life present.

They manage to keep a clear course, control over their environment, and long-lasting loyal attachments in spite of the capricious weather they have experienced in their lives.

He/She has a clear vision of the person he/she wants to be, i.e., mature, dependable, consistent, and independent.



BEAUTY, DESIRE FOR: Beauty, also called prettiness, loveliness or comeliness, is a characteristic of a person, object, or idea that provides a perceptual experience of pleasure, satisfaction, and the desire for emotional well being.

Victor Hugo, "To love **beauty** is to see light,"

John Keats, "A thing of **beauty** is a joy forever: its loveliness increases; it will never pass into nothingness."

Synonyms:

Sensuous: An appreciation of beauty or good taste as well as furnishing satisfaction of the senses. *Sensuous* usually applies to the senses involved in aesthetic enjoyment, as of art or music.

Kate Chopin, "The voice of the sea speaks to the soul. The touch of the sea is **sensuous**, enfolding the body in its soft, close embrace."

Kate Chopin

The generous abundance of her passion,  
without guile or trickery, was like a white flame which  
penetrated and found response in depths of his own  
**sensuous** nature that had never yet been reached.

David Brainerd

Worldly pleasures, such as flow from greatness,  
riches, honors, and **sensual** gratifications,  
are infinitely worse than none.

Aesthetics: Aesthetics deals with the nature of art, beauty, and taste, and with the creation and appreciation of beauty. It is the study of sensory and emotional values.

Miuccia Prada, "I always loved **aesthetics**. Not particularly fashion, but an idea of beauty."

Steve Jobs, "For you to sleep well at night, the **aesthetic**, the quality, has to be carried all the way through."

Kazimir Severinovich Malecich, "**Aestheticism** is the garbage of intuitive feeling."

Walter Benjamin, "All efforts to make politics **aesthetic** culminate in one thing, war."

Culture(d): Cultured is to be educated, polished, genteel, civilized, refined, and cultivated. This means having good taste, manners, upbringing, and entrée into higher education.

Leonard Bernstein, "In the olden days, everybody sang. You were expected to sing as well as talk. It was a mark of the **cultured** man to sing."

Thomas Carlyle, "**Culture** is the process by which a person becomes all that they were created capable of being."

Mary Catherine Bateson, "What would it be like to have not only color vision but **culture** vision, the ability to see the multiple worlds of others. "

Elegant: Elegant means exhibiting cleverly simple refined, tasteful beauty of manner, form, style, beauty of movement, charm, good taste, and generosity of spirit.

Henny Youngman, "This is an **elegant** hotel! Room service has an unlisted number."

Robert Fulghum, "My goal now is to dance all the dances as long as I can, and then to sit down contented after the last **elegant** tango some sweet night and pass on because there wasn't another dance left in me."

Jeremy Northam, "He has such a patronizing tone and manner, and such a sarcastic sense of humor. I found him rather brutal, a kind of **elegant** brutality which appealed. No, I think he came pretty much off the page."

Aestheticism is a significant aspect of their lives. They require an attractive environment at either work or play. They take pleasure in the feedback of their senses. They seek out rich colors, smooth textures, pleasing scents, and relaxing atmospheres.

A harmonious background is vital to his/her emotional well-being. It does not have to be luxurious. Simple beauty alone appeals to their aesthetic sense.

Chaos and disorder ruin their emotional equilibrium. A quiet, well ordered environment is necessary for them to produce fine sensitive work.

He/She finds peace in natural settings whether he/she is walking on the beach barefoot, or hiking in the mountains.

Their creature comforts mean everything to them. Relishing a splendid meal supplied richly with fine wine and good music kicks their senses into over-drive with rich flavors, colors, and tactile sensations.

Visiting a museum and drinking in the sensations offered by fine art is one of the many ways he/she can satisfy his/her their wish for aesthetic pleasures.

The beauty of the written word has a strong appeal to his/her aesthetic sense. Poetry offers an emotional outlet for him/her, whether reading or composing someone else's or their own.

S

CAUTIOUS: They are attentive to potential problems and dangers, wary, chary, and prudently watchful and discreet in the face of danger or risk.

Confucius, "The **cautious** seldom err."

James Hillman, "I'm **cautious** about a lot of words."

Synonyms:

Careful: Careful means making sure to avoid potential dangers, mishaps, or harm, as well as being cautious, thorough, and painstaking in action, execution, as well as being conscientious.

Mark Train, "Be **careful** about reading health books. You may die of a misprint."

e. e. Cummings, "Be of love a little more **careful** than of anything."

Vigilant: Carefully observant, awake, and attentive and on the lookout for possible danger.

Desmond Tutu, "The price of freedom is eternal **vigilance**."

W. Somerset Maugham, "Hypocrisy is the most difficult and nerve-racking vice that any man can pursue; it needs an unceasing **vigilance** and a rare detachment of spirit. It cannot, like adultery or gluttony, be practiced at spare moments; it is a whole-time job."

Discreet: Careful and circumspect in one's speech or actions and presence of mind never varied, especially to avoid causing offense or to gain an advantage. Discreet is marked by exercising and showing prudence, wise self-restraint in speech and behavior as well as being circumspect.

Judith Martin, "Chaperons don't enforce morality; they force immorality to be **discreet**."

Jane Austen, "Mr. Elliot was rational, **discreet**, polished, but he was not open. There was never any burst of feeling, any warmth of indignation or delight, at the evil or good of others. This, to Anne, was a decided imperfection. Her early impressions were incurable. She prized the frank, the openhearted, the eager character beyond all others. Warmth and enthusiasm did captivate her still. She felt that she could so much more depend upon the sincerity of those who sometimes looked or said a careless or a hasty thing, than of those whose presence of mind never varied, whose tongue never slipped."

*Aeschylus*, "You shall learn, though late, the lesson of how to be **discreet**."

Prudent: One who is discreet and cautious in managing one's activities as well as being circumspect and exercises good judgment and common sense.

Rene Descartes, "The senses deceive from time to time, and it is **prudent** never to trust wholly those who have deceived us even once."

Jean de La Fontaine, "Nothing is more dangerous than a friend without discretion; even a **prudent** enemy is preferable."

Rene Descartes, "The senses deceive from time to time, and it is **prudent** never to trust wholly those who have deceived us even once."

He/She is rational, discreet, polished, but he/she is not open. He/She is devoid of feeling, any indication of indignation or delight, at the malevolence or good in others. His/Her icy self-control and presence of mind never varies, their tongue never slips or reveals any sentiment of love, hate, or disgust."

They are cold fish, distant, alert, and calculating.

He/She is vigilant, observant, awake, attentive, and on the lookout for possible dangers.

He/She makes certain to avoid potential dangers, harm, and mishaps. He/She is cautious, thorough, and painstaking and conscientious in acting to deal with situations.

He/She is discreet and cautious in managing his/her affairs. He/She circumspect, exercises good judgment and common sense.

He/She is attentive to potential problems and dangers, wary, chary, and prudently watchful and discreet in the face of danger or risk.

Ne/She misses good opportunities because he/she fears making the wrong choice.

Nothing escapes his/her notice. He/She is constantly on guard and ever watchful. He/She is instantly on the alert when something does not look quite right, is not as it seems, or is not where it belongs.

He/She does not go about things recklessly. He/She approaches tasks cautiously or not at all as circumstances dictate.

There is a barely perceptible suggestion of reserve in all their dealings with other people. This strikes others as being a bit standoffish or even unfriendly at times.

As he/she moves closer to other people there is an air of indecisiveness about him/her. He/She waits patiently developing their trust. This can lead to his/her becoming the most steadfast and dependable of friends.

His/Her overly cautious nature makes him/her miss worthwhile opportunities.

He/She is at their best when allowed to maintain a discreet distance to observe and think about what to do next before they decide what to do next.

His/Her approach is cautious, thoughtful, and carefully planned out. They make a lot more correct choices than not by doing so.

He/She has difficulties trusting new acquaintances. He/She fears letting anyone in to get to know him/her. It is hard for them to make friends. He/She must keep others at arm's length. This gives him/her time to size up the other person's intentions before he/she commits himself/herself.

He/She avoids taking chances. He/She minimizes taking as many risks as possible.

They are independent, cautious, and objective.

He/She is cautious trusting anyone.

He/She feels instantly threatened as soon as someone tries to get him/her actively involved in social doings. They are comfortable being observers but not as direct energetic participants.

He/She is in danger of falling in love with the wrong persons. He/She is vulnerable to acquiescing to persuasive flattery and wheedling when his/her need for love is most pressingly on their minds. As a result he/she is now more cautious.

He/She has made poor judgments in the past. He/She responded too quickly. He/She did not take sufficient time to think the issues of what the other person will demand of him/her. He/She puts off realistic examinations of what it is that he/she needs and wants to feel loved. He/she has not take into account the other person's character and ability to meet those needs.

He/She habitually hesitates taking the first step to forcefully defend them self. He/She does not conceive of ever defending himself/herself using customary methods of implements for doing so. He/She is now compromised and susceptible to attack. He/She cannot gain control over their opponents or save himself/herself from injury or death.

This person is much more contained and cautious than necessary. He/She lacks the optimism needed to turn him/her on to a project or the goal.

Inhibitions and restraints present since birth prevents him/her from becoming intimate, impetuous, playful, and outgoing with others.

**CHALLENGE SEEKER/ Risk Taker:** A person engaging in a contest, fight, or competition as a test of one's abilities or resources in a demanding but stimulating undertaking.

Johnny Depp, "I like the **challenge** of trying different things and wondering whether it's going to work or whether I'm going to fall flat on my face."

Sugar Ray Leonard, "Boxing is the ultimate **challenge**. There's nothing that can compare to testing yourself the way you do every time you step in the ring."

Hillary Clinton, "The **challenge** is to practice politics as the art of making what appears to be impossible, possible."

Synonyms:

**Adventurous:** This describes a person who is willing to take risks or to try out new methods, ideas, or experiences.

Elizabeth Taylor, "I feel very **adventurous**. There are so many doors to be opened, and I'm not afraid to look behind them."

Bob Dylan, "I'm more of an **adventurous** type than a relationship type."

Sylvester Stallone, "I was an ambitious child and I tended to be scatterbrained. If I was at school and saw a bird outside the window I wanted to follow it. I was **adventurous**."

Ambrose Bierce (Can such Things Be?), "In answer to the **challenge** of this ambitious structure Time had laid his destroying hand upon it, and it would soon be "one with Nineveh and Tyre."

(Nineveh destroyed in 612 B.C. by the Medes and Babylonians. Tyre besieged and captured by Alexander the Great in 332 B.C. and finally destroyed by Muslims in A.D. 1291.

**Daring:** This describes a person who willingly takes risks and to undertakes new and daring enterprises.

Winston Churchill, "No crime is so great as **daring** to excel."

Miuccia Prada, "**Daring** to wear something different takes effort."

Kurt Vonnegut, "What should young people do with their lives today? Many things, obviously. But the most **daring** thing is to create stable communities in which the



terrible disease of loneliness can be cured."

Courageous: This is a judgment people make about an individual who is able to face and deal with danger or fear without flinching and oblivious of dangers, perils, and the possibility that they may meet with death as evidenced by their firmness, determination, and resolve to overcome all threats to others and also to themselves. The courageous person is oblivious to the fact that they have behaved courageously after the fact.

Muhammad Ali, "He who is not **courageous** enough to take risks will accomplish nothing in life."

Thornton Wilder, "Hope, like faith, is nothing if it is not **courageous**; it is nothing if it is not ridiculous."

Hyman Rickover, "Good ideas are not adopted automatically. They must be driven into practice with **courageous** patience."

**Bold**: Describes a person who is courageous, confident, fearless, and ready to take risks, imaginative, oblivious of dangers, and calmly resolute in facing them.

Voltaire (François-Marie Arouet), "Stand upright, speak thy thoughts, declare the truth thou hast, that all may share; be **bold**, proclaim it everywhere. They only live who dare."

Aeschylus, "Be **bold** and boast, just like the cock beside the hen."

Virgil (Publius Vergilius Maro), "Fortune favors the **bold**."

He/She is a person who is courageous, confident, fearless, and ready to take risks, imaginative, oblivious of dangers, and calmly resolute in facing them.

He/She is an individual who is able to face and deal with danger or fear without flinching and oblivious of dangers, perils, and the possibility that they may meet with death as evidenced by their firmness, determination, and resolve to overcome all threats to others as well as to themselves. The courageous person is oblivious to the fact that they have behaved courageously after the fact.

He/She engages in contests, fights, or competitions to test of his/her abilities and resources in demanding and stimulating enterprises.

He/She is willing to take risks or to try out new methods, ideas, or experiences.

He/She tests all limits, takes risks, rejects, and challenges all barriers placed in his/her path.

He/She hates deal with routine details. Complicated problems pull on him/her like iron filings to a magnet.

Life is a game to him/her. They are the ones who choose to make the moves. Meeting challenges head on, flagging risks, taking on gambles, thrills are the things that make their lives rewarding and worth their time and effort.

His/her partners have to come up with challenges which excite them in order to for him/her to keep their interest in them. They get bored easily in run of the mill, boring plain vanilla liaisons.

The challenge of working on projects demanding razor-sharp mental maneuvers to develop novel procedures thrills him/her.

The challenge of assignments of an original technical nature captures his/her immediate attention.

The routine of a 9-5 job is the quintessence of cramming a square peg into a round hole repeatedly. He/She is moved solely by the challenge of solving complex problems. Novelty is everything, a delight and an end in itself.

The capitalist robber baron spirit is their bed rock. It stirs them to take on exciting risk taking projects.

He/She knows no fear. Danger is meaningless to them. Taking on high-risk activities thrills him/her and energizes him/her; the more risk the more energy, the greater the thrill.

COMMON SENSE: Common sense is the exercise of sound judgment based upon the practical experience rising out of experiencing life first hand.

Franklin D. Roosevelt, "It is **common sense** to take a method and try it. If it fails, admit it frankly and try another. But above all, try something."

William James (Pragmatism: A New Name for Some Old Ways of Thinking, by William James), "**Common sense** and a sense of humor are the same thing, moving at different speeds. A sense of humor is just common sense, dancing."

Victor Hugo, "**Common sense** is in spite of, not as the result of education."

Good judgment: Good judgment is being able to make critical distinctions and achieve a balanced viewpoint and draw shrewd conclusions.

Carl Gustave Jung, "We should not pretend to understand the world only by the intellect. The **judgment** of the intellect is only part of the truth."

Jim Horning, "**Good judgment** comes from experience. Experience comes from bad judgment."

Franz Kafka, "It is only our conception of time that makes us call the **Last Judgment** by this name. It is, in fact, a kind of martial law."

Insight: Insight is the capacity to gain a true, accurate, penetrating, and deep intuitive understanding of a person or thing. Insight is also the capacity to grasp instantly the meaning of an event, action, and graphic sense of an experience as in walking a mile in another's shoes to know that person's life.

Johann Wolfgang von Goethe, "The man with **insight** enough to admit his limitations comes nearest to perfection."

Rita Dove, "I think children have talent and **insight**, but it gets beaten out of them."

Bette Davis, "Without wonder and **insight**, acting is just a trade. With it, it becomes creation."

Herodotus of Halicarnassus, "The worst pain a man can suffer: to have **insight** into much and power over nothing."

Sagacity (wisdom): The ability to understand, utilize knowledge, and experience to discriminate between relations utilizing life's experience, foresight, and insight.

Thorstein Veblen, "All business **sagacity** reduces itself in the last analysis to judicious use of sabotage."

Samuel Johnson, "Criticism, though dignified from the earliest ages by the labours of men eminent for knowledge and **sagacity**, has not yet attained the certainty and stability of science."

Leo Rosten, "Proverbs often contradict one another, as any reader soon discovers. The **sagacity** that advises us to look before we leap promptly warns us that if we hesitate we are lost; that absence makes the heart grow fonder, but out of sight, out of mind."

Prudent: Describes a person who is practical, discreet, and careful in providing for the future and managing one's activities effectively.

Rene Descartes, "The senses deceive from time to time, and it is **prudent** never to trust wholly those who have deceived us even once."

Euripides, "Life has no blessing like a **prudent** friend."

Perl S. Buck, "The young do not know enough to be **prudent** and therefore they attempt the impossible - and achieve it, generation after generation."

Jean de La Fontaine, "Nothing is more dangerous than a friend without discretion; even a **prudent** enemy is preferable."

Canny: This is a person proceeding in a clever, careful, and shrewd manner, especially where one's personal reputation, business, and social interests are concerned.

Lord Mountbatten, "Churchill was the **canny** political animal, very devious, bursting with energy and determination, learning as hard as he could."

Rational: Gifted with the capacity for logical thought and capable of or reflecting the capability for correct and valid reasoning.

Ronald David Laing, "Insanity - a perfectly **rational** adjustment to an insane world."

Anna Freud, "Papa always makes it clear that he would like to know me as much more **rational** and lucid than the girls and women he gets to know during his analytic hours."

Steve Allen, "In a **rational** society we would want our presidents to be teachers. In our actual society we insist they be cheerleaders."

He/She exercises sound judgment based upon his/her the practical experience rising out his/her life first hand experiences.

He/She has an excellent capacity to make critical distinctions and achieve balanced viewpoints and draw shrewd conclusions.

He/She has a well-developed capacity to grasp instantly the meaning of an event, action, and a graphic sense of an experience as in walking a mile in another's shoes to know that person's life.

He/She understands, utilizes knowledge, and experiences to discriminate between relations utilizing life's experience, foresight, and insight.

He/She is practical, discreet, and careful in providing for the future and managing one's activities effectively.

He/She proceeds in a clever, careful, and shrewd manner, especially where his/her personal reputation, business, and social interests are concerned.

He/She proceeds in addressing practical problems using logical thought, reflection, and rigorous reasoning.

He/She uses common sense and good judgment in making decisions. He/She avoids personal feelings from meeting important goals.

A quiet little voice inside is his/her guide to making the right decisions in the heat of great excitement and heated emotion.

Colleagues know they can always turn to him/her for good advice when they are floundering and searching for an answer.

He/She takes time to examining all of the facts carefully in the light of good judgment and reason the issues out while others behave imprudently, jumping to conclusions, and making spur of the moment decisions many of which lead to disastrous results.

His/her prudent handling of difficult situations earns the respect of friends and colleagues.

Others clean up the messes he/she leaves behind. He/She acts on impulse far too frequently. He/She does what feels good in the moment.

He/She keeps a cool head in a crisis, which brings knee jerk responding to a standstill.

COMMUNICATION: This is the exchange through interpersonal relationships of thoughts, messages, or information, as by speech, signals, writing, or behavior. Communication is the art and technique of using words effectively to impart information or ideas.

Communication is also referred to in the terms conversations, correspondences, and making connections with other individuals and groups.

Emma Thompson, "Any problem, big or small, within a family, always seems to start with bad **communication**. Someone isn't listening."

Peter Drucker, "The most important thing in **communication** is hearing what isn't said."

Edward R. Murrow, "The speed of **communications** is wondrous to behold. It is also true that speed can multiply the distribution of information that we know to be untrue."

#### Synonyms:

Indirect: Communication that is circuitous, devious, or evasive and not coming as a direct open, fair effect or consequence of events.

Geraldine A. Ferraro, "I should have had a **circuitous** answer that was a non-answer."

Walter Savage Landor, "The habitude of pleasing by flattery makes a language soft; the fear of offending by truth makes it **circuitous** and conventional"

Ambiguous: Ambiguous refers to language which is open to more than one interpretation, i.e., communications having a double meaning. Ambiguous suggests a sometimes deliberately puzzling terseness that lacks a clear of meaning. Ambiguous also indicates the presence of two or more possible meanings, which are open to two or more interpretations.

Herman Melville (Moby Dick I-LXVII), "This circumstance, coupled with his **ambiguous**, half-hinting, half-revealing, shrouded sort of talk, now begat in me all kinds of vague wonderments and half-apprehensions, and all connected with the Pequod; and Captain Ahab; and the leg he had lost; and the Cape Horn fit; and the silver calabash; and what Captain Peleg had said of him, when I left the ship the day previous; and the prediction of the squaw Tistig; and the voyage we had bound ourselves to sail; and a hundred other shadowy things.

Alexandre, Dumas (The Three Musketeers), "He would have pardoned me, he would certainly have pardoned me, if I had not said anything to him about that cursed baldric--in **ambiguous** words, it is true, but rather drolly **ambiguous**."

Baldric is a belt, usually of ornamented leather, worn across the chest to support a sword or bugle.

Evasive: Elusive is avoiding issues. It also means not being straightforward and honest as well as dodging trouble or threatening situations. Elusive is being vague, slippery, ambiguous, tricky, devious, and cagey, dissembling, and prevaricating.

Margaret Thatcher, "You don't tell deliberate lies, but sometimes you have to be **evasive**."

Charles Horton Cooley, "We are ashamed to seem **evasive** in the presence of a straightforward man, cowardly in the presence of a brave one, gross in the eyes of a refined one, and so on. We always imagine, and in imagining share, the judgments of the other mind."

Blunt: Blunt describes speech that is abrupt, gruff, insensitive, and often disconcertingly frank. Blunt speech disrupts social relations for many.

Charlie Bell, "Australians are pretty **blunt** and we say things how they really are."

William Shakespeare

An old man, sir, and his wits are not so **blunt** as, God help,  
I would desire they were;  
but, in faith,  
honest as the skin between his brows.

Jo Freeman (Joreen), "Bitches are aggressive, assertive, domineering, overbearing, strong-minded, spiteful, hostile, direct, **blunt**, candid, obnoxious, thick-skinned, hard-headed, vicious, dogmatic, competent, competitive, pushy, loud-mouthed, independent, stubborn, demanding, manipulative, egoistic, driven, achieving, overwhelming, threatening, scary, ambitious, tough, brassy, masculine, boisterous, and turbulent. A Bitch takes shit from no one. You may not like her, but you cannot ignore her."

Clear: Clear speech and communication is accurately stated and free from confusion or ambiguity. The meanings are transparent, distinct and easily seen through. The words are explicit, articulate, understandable, coherent, lucid, user-friendly, intelligible.

Ludwig Wittgenstein (Clear Speech and Silence, [November 1, 2012](#) by [Ukgardenfiend](#)), "What can be said at all can be said **clearly**; and whereof one cannot speak thereof one must be silent."



Fleta Pohlner, "Clear speech means your child can freely communicate with children and adults in his or her life. Clear speech will also assist as your child begins to read and spell."

Articulate: Expressing oneself easily in clear, accent less, and effective language.

Thomas Sowell, "Talkers are usually more **articulate** than doers, since talk is their specialty."

Marya Mannes, "All really great lovers are **articulate**, and verbal seduction is the surest road to actual seduction."

Jarod Kintz (It Occurred to Me), "The mouth is made for communication, and nothing is more **articulate** than a kiss."

Eloquent: Eloquent refers to persuasive, powerful discourse, vividly or movingly expressed. Eloquence is expressing oneself readily, clearly, effectively. Silver-tongued, smooth-spoken, fluent, facile describe speakers who are especially moving yet can be not together straight forward or honest.

George Eliot, "No compliment can be **eloquent**, except as an expression of (the opposite) indifference."

Meg Ryan, "When I wear high heels I have a great vocabulary and I speak in paragraphs. I'm more **eloquent**. I plan to wear them more often."

William Shakespeare

Action is **eloquence**;  
the eyes of the ignorant  
are more learned than their ears.

Verbal: The word 'verbal' has been used since the 16th century referring to spoken, as opposed to written, communication.

William Shakespeare

(Long-winded or prolix) "You put me to forget a lady's manners by being so **verbal**."

Marya Mannes, "All really great lovers are articulate, and **verbal** seduction is the surest road to actual seduction."

Rita Dove, "Rap is only one end of a whole spectrum of **verbal** play and virtuosity. Rap is geared for aural pleasure."

Chris Rock, "Comedy is a group activity, a **verbal** orgy."

Non-verbal: This refers to the sparse use of words with which to communicate, i.e. "A man-woman of few words."

Temple Grandin, "Children between the ages of five to ten years are even more variable. They are going to vary from very high functioning, capable of doing normal school work, to nonverbal who have all kinds of neurological problems."

Elizabeth Wurtzel, "And then there are my friends, and they have their own lives. While they like to talk everything through, to analyze, and hypothesize, what I really need, what I'm really looking for, is not something I can articulate. It's **nonverbal**: I need **love**. I need the thing that happens when your brain turns off and your heart turns on."

Susanne Perez, "There's a constant communication going on when you're dancing, most of it **nonverbal**. You have to learn to communicate in a different way. For the ladies, you have to learn to follow. That's kind of tough."

Tactful: Tactful refers to having a sense of what is fitting, considerate, concerned over the feeling, and discreet in dealing with others.

Leo Tolstoy (War and Peace), "He was that absent-minded crank, a grand seigneur husband who was in no one's way, and far from spoiling the high tone and general impression of the drawing room, he served, by the contrast he presented to her, as an advantageous background to his elegant and **tactful** wife."

Jack London (John Barleycorn), "And Johnny, like a true host, made the **tactful** remarks that enabled us to find mutual topics of conversation."

Joseph Conrad (The Mirror and the Sea), "He could make himself interesting by a **tactful** and rugged reserve set off by a grim, almost imperceptible, playfulness of tone and manner."

Abraham Lincoln, "Tact: the ability to describe others as they see themselves."

Diplomatic/Diplomacy: Diplomatic is the ability to deal with people in a sensitive and effective way.

Diplomatic is the talent to be politic, tactfully avoid giving offence to others, hurting their feelings, especially when this ability is important by the use of smoothness in handling others in order to attain certain ends while steering clear of any unpleasantness which could lead to opposition and failure of a mission.

Jim Butcher (Turn Coat), "You're in America now," I said. "Our idea of **diplomacy** is showing up with a gun in one hand and a sandwich in the other and asking which you'd prefer."

Winston Churchill, "**Diplomacy** is the art of telling people to go to hell in such a way that they ask for directions."

Quentin Crisp, "Euphemisms are unpleasant truths wearing **diplomatic** cologne."

Caskie Stinnett, "A **diplomat** is a person who can tell you to go to hell in such a way that you actually look forward to the trip."

He/She is politic, tactfully avoid giving offence to others, or hurting their feelings, especially when this ability is important by the use of smoothness in handling others in order to attain certain ends while steering clear of any unpleasantness which could lead to opposition and failure of a mission.

He/She describes others as they see themselves, which is the height of suave, tactful, and sharp.

He/She frequently suppresses the thought that everything he/she thinks of now is too rude for him/her to come out and actually say.

He/She has the tact to step on a person's toes without messing up the shine on their shoes."

He/She had the ability to tell a person they are open-minded when they have a hole in their head.

His/Her eloquent discourse is persuasive, powerful, vividly or movingly expressed.

His/Her eloquence is expressing oneself readily, clearly, effectively.

His/Her speech is clear and communication is accurately stated and free from confusion or ambiguity.

He/She: Expresses himself/herself easily in clear, accent less, and effective language.

He/She is abrupt, gruff, insensitive, and often disconcertingly frank.

He/She conversations are transparent, distinct and easily seen through. His/Her words are explicit, articulate, understandable, coherent, lucid, user-friendly, intelligible.

He/She will not tell deliberate lie but will evade the question by not telling the truth if the truth is either offensive or inconvenient.

He/She is in the habit of flattering people to soften them up.

He/She will not tell an unfortunate truth to anyone for fear of offending people. He/She is conventional in this sense and in his/her approach but devious also, a secret keeper.

He/She is aggressive, assertive, domineering, overbearing, strong-minded, spiteful, hostile, direct, blunt, candid, obnoxious, thick-skinned, hardheaded, vicious, dogmatic, competent, competitive, pushy, loud-mouthed, independent, stubborn, demanding, manipulative, egoistic, achieving, overwhelming, threatening, scary, ambitious, tough, brassy, boisterous, and turbulent. He/She takes shit from no one. You may not like him/her, but you cannot ignore him/her. He/She is a nice person otherwise.

His/Her ambiguous, half-hinting, half-revealing, shrouded sort of talk confuses folks leaving them perplexed and wondering what he/she may have actually meant.

He/She is not straightforward or honest. He/She dodges trouble or threatening situations by using elusive vague reference and words just to the left of what they actually mean. He/She is slippery, ambiguous, tricky, devious, and cagey, dissembling, and prevaricating. His/Her honesty is questionable. He/She is a silver tongued, smooth-talking, fluent, facile speaker who is especially moving yet can be not together straight forward or honest.

He/She expresses himself/herself easily in clear, accent less, and effective language.

He/She speaks with the assurance of a smooth-spoken, fluent, and facile orator who is especially moving yet not together straight forward or honest. They are entertaining to the extreme.

His/Her style is indirect, evasive, and ambiguous. It does not make sense to others and for some unacceptable.

His/Her problem is not what others say that does not make sense to them; he/she simply cannot make sense at all no matter what.

Telling the truth becomes an iffy proposition him/her when he/she is under pressure.

'Idea people' churn out new and different ideas constantly. Putting ideas into workable forms is hard work. The meaning and importance of complex thinking is hard to get across.

His/Her attempts at telling people what they want to hear invites evasive maneuvers that often ricochet back in surprising ways on him/her.

Angry confrontations cause him/her to conceal the truth and sidestep important real life issues.

When he/she disagrees with issues involving management's plans and whose resistance could work against the administrator's personal intentions he/she places himself/herself in a bad light. Should he/she ever wake up to what is going on and what is likely to happen to him/her, he/she tries to get out of it using indirection if not misdirection to get out of their pickle. Simply stated, he/she lies.

His/Her lack of verbal fluency gets in the way of his/her expressing those ideas that are the essence to what is important to him/her. His/Her inability to move smoothly from one thought to another in speaking or writing is a formidable obstacle to him/her moving forward.

Deliberate deviousness in conversations gives him/her the opportunity to maneuver and twist listeners around to seeing things the way he/she wants things to turn out.

His/Her exceptional abilities as a true con artist to lie and misdirect a person to believe what is said while at the same time including some unimportant things convinces many to a surprising degree.

He/She evades revealing his/her true attitudes and opinions by remaining noncommittal and sticking with uncontroversial conversational generalities and topics.

His/Her inability to communicate in an appropriate and consistent manner shuts down sharing information with others.

His/Her customary evasiveness diminishes the effectiveness of his/her attempts to get across his/her ideas, even when an excellent idea of his/hers occurs.

He/She sells ideas effortlessly and directly. This is clearly his/her persuasive means of handling and manipulating people.

His/Her missing the point, obscurity, and vagueness place heavy demands on listeners to fill in the gaps of his/her messages in order to make sense of what he/she said.

He/She avoids dealing directly with problems by changing the subject and diverting attention to change problematic situations into something less stressful. This works for the moment. Avoiding the basic situation potentially builds up into something larger and leads to it becoming unmanageable.

He/She has a self-oriented, talent for sharing adventure tales. The telling embellishes adventure stories which regale, delight, and captivate an audience sitting amongst similarly cultivated and charming people. The teller makes sweepingly generous and gracious movements dramatizing the tales that are not meant to be true but certainly entertaining. Caveat emptor: If you buy or if you sell from him, audit each side of the transaction!

He/She is unwilling to reveal anything about his/her private life and will not do so in the work setting.

He/She thinks and communicating in a complex fashion that leads to difficulties in understanding of what he/she said.

He/She is expert not saying something is at times more important than saying what actually is the case. This allows avoiding saying something that is for many reasons undesirable. Getting around saying things that are so, that could potentially be socially embarrassing or compromising, is personally advantageous.

Revealing one's true character can result in problems. Diplomacy is a needed skill to steer clear of embarrassing confrontations. Preparedness based upon knowledge of how to deflect the ill intentions of others who would make use of you is essential. Refer to the so-called 'hard questions' of the media pundits.

His/Her charming diplomatic and easy communicative manner assists in the handling of all types of people.

Highly emotional conversational confusions arise out of his/her inability to move past anti-social, racist, and anti-Semitic attitudes and a general disdain for others leads to irresolvable impasses.

His/Her habit of saying things that are blunt, insensitive, and uncaring does not spare other peoples' feelings. It makes him/her look boorish, inept, and just plain stupid.

He/She has no patience with beating around the bush. When saying something, that is it.

He/She asks probing questions cleverly designed to discover the real person behind the social facade.

He/She is impatient with small talk; coming right to the point defines his/her communication style.

Brusque and to the point, chitchat and social amenities just do not matter to him/her.

He/She is skillful, efficient, direct, and very business-like.

His/Her skill at picking up on the tone of a conversation and responding to the social issues involved too quickly prevents the exercise of diplomacy and the employment of personal sensitivity.

His/Her typical manner of speaking with brutal honesty disregards and insults other persons' feelings, thoughts, attitudes, and preferences.

A blunt approach to the truth could have a refreshing ring to it, but do not count on it.

He/She does find it an agony to discuss his/her deeper personal feelings even when good speaking skills are available to him/her.

His/Her keeps his/her shyness cleverly concealed. He/She is a decidedly private person. He/She has trained himself/herself to be able to show off as the life of the party, talking knowingly about politics, science, philosophy, and anything else that happens to strike his/her fancy, but he/she refuses to talk about personal feelings.

The preservation of privacy is more important to him/her than most if not all else. There is, however, no deliberate hiding of true feeling, thoughts, or opinions.

The expression of personal worth through work rather than talking about it is comforting, preferred, and meaningful.

Taking a cautious approach is mandatory, combined with a high level of trust in a person, before making personal and private revelations.

He/She can be communicative or not as she deems appropriate, being most prone to keeping his/her personal details to herself. She can be shrewd or diplomatic.



Ease and eloquence are hallmarks in the delivery of views, reports, and lectures.

Sales personnel paint vivid moving word pictures to help potential customers visualize how their situation would be improved if should they purchase the products offered to them.

Painting brilliant word pictures create mental visions of what the future would or could, look like.

Excellent teachers rely on the ability to provoke verbally, visual memories out of the repository of mental pictures held in the listeners' minds.

His/Her capacity to speak carefully chosen well-spoken words, which move an audience, is a rare delight.

Given sufficient time to prepare, he/she is able to converse articulately. It may be hard to slow down the rapid pace of thinking in order to relate meaningfully and engagingly with a listener on the listeners' level in an extemporaneous conversation.

He/She has an excellent ability to get others to visualize ideas and possibilities.

Good communicators need to have high-level verbal abilities to get ideas across clearly, creating an environment where the listeners are motivated to take action that those visually crafted suggestions demand.

The power of social conversation rises up and captures intellectual and imaginative tantalizing images.

Confrontation of certain personally sensitive issues creates blocks to a clear expression of this person's thoughts.

Well-developed people skills allow a person to be a good listener as well as a good communicator.

The love of debate is a gift for overcoming any kind of objection and is especially well suited to work in sales. This potentially could put a lot of focus on bringing in new accounts.

It is crucially important to him/her to be responsive to the thoughts and feelings of the employees in order to be an effective manager.

A vulnerability to criticism leads to verbal disputes when the need to defend a challenge to an expressed opinion.

A colorful conversation and good verbal debate is a joy, even if only for purely philosophical reasons.

A good exciting debate keeps the mental juices flowing.

The egoist would rather do the talking rather than listen to others superficially without with any real interest in what they say. Doing the talking is all that is important.

Just the love of talking is exciting.

Being an entertaining conversationalist he/she liberally sprinkles the conversational dialogue with all the colorful descriptions at their command.

He/She always knows exactly what to say, and how to say it.

He/She is talented at making bad news sound.

He/She can deliver unpleasant tidings with the diplomacy of a seasoned diplomat.

His/Her tact as a politician is highly valued in many circles.

His/Her adept handling of the feelings of others, softening harsh words with delicacy, sweetens and satisfies the yearnings of hearts and minds.

He/She will keep confidentiality no matter how much the temptation to divulge comes up.

Successful resolutions are possible by knowing how to maneuver out of a difficult situation without causing friction through being considerate, helpful, and sympathetic to the needs of others.

His/Her charm and tact are tools he/she uses to influence the thinking and actions of others.

Tact defuses tense situations.

Discretion in protecting secrets makes for a tried and true, trusted friend. Knowing when to talk and then when to be silent, assures this.

Hiding true feelings, being reticent about personal matters, allows for tactful avoidance of revealing them, even in the face of direct questions.

A selective listener tunes out that which is not agreeable to his/her ways of seeing things.

Working at a high level of frustration and pressure produces conditions where it becomes impossible to be tactful and diplomatic.

The pressing need to share ideas, interests, and experiences could go well beyond the bounds of discretion.

It is hard to avoid clashes because of an inability to express ideas tactfully.

The speaker feels ill at ease expressing ideas and feelings that cause discomfort when working with others causes.

A chronic need to maintain distance from social contacts makes communication with others extremely difficult.

COMPETITIVE: Having a strong desire to be more successful than others. Persons who have a fighting, aggressive, self-assertive, and in-your-face disposition are competitive. They want to win no matter what it costs to self or others.

Colin Powell, "The healthiest **competition** occurs when average people win by putting above average effort."

Franklin Delano Roosevelt, "**Competition** has been shown to be useful up to a certain point and no further, but cooperation, which is the thing we must strive for today, begins where competition leaves off."

Synonyms:

Aggressive: These people make dogmatic belligerent assertions, demanding, bold, energetic and actively pursue their own ends in a hostile manner. They pursue their aims and interests forcefully, often unduly so.

Gordon Ramsey, "I was a naturally **aggressive** left-back, a cut-throat tackler."

Anjelica Houston, "My biggest ambition is never to be bored. I'm not **aggressive** enough to strongly run after being an actress."

Emerson Fittipaldi, "Indy car racing is much more **aggressive**."

Carmen Electra, "I'm more attracted to a stronger man rather than a feminine man; someone who would just throw me down and take control. I love feeling helpless. I definitely like a man who is **aggressive** and confident."

Ambitious: Ambitious is having a strong desire for success and achievement marked by imagination, initiative, and readiness to undertake new projects.

William Shakespeare, "The very substance of the **ambitious** is merely the shadow of a dream."

Richard Buckminster Fuller, "Great nations are simply the operating fronts of behind-the-scenes, vastly **ambitious** individuals who had become so effectively powerful because of their ability to remain invisible while operating behind the national scenery."

Baruch Spinoza, "Those who are believed to be most abject and humble are usually most **ambitious** and envious."

Jean de la Bruyere, "A slave has but one master; an **ambitious** man has as many masters as there are people who may be useful in bettering his position."

Cutthroat: An unprincipled, ruthless person is relentless and merciless in competition, winning is everything, where winners take all.

Robert Burns, "Critics!, Those **cutthroat** bandits in the paths of fame."

Alex O'Loughlin, "It is such a **cutthroat** industry where you get knocked down so much and get rejected so much. If you do not back yourself up, no one else is going to so you really need to learn to get up, shake the sand off your chest and keep going. It is an arduous climb towards the top. One has to be aggressive to get to the top. Their motto is the more competition, the better."

For him/her to be competitive it is essential for them to be decisive in creating a definite idea about the direction for him/her to take to reach his/her goals. They need the energy and excitement required to take on what is coming up next. A conscious effort to stay rooted in that reality is needed to bring their vision to completion.

There is little that will stop this honest-to-goodness enterprising person from the pursuit of success.

Getting to the top and staying there is the challenge that rouses him/her to incessant action.

His/Her competitive, freewheeling style demonstrates his/her incessant hunger for challenges. They will aggressively confront any and all obstacles.

He/She knows how to leverage his/her strength. They sell them self and their ideas forcefully, cunningly, and effectively, they love the contest and fighting involved in getting to the top.

He/She does not mind leaving wounded behind them as they climb the corporate ladder's rungs. Only those closest to him/her know that their sweet and sunny outer disposition hides a hard driving cutthroat businessperson, lying hidden beneath, out of sight ever ready to strike down anyone or anything that gets in their way.

It is utterly important for him/her to be the winner. Their competitive spirit fuels their drive to achieve what they set out to do.

Competition gives him/her the energy and drive to go after what they want.

They gain the competitive edge by concealing their true selfish motives. They are devious by nature and equally as untrustworthy.

Work bores him/her. Work offers little excitement or challenge. They need attention, recognition, and lots of money. They shrivel up without the continual competition to come out on top.

Their colleagues see them as aggressive, obnoxious, and contemptibly rude, greedy, and dishonest.

CONFIDENT/Confidence: Confident refers to self-assured people marked by the certainty and assurance of meeting with success, as well as having confidence in oneself.

Lao Tzu, "Kindness in words creates **confidence**. Kindness in thinking creates profoundness. Kindness in giving creates love."

Vince Lombardi, "**Confidence** is contagious. So is lack of confidence."

Mark Twain, "To succeed in life, you need two things: ignorance and **confidence**."

#### Synonyms:

Self-assured: Indicates a person showing poise and confidence in his or her own worth.

Count Leo Tolstoy, "A Frenchman is **self-assured** because he regards himself personally both in mind and body as irresistibly attractive to men and women. An Englishman is **self-assured** as being a citizen of the best-organized state in the world and therefore, as an Englishman, always knows what he should do and knows that all he does as an Englishman is undoubtedly correct. An Italian is **self-assured** because he is excitable and easily forgets himself and other people. A Russian is **self-assured** just because he knows nothing and does not want to know anything, since he does not believe that anything can be known. The German's **self-assurance** is worst of all, stronger and more repulsive than any other, because he imagines that he knows the truth, science, which he himself has invented but which is for him the absolute truth."

Frank P. Louchheim, "You're fired!" No other words can so easily and succinctly reduce a confident, **self-assured** executive to an insecure, groveling shred of his former self."

Toni Bowers, "I would bet my life that we've all, at some point, encountered this person: A person who's staggeringly inept but audaciously **self-assured**. It's just one of life's little mysteries, how a person can be absolutely talentless but have so much confidence in him- or herself. And I'm not just talking about the Real Housewives of New York."

Poised: This refers to a person who is graceful, has elegant bearings, and is marked by balance, equilibrium, readiness for action, and in full control of their facilities.

Franklin Delano Roosevelt, "When you see a rattlesnake **poised** to strike, you do not wait until he has struck to crush him."

Harold MacMillan, "He is forever **poised** between a cliché and an indiscretion."



Dignified: Dignified refers to feeling self-respect and pleasure in something by which you measure your self-worth; or being a reason for pride.

Quincy Jones, "It slaps your dignity just right. I loved the idea of these proud, **dignified** black men, and I saw the older ones wounded, and it wounded me ten times as much because I couldn't stand seeing them hurt like this."

Aristotle, "**Dignity** does not consist in possessing honors, but in deserving them."

William Shatner, "If you make a fool of yourself, you can do it with **dignity**, without taking your pants down. And if you do take your pants down, you can still do it with **dignity**."

Secure: Secure is a sense of the absence of danger, free from fear, risk of loss and insecurity.

Niccolò Machiavelli, "It is much more **secure** to be feared than to be loved."

Anthony Hopkins, "I worked with Steven Spielberg on Amistad... he seemed so very **secure** in himself that he let me do things."

He/She is self-confident, outgoing, and has a strong belief in them self and their abilities.

His/Her self-reliant attitude guarantees a job id done right. He/She will forge ahead and do it without depending on anything other than their experience and expertise.

This is a take-charge individual. He/She makes their own judgments, trusting only them self to get things done right. They look upon them self as a star performer and refuse to accept less than what they consider their just due.

His/Her high level of self-confidence reflects how highly he/she thinks of them self.

He/She demands without stint respect from others.

His/Her sense of their own adequacy and inner power tells others that they are someone who is able to overcome obstacles without others' applause or approval.

No one ignores him/her when he/she enters a room. A présence, charisma, a powerful bearing commands respect, and admiration.

His/Her self-confidence and obvious personal strength intimidates others.

He/She know exactly what they want and have good ideas on how to achieve it.

He/She is convinced of his/her personal strength. They feel no stress while working solving problems.

Hr/She moves with elegance and grace. They know their own worth.

He/She looks straight ahead not down on others.

He/She relies upon an unshakable sense of their inner-directedness to guide them. They look within and learn from experience. They do not expect others to come up with answers.

He/She is mature emotionally. They are proud of what they made of them self. They have withstood many tests in life and have come through stronger as a result. Looking in the mirror holds no threat for them. They approve of the person they see looking back.

At times, they say to them self, "What the heck, I'll go out on a limb to do what I think is right."

He/She has a delightful way of closing contacts, negotiations, and managing social situations.

He/She does not allow personal difficulties in relationships to undermine their talents.

His/Her belief in them self and his/her abilities is unshakable and unparalleled.

He/She demands that they receive the best treatment possible from others.

Their level of self-assurance is unrivaled.

His/Her accomplishments and achievements is the basis of his/her personal success.

He/She is forceful, organized, and successful.

He/She brushes off criticism effortlessly. They turn criticism around and point out their successes and accomplishments.

He/She gets rid of problem people easily. Once out they are out of his/her life, they are gone forever.

No matter how hard he/she has worked to appear on top of things, their "Big Hat, No Cattle" stuffed shirt attitude attracts scathing ridicule.

Critical comments about the errors they have made undermine his/her sense self-assurance. Their self-image takes a beating.

His/Her absence of self-awareness, self-understanding, and failure to put forward an image of strong self-reliance severely hampers their chances for success and advancement.

He/She wants others to see them as far more outgoing and self-confident than they really feel.

The opinions others have of them does not agree with the vision he/she has of them self.

CONFUSION: Characterized by a lack of understanding and clarity in disordered thought and behavior.

Henry Miller (Tropic of Cancer), "**Confusion** is a word we have invented for an order which is not understood with ruin upon ruin, rout on rout."

Johnny Depp, "I pretty much try to stay in a constant state of **confusion** just because of the expression it leaves on my face."

James Thurber, "Sixty minutes of thinking of any kind is bound to lead to **confusion** and unhappiness."

Tallulah Bankhead, "Acting is a form of **confusion**."

Synonyms:

Muddled/Muddle: This means to be confused, scrambled, and vague and unable to think with clarity or act intelligently.

David Lloyd George, "We are **muddled** into war."

Shel Silverstein (Where the Sidewalk Ends), "Never explain what you do. It speaks for itself. You only **muddle** it by talking about it."

Bewildered: Perplexed by many conflicting situations or statements and filled with bewilderment.

Al Capp, "Abstract art: a product of the untalented sold by the unprincipled to the utterly **bewildered**."

Lorenz Hart, "Bewitched, bothered, and **bewildered** am I."

A strong sense of basic moral values is his/her guide. Nevertheless they have difficulties Making appropriate choices is hard to do when they come into conflict with his/her sense of good and bad.

The many demands he/she faces is confusing to them. They find the only means available to them is for them to choose them all. They spend exorbitant amounts of time thinking about how to choose the right options. The correct choices do not get made.

He/She has less-than-perfect qualities in their personalities. Self-awareness needs some attention. His/Her feelings dominate his/her thinking. Conflicts between their feelings and their way of thinking about their feelings effect the accuracy and adequacy of gauging the situations in which they find them self. This is often less than that needed to end the confusion arising out of these conflicts.

His/Her does not have and adequately developed sense of purpose and resolve. He/She gets confused in unfamiliar situations that they encounter. They do not know what they should do.

Slowing down to reflect on his/her life helps them about what they should do about find new directions.

He/She keeping too many irons in the fire at one time creates discord.

He/She gives the same weight to the importance of everything they encounter. Troubles arise from his/her not setting priorities, not understanding what is important, and putting aside unimportant things for later consideration.

His/Her fascination, excitement, and obsession with irrelevant details finds clear and factual thinking heading for the waste basket.

He/She gets mentally scattered a lot. He/She loses interest in the wonderful plans with which he/she comes up. He/She skips on to something else, without producing anything concrete.

He/She cannot manage their priorities. The absence of a focus leads to a collision of interests. Diffusion of their time and energy scatters their efforts in too many directions at once.

Concentrating for long periods at any one time is stressful for him/her. Confronting this dilemma challenges his/her capacity to fulfill all of the demands placed upon him/hers.

He/She must avoid getting caught up in the superfluous details of the tasks facing him/her before getting to the core of the matter.

The requirements of making rational, objective assessments of a project are undermined by his/her inability to think in straight lines and to target high priority issues in resolving the conflicts inherent in the complex tasks they are facing.

His/Her self-indulgence restricts a clear grasp of the whole picture. The intrinsic demands of objective analysis and planning go down the drain.

He/ She doesn't understand them self very well. His/Her personal insecurities dim his/her ability to look at things with emotional detachment.

He/She has sporadic fluctuations in his/her moods. This mood instability affects his/her thinking and reduces his/her ability to make impartial judgments.

CONSCIENCE: Is the aptitude, faculty, intuition, and judgment arising from the intellect that distinguishes right from wrong. Moral judgment may derive from values or norms (principles and rules). Conscience is the awareness of a moral or ethical aspect to one's conduct together with the urge to prefer right over wrong.

Henry Louis Menken, "A Sunday school is a prison in which children do penance for the evil **conscience** of their parents."

Mark Twain, "Good friends, good books and a sleepy **conscience**: this is the ideal life."

Friedrich Nietzsche, "All credibility, all good **conscience**, all evidence of truth come only from the senses."

William Shakespeare, "Love is too young to know what **conscience** is."

Woodrow Wilson, "If a dog will not come to you after having looked you in the face, you should go home and examine your **conscience**."

Synonyms:

Principles: A rule or standard especially of good behavior. The principles of right and wrong that are accepted by an individual or a social group. A prescribed guide stating the action required to attain a desired goal.

Ralph Waldo Emerson, "A man is usually more careful of his money than he is of his **principles**."

Oscar Wilde, "I like persons better than **principles**, and I like persons with no **principles** better than anything else in the world."

Victor Hugo, "Change your opinions, keep to your **principles**; change your leaves, keep intact your roots."

Groucho Marks, "Those are my **principles**, and if you don't like them... well, I have others."

Scruples: A scruple is a doubt or hesitation that troubles the conscience. A pricking of consciousness that acts as a restraining force inhibiting certain actions.

Alfred Hitchcock, "There is nothing to winning, really. That is, if you happen to be blessed with a keen eye, an agile mind, and no **scruples** whatsoever."

Jean-Baptiste Poquelin also known as Moliere, "I have the knack of easing **scruples**."

Henry Louis Menken, "What restrains us from killing is partly fear of punishment, partly moral scruple, and partly what may be described as a sense of humor."

Moral Standards: Concerned with the judgment of the goodness or wickedness of human action, and character or concerned with principles of right and wrong, or conforming to standards of behavior and character based on those principles.

George Bernard Shaw (Man and Superman), "An Englishman thinks he is moral when he is only uncomfortable."

John Kenneth Galbraith, "The modern conservative is engaged in one of man's oldest exercises in moral philosophy; that is, the search for a superior moral justification for selfishness."

Sid Vicious, "Undermine their pompous authority, reject their moral standards, make anarchy and disorder your trademarks. Cause as much chaos and disruption as possible but don't let them take you alive."

Conscientious: This is a person wishing to do what is right, especially to do one's work well, taking care to be painstaking, diligent, and thorough.

Martin Luther King, "Nothing in the world is more dangerous than a sincere ignorance and conscientious stupidity."

Edmund Burke (Letter to the Sheriffs of Bristol, April 3, 1777, "A conscientious man would be cautious how he dealt in blood."

A strict conscience is always looking over his/her shoulder demanding he/she correct their embarrassing behavior. The realization of failure urgently requires them to make immediate action.

Moral principles acquired in his/her life do not call for their needing to explore any new approaches to responding to problems, social or otherwise. They are inflexible, naïve, and mindlessly, oppressively talkative.

As an independent thinker he/she is comfortable with their moral principles and standards.

His/Her lives life in terms of black/white, good/evil, and nothing in between. It is a harsh, at times brutal, condemnatory passion. All must submit to their demands.



His/Her broad-minded personal beliefs are open to the consideration of others' ideas and convictions.

The standards, ideals, and principles learned in his/her childhood are working satisfactorily today. Their interests in intellectual pursuits also allow him/her to expand their experiences along different paths.

He/She strives for harmony, avoids conflict whenever possible, is reflects an effective principle by which they live their lives.

A pleasant exterior cloaks their undetectable steel willed resoluteness. It is possible that this could lead to misinterpretations that his/her social pleasantness is an open invitation to impose upon or exploit them.

He/She does things according to the rules, maintains high standards, and is careful not to make impulsive snap judgments.

He/She is honest, fair, truthful, and sincere.

He/She is careful not to over commit time and resources, and complete one task before taking on another one.

He/She is open to just about anything.

He/She welcomes the opportunity to explore new paths and unconventional lifestyles.

He/She is well organized, takes on many assignments, and works hard to meet all of the commitments they make.

He/She is able and willing to listen to what others have on their minds.

He/She grew up under the crack of the whips of their parent's liberal use of guilt and shame to control their children, telling them what to do, what to think, and what to feel. They rebel against this control but cannot become free of it.

He/She behaves much as their parents did without being aware of it or knowing just why they turned out the way they did. He/She cannot turn off the torment of these punishing old 'tapes' that are still playing in adult heads.

He/She turned out to be a neurotic mess.

**CONTROLLING:** This indicates persons who exercise authority, planning, organizing, and direction over peoples' behavior.

Sandra Bullock, "I'm **controlling**, and I want everything orderly, and I need lists. My mind goes a mile a minute. I'm difficult on every single level."

Gilda Radner, "Comedy is very **controlling** - you are making people laugh."

John Huston, "The directing of a picture involves coming out of your individual loneliness and taking a **controlling** part in putting together a small world. A picture is made. You put a frame around it and move on. And one day you die. That is all there is to it."

Synonyms:

**Domineering:** Arrogantly asserting one's will over another person. A person wants to take over everybody else's life to control how they behave.

Boethius (A Consolation of Philosophy, Book II(Consolatio Philosophiae):  
<http://EzineArticles.com/3226616>), Lady Philosophy says of fortune,

"With **domineering** hand she moves the turning wheel,  
Like currents in a treacherous bay swept to and fro:  
Her ruthless will has just deposed once fearful kings  
While trustless still, from low she lifts a conquered head;  
No cries of misery she hears, no tears she heeds,  
But steely hearted laughs at groans her deeds have wrung.  
Such is a game she plays, and so she tests her strength;  
Of mighty power she makes parade when one short hour  
Sees happiness from utter desolation grow."

William Shakespeare ( Charles V)

"To endeavor to **domineer** over conscience,  
is to invade the citadel of heaven."

**Overpower/Overpowering:** To conquer or subdue by superior force. To bring someone to their knees, to render incapable, powerless, or helpless, get the upper hand over a person.

Silvia Plath, "God, but life is loneliness, despite the opiates, despite the shrill tinsel gaiety of "parties" with no purpose, despite the false grinning faces we all wear. And when at last you find someone to whom you feel you can pour out your soul, you stop in shock at the words you utter, they are so rusty, so ugly, so meaningless, and feeble from being kept in the small cramped dark inside you so long. Yes, there is

joy, fulfillment, and companionship, but the loneliness of the soul in its appalling self-consciousness is horrible and **overpowering**."

Eric Hoffer, "There is a grandeur in the uniformity of the mass. When a fashion, a dance, a song, a slogan or a joke sweeps like wildfire from one end of the continent to the other, and a hundred million people roar with laughter, sway their bodies in unison, hum one song or break forth in anger and denunciation, there is the **overpowering** feeling that in this country we have come nearer the brotherhood of man than ever before."

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Oppressive: Oppressive to be cruel, harsh, constricting, arbitrary tyrannical behavior.

James Hillman, "We need to work on the world so it will not be so **oppressive**."

Albert Camus (The Fall), "The truth is that every intelligent man, as you know, dreams of being a gangster and of ruling over society by force alone. As it is not as easy as the detective novels might lead one to believe, one generally relies on politics and joins the cruelest party. What does it matter, after all, if by humiliating one's mind one succeeds in dominating every one? I discovered it in myself sweet dreams of **oppression**."

Demanding: Requiring or claiming more than is generally felt by others to be due, hard-to-please.



Catherine Deneuve, "I can be very critical on myself and on other people; I can be very **demanding**."

Ira Gershwin, One can be very happy without **demanding** that others agree with them."

He/She is **controlling**, wants everything to be nice and orderly, and makes up lists, a lot of lists of things that need to be done if not right away at least immediately.

He/She arrogantly asserts his/her will over other people.

He/She wants to take over everybody else's life in order to control they behave according to his/her plan.

He/She brings people to their knees to render them incapable, powerless, or helpless. He/She will not play the game without getting the upper hand over a person.

He/She can be cruel, harsh, arbitrary, and tyrannical, a nasty sort all together.

He/She will control whatever situation comes up, or he/she will not stay with it for very long.

His/Her demands to stay in control through nagging, challenging and nit picking. He/She will defend his/her point of view until the other party gives up.

He/She always arbitrarily comes up with good sounding reasons for doing something. He/She doggedly insists on winning all arguments.

He/She takes control without a second thought. He/She is a gale force wind.

He/She does not agree with the old axiom for friendship, "Let it go, if it comes back it is yours to keep; if it doesn't, it was never yours to begin with."

His/Her demands to always be in the right even when he/she is clearly in the wrong.  
He/She alienates others and makes them grumpy.

He/She always has the right answer to everything. This makes it easy for him/her to make decisions that never take what others need or want into consideration.

He/She listens carefully to what people close to them are saying. He/She wants to understand what they need and want.

He/She controls the activities what others are doing.

People do not enjoy him/her controlling them. His/Her behavior pushes others away. He/She loses control over them and the situation.

He/She can be exceptionally demanding. Employees complain that the only time they hear from him/her is when there is a problem. He/She usually blames them for the problem. He/She demands people to do a good job for him/her and over looks telling them they are doing OK.

He/She is not an effective motivator.

CONVENTIONAL: Conventional indicates following accepted customs and proprieties, especially in a way that lacks originality, unimaginative and conformist.

Bertrand Russell, "**Conventional** people are roused to fury by departure from convention, largely because they regard such departure as a criticism of themselves."

John Kenneth Galbraith, "The **conventional** view serves to protect us from the painful job of thinking."

Peter Jennings, "I've always shied away from **conventional** wisdom, though I know the power of it."

Synonyms:

Conservative: Conservative is favoring the preservation of established customs, values, moderate, cautious, and opposing innovation.

Franklin Delano Roosevelt, "A **conservative** is a man with two perfectly good legs who, however, has never learned how to walk forward."

John Stuart Mill, "Although it is not true that all **conservatives** are stupid people, it is true that most stupid people are conservative."

Ambrose Bierce, "**Conservative**, n: A statesman who is enamored of existing evils, as distinguished from the Liberal who wishes to replace them with others."

Restrained: Restrained is characterized by reserve or moderation, understated, subtle, unemotional, and dispassionate.

Mae West, "I like **restraint**, if it doesn't go too far."

Bill Maher, "Things aren't right. If a burglar breaks into your home and you shoot him, he can sue you. For what, **restraint** of trade?"

Traditional: Tradition is a historically inherited, established, or customary pattern of thought, action, or behavior.

Winston Churchill, "Without **tradition**, art is a flock of sheep without a shepherd. Without innovation, it is a corpse."

W. Somerset Maugham, "**Tradition** is a guide and not a jailer."

He/She sets their own limits and stays within its boundaries as much as humanly possible.

He/She follows accepted customs and proprieties, especially in a way that lacks originality. He/She is an bland conformist.

His/Her conventional view serves to protect them from the painful job of thinking."

He/She holds to established customs, values, moderate, cautious, and opposes innovation.

He/She is reserved, moderate, understated, subtle, unemotional, and dispassionate.

He/She is moderately resourceful. He/She prefers to stick within traditional habits when handling life's situations.

He/She believes in the correctness and power of social status where everyone knows, appreciates, and stays in his/ her proper place. His/Her emotional equilibrium is sharply disrupted should others act inappropriately.

It is uncomfortable for him/her to make changes in the middle of doing something.

It is highly unlikely that he/she will change his/her ways and accept new techniques and procedures, unless there is a very sound logical reason for the change.

He/She is happiest in environments that are unquestionably consistent. He/She needs to know that things are going to be the same tomorrow as they are today. He/She need an acceptable, comfortable, familiar framework within which he/she can proceed.

A traditional framework of guidelines and procedures assures him/her a sense of comfort and security.

He/She needs to understand the reasons for major changes and upheavals to his/her routines before they occur.



Creative ideas and critical thinking place demands upon him/her that is too much for him/her. He/She cannot meet such demands.

He/She is capable of learning highly specialized skills used in routine repetitive tasks are not his/her cup-of-tea.

He/She shies away from the challenge of branching out and engaging in novel, versatile, and creative enterprises.

He/She takes a low-key, modest, no-frills approach to his/her work.

He/She is conservative. He/She does not want to explore new areas and concepts that could fit into his/her usual everyday approach to new tasks. He/She goes largely by the book, following known safe procedures.

He/She is spontaneous and outgoing. They speak and behave in conventional ways, remembering birthdays and anniversaries and give seasonally appropriate gifts, and observe traditional holiday celebrations.

His/Her sense of socially approved guidelines dictates their behavior. It is important for them that people know their place and stay within suitable and fitting precedents. They react when someone steps out of line.

They remember peoples' birthdays and anniversaries. They give personal gifts and cards. Holidays are especially important to him/her.

They do not care much for the status quo, but go along with it anyway, usually.

He/She stubbornly refuses, as a matter of principle, to consider the wishes, ideas, needs, and suggestions of others. Their unwillingness to listen, concede, or adapt to another's expressed needs is inflexible. They are considered in some circle to be jerks.

He/She does not rush to embrace new ideas, but listens when demanded to the opinions of others when changes insist them to do so.

They are conservative traditionalists. They are comfortable with accepted ideas and principles. They do not adapt quickly or willingly. They do not accept rapid changes easily.

He/She has difficulty coming up with solutions to problems when such solutions require they use unfamiliar approaches or procedures.

His/Her focus is to use procedures that have been previously developed and established. He/She resists reorganizing old procedural methods and then struggles to initiate untried novel though exciting approaches to solving a problem.

He/She wants others to break new ground, and then they can follow along.

Don't send him/her to do a job that requires creativity! They just hate that.

Change and innovation threaten him/her. His/Her customary reaction is to wrap their arms and legs around his/her habits and cling to the security of long-established customs and methods.

He/She is comfortable in formal settings. Before he/she does something, he/she needs to know what others expect from him/her.

Routine is comfortable, safe, and comfortably confining at the same time.

Customs, tradition, and social protocol are all vitally important to them.

CREATIVE: To be creative is to make new things and come to new ideas via by originality of thought, imagination, and sophisticated bending of the rules or conventions.

Albert Einstein, "To raise new questions, new possibilities, and to regard old problems from a new angle, requires **creative** imagination and marks real advance in science."

Carl Gustav Jung, "The creation of something new is not accomplished by the intellect but by the play instinct acting from inner necessity. The **creative** mind plays with the objects it loves."

Carl Gustav Jung, "Without this playing with fantasy no **creative** work has ever yet come to birth. The debt we owe to the play of the imagination is incalculable."

Synonyms:

Enterprising/Enterprise: Marked by imagination, initiative, and readiness to undertake new projects and having a strong desire for success or achievement.

Moliere, "It is a strange **enterprise** to make respectable people laugh."

Arthur C. Brooks, "The system that enables the most people to earn the most success is free **enterprise**, by matching up people's skills, interests, and abilities."

Innovative: Productive of something fresh and unusual; or being as first made or thought of; "a truly original approach.

Woody Allen, "If you're not failing every now and again, it's a sign you're not doing anything very **innovative**."

Michelangelo Antonioni (Screen Writer, Story of a Love Affair Italian: *Cronaca di un amore* 1950), "But, you know, Cronaca (Chronicle) isn't more **innovative** than what comes after."

Winston Churchill, "Without tradition, art is a flock of sheep without a shepherd. Without **innovation**, it is a corpse."

Imaginative: Imagination requires making up new ideas, indulging in fantasy, and make-believe.

Dr. Seuss, "I like nonsense; it wakes up the brain cells. Fantasy is a necessary ingredient in living; it's a way of looking at life through the wrong end of a telescope. Which is what I do, and that enables you to laugh at life's realities."

Sun Tzu, "Can you **imagine** what I would do if I could do all I can?"

J. K. Rowling, "**Imagination** is not only the uniquely human capacity to envision that which is not, and therefore the fount of all invention and innovation. In it's arguably most transformative and revelatory capacity; it is the power to that enables us to empathize with humans whose experiences we have never shared."

Original: Being or productive of something fresh and unusual and being the first thought of or made.

Fran Lebowitz (Social Studies), "**Original** thought is like original sin: both happened before you were born to people you could not have possibly met."

Ingrid Bergman, "Be yourself. The world worships the **original**."

Oliver Wendell Holmes, "Man's mind stretched by a new idea, never goes back to its **original** dimensions. "

Unique: Being the only one of its kind, without an equal, and unparalleled.

Walt Disney, "The more you like yourself, the less you are like anyone else, which makes you **unique**."

Viktor Emil Frankl, "Everyone has his own specific vocation or mission in life; everyone must carry out a concrete assignment that demands fulfillment. Therein he cannot be replaced, nor can his life be repeated, thus, everyone's task is **unique** as his specific opportunity to implement it."

Orson Wells, "Create your own visual style... let it be **unique** for yourself and yet identifiable for others."

Distinctive: a feature that helps to distinguish a person or thing, capable of being identified, and easy to recognize as being different from other people, or things of the same kind.

John Ruskin, "The **distinctive** character of a child is to always live in the tangible present."

George Lawson, "Once you smell moonshine, you'll always know what moonshine smells like."

John Ashbery, "We see us as we truly behave, from every corner comes a **distinctive** offering. The train comes bearing joy...."

He/She comes to new and novel creations without apparent external cause. They can think through the essential qualities of things with their own unique logic.

He/She must have the freedom to create and expand on existing models they counter.

His/Her creates completely new systems from the very beginning. He/She can start from scratch without relying on standard models and existing techniques.

He/She rapidly grasps new concepts spontaneously. His/Her original approach comes up with ways of handling problems.

They have an ability to create something from nothing, improvising as they go along, and finding completely novel ways of doing things.

They can come up with ingenious ways of doing things.

Their forward thinking intuition provides what is essential for their creative initiatives.

They make things beautiful.

They are intuitive. He/She 'gets it' (grasps the central ideas and the critically important information that governs the operations of new situations).

They begin innovating solutions to problems as soon as they confront them. They are quick to formulate new ideas without relying on standardized, tried and true means formerly employed to work things out.

They are good with their hands and remarkably good at crafts, painting, and sculpting.

He/She has a knack for expressing them self. They could write anything from folksy letters to poems or children's stories.

His/Her private pleasures are reading, contemplation, and poetry.

Their sense of beauty is a great personal asset.

His/Her imagination frees him/her to envision a world seen only in the mirrors of their minds.

**CRITICAL:** Critical refers to making severe negative judgments, rigorous exacting evaluations and excessively burdensome judgments, mostly for disagreeable peoples' behavior.

Benjamin Disraeli, "How much easier it is to be **critical** than to be correct."

'Bjork' Guðmundsdóttir, "The English can be a very **critical**, unforgiving people, but criticism can be good. And this is a country that loves comedy."

Synonyms:

**Judgmental:** Judgmental is making strict evaluations or express harsh opinions of another person's behavior.

Urban Dictionary, "**Judgmental** people basically just live in their own little bubble of delusion and have no patience for the superstitious nonsense formally know has "open-mindedness."

Gwyneth Paltrow, "The older I get, the more open-minded I get, the less **judgmental** I get."

Julia Sweeney, "Our family was too strange and weird for even Santa Claus to come visit. Santa, who was jolly - but, let's face it, he was also very **judgmental**."

**Fault-finding:** To show disapproval; to register a look of strong disapproval, typically on moral grounds, or glaring skepticism, as well as looking mildly shocked and put off. One who criticizes the actions or decisions of others after the fact, and uses hindsight to offer their opinions on what must be done.

Yogi Berra, "I never blame myself when I'm not hitting. I just blame the bat and if it keeps up, I change bats. After all, if I know it isn't my **fault** that I'm not hitting, how can I get mad at myself?"

Samuel Beckett, "There are men all over for you, **blaming** on his boots the fault of his feet."

Og Mandino, "My days of whining and complaining about others have come to an end. Nothing is easier than **faultfinding**. All it will do is discolor my personality so that none will want to associate with me. That was my old life. No more."

**Nit picking:** A person who points out minute, trivial, unnecessary, and unjustified critical comments, and faultfinding concerning something of which they dislike or disapprove. They are overly concerned with picayune details, to look for inconsequential errors, often to the point of obsessiveness.

Alvin Toffler, " Anyone **nitpicking** enough to write a letter of correction to an editor doubtless deserves the error that provoked it."

He/She habitually makes severe negative judgments, rigorous exacting evaluations and excessively burdensome judgments.

He/She expresses harsh opinions about another person's behavior.

His/Her fault finding of others' is registered with a look of strong disapproval, as well as looking mildly shocked and put off. The faultfinding is typically on moral grounds, and the criticism made following the actions or decisions of others after the fact. They savor issuing ad hoc recommendation with the accurate use of hindsight on what how to correct the deficiencies noted.

He/She gleefully points out minute, trivial, unnecessary, and unjustified critical comments, and faultfinding concerning something of which they dislike or disapprove. They are inordinately concerned with picayune details, to look for inconsequential errors, often to the point of obsessiveness.

He/She has a sour negative outlook. He/She is impatient and rude with people who don't catch on quickly enough. He/She thinks his/ ideas are important. His/Her sharp retorts offend people who only need to get an answer to a question they needed answered.

They see things solely in terms of black or white, good or bad. They respond to anything that smacks of criticism of them or their beliefs with negative retorts. These decisions go contrary to the interests of those who were disrespectful of them.

He/She has a bawdy ribald sense of humor as well as a tongue in cheek, "...take what I am saying with a grain of salt," view on life. This has the potential to unexpectedly morph into hurtful sarcasm at unguarded moments.

This person, one of the literati, sees things in terms of black and white, good or bad, right or wrong. He/She has little to no tolerance for anything in-between.

He/She holds himself/herself up as a moral and ethical standard for authority, competence, or excellence against which he/she judges others. He/She is oblivious



of the emotional impact his/her opinions, attitudes, and prejudices have for others. His/Her judgmental decisions are not well received and resented by those impacted by them.

This individual has little tolerance for people uttering empty wordy or repetitious language. He/She allows a mistake once and only once. The same mistake made twice gets an unpleasant reprimand.

His/ Her judgments are sharp, precise, uncompromising, unshakable, and shrewd.

He/She snaps at those he/she cannot handle or control. Watch out for the smack of a sharp malicious tongue. He/She has developed a blunt form of self assertion that demands he/she personally manage peoples' handling of concrete, practical matters.

He/She keeps his/her chronic, critical, harsh, negative, disparaging, belittling, and disrespectful attitudes towards others under wraps. He/She looks down his/her nose at them. He/She repertoire of sarcasm is an art form in itself, which he/she expresses forcefully and without reserve. He/She puts down people at will. They have learned the skills of mockery, mime, derision, and cynicism well.

He/She is intensely sensitive to criticism and attack. His/Her response is to attack with no retreat.

They are testy, grouchy, and grumpy individuals who let loose sharp, cutting remarks to others; especially to those who are close to them and in easy range.

If there are any flaws to be found in others, he/she will find them.

His/Her hypocrisy conceals from them self the deception they practice in thinking he/she intends his/her sharp, nasty, snap judgments to teach and instruct others rather than cut them to pieces just for the fun of it.

The wounds inflicted with his/her slashing criticisms cut so deeply that sincere apologies on his/her part will be lost in the ruins of a wounded individual's memory.

DAYDREAM: A daydream is a dreamlike musing, fantasy, and idle reverie while awake, especially of the fulfillment of wishes, dreams, and hopes.

Lucy Maud Montgomery (Anne's House of Dreams), "He was as handsome and inscrutable as those **daydreams** we once planned to marry ourselves, Diana; he was the best dressed man I ever met, and he raved over Priscilla's 'ethereal', golden beauty."

W.H. Auden, "A **daydream** is a meal at which images are eaten. Some of us are gourmets, some gourmands, and a good many take their images precooked out of a can and swallow them down whole, absent-mindedly and with little relish."

Logan Pearsall Smith (Afterthoughts), "How many of our **daydreams** would darken into nightmares, were there a danger of their coming true!"

Synonyms:

Fantasize: Forming a mental image of something that is not present in the real world so that it becomes possible for a person to live in a world of dreams, build castles in the air, and give free rein to the imagination.

David Wygant, (Perfection, Do You Desire It?) "So if you think about it; men have been (**fantasizing**) about these women for most of their lives."

Manpreet Singh, (Command a Life of Abundance Don't Escape Life), "The painful realization is that **fantasizing** is just a passive mechanism to escape into a world that we really don't believe can happen; hence, **fantasizing** becomes a means used to pass time."

Donna Summer, "Well, I'll say I have an incredible ability to **fantasize** - I really do. I don't have to have things tangible to be able to see them, and therefore I enjoy so many things, because they're in my mind."

Ray Bradbury, " "The ability to "fantasize" is the ability to survive. It's wonderful to speak about this subject because there have been so many wrong-headed people dealing with it. The so-called realists are trying to drive us insane, and I refuse to be driven insane.... We survive by **fantasizing**. Take that away from us and the whole damned human race goes down the drain."

Castles in the air: Making plans or hopes that have very little chance of happening in the real world.

Carlo Collodi (The Adventures of Pinocchio), "As he walked along, his brain was busy planning hundreds of wonderful things, building hundreds of **castles in the air**."

*Phillips E. Oppenheim* (A Millionaire of Yesterday) "It was as though all his castles in the air had come toppling about his ears, the blue sky had turned to stony grey, and the sweet waltz music had become a dirge."

*Louisa May Alcott*, (*Little Women*), "Wouldn't it be fun if all the castles in the air which we make could come true, and we could live in them?"

They look ahead fantasizing big dreams for themselves and visualizing what they will be doing in the future. They spend so much energy on daydreaming, there is little time left to bring them to fruition in the real world.

He/She loves cooking up really big plans. He/She would rather talk about making improbable possibilities real instead of taking the concrete steps necessary to make them happen. He/She finds the potential of it all so much more exciting than going to the trouble and investing the effort to realize the plans.

He/She invents whimsical, capricious, and mischievous scenarios that have nothing to do with reality.

He/She has outstanding powers to create images and sensations that are not present to an observer.

Imagination makes sense of the world. It gives meaning to experience and understanding to knowledge.

**DEFENSES:** This refers to resistance to anxiety producing emotions. These defense mechanisms safeguard against feelings and thoughts that are too difficult for the conscious mind to cope with. Defense mechanisms keep unwanted thoughts and impulses from entering the conscious mind.

Mignon McLaughlin, "A sense of humor is a major **defense** against minor troubles."

Abraham Maslow, "But behavior in the human being is sometimes a **defense**, a way of concealing motives and thoughts, as language can be a way of hiding your thoughts and preventing communication."

Mark Overby "Love is much like a wild rose, beautiful and calm, but willing to draw blood in its **defense**."

Synonyms:

**Justification:** Justification refers to a statement that makes something comprehensible to another person. It unfolds by describing the relevant reasoning behind a structure, operation, or circumstances of a defensive. This also includes the act of defending or explaining or making excuses.

Rudyard Kipling, "I never made a mistake in my life; at least, never one that I couldn't explain away afterwards."

Henry Louis Mencken, "There is only one **justification** for having sinned, and that is to be glad of it."

Julie Kenner, "I love it when my **justifications** for avoiding housework are actually legitimate."

**Rationalization:** To devise self-satisfying but incorrect reasons (lies) for (one's behavior) as well as to indulge, often unchallenged, in deceptive excuses for or explanations of (behavior about which one feels uncomfortable or guilty).

The Big Chill (1983) The Internet Movie Database "Michael: I don't know anyone who could get through the day without two or three juicy **rationalizations**. They're more important than sex.

Sam Weber: "Ah, come on. Nothing's more important than sex.  
Michael: Oh yeah? Ever gone a week without a **rationalization**?"

Ayn Rand, (Philosophy: Who Needs It?), "**Rationalization** is a process of not perceiving reality, but of attempting to make reality fit one's emotions."

Excuses: Excuses are defenses for offensive behavior such as failure to keep a promise. Making a deceptive excuse following discovery and confronted and pleading to overlook or make allowances for stupid or selfish behavior.

Chris Rock, "I don't get high, but sometimes I wish I did. That way, when I messed up in life I would have an excuse. But right now there's no rehab for stupidity.

Carnie Wilson, "There are days where I've lost weight and I feel bigger or fatter or uglier and I want to just hibernate. I'll find every excuse not to exercise. I hate it."

Thomas Szasz, "Two wrongs don't make a right, but they make a good excuse."

He/She makes a lot of excuses for stuff he/she has done wrong for whatever reason.

He/She is in the habit of devising self-satisfying but incorrect reasons (lies) for his/her behavior as well as to indulge, often unchallenged, in deceptive excuses for or explanations of his/her behavior about which he/she feels uncomfortable or guilty.

He/She makes evasive excuses following the discovery of his/her stupid and selfish behavior. He/She then pleads for his/her inequities to overlook or at least make allowances to avoid punishments.

He/She typically covers up their feelings and expresses them through direct actions but not words.

He/She has well developed verbal skills. They use them to entertain than to tell how they feel. These verbal skills deflect recognition of the errors made but never the truth behind the errors.

His/Her need for continuous physical activity distracts them from dealing with the eruption of uncomfortable emotions.

His/Her annoyance with tiny random irritations verges on the irrational.

When they are threatened they use whatever reasons to defend themselves they can muster. They give all sorts of reasons for their actions which include all sorts of

reasonable sounding explanations for their behavior. Many of his/her excuses make no sense at all.

He/She does not tolerate someone pointing out the things he/she has done wrong. They get protective when they even suspect someone is being critical of them.

He/She cannot face problems he/she creates squarely. They fight and strongly defend against any threat to their social or economic status.

Rigid thinking, hard-bitten opinions, and inflexible attitudes prevent him/her from welcoming new opportunities. He/She does not take risks even in situations that obviously offer advantages to him/her.

DEPENDABLE: They are reliable, trustworthy, and consistent in performance or behavior. One can depend upon this person.

Eric Hoffer, "The capacity for getting along with our neighbor **depends** to a large extent on the capacity for getting along with ourselves. The self-respecting individual will try to be as tolerant of his neighbor's shortcomings as he is of his own."

Carl Gustav Jung, "It all **depends** on how we look at things, and not on how they are themselves."

Bill Clinton, "That **depends** on what your definition of "is" is."

Synonyms:

Reliable: These adjectives mean worthy of certainty based upon past behavior and experience as well as following through on what we say we will do.

Hannah Arendt, "Promises are the uniquely human way of ordering the future, making it predictable and **reliable** to the extent that this is humanly possible."

Anna Quindlen, "If men got pregnant, there would be safe, **reliable** methods of birth control. They'd be inexpensive, too."

Evan Esar, "Definition of Statistics: The science of producing unreliable facts from **reliable** figures."

Steady: Not moved or disturbed easily, stable, imperturbable, and marked by firm determination or resolution.

Loretta Lynn, "Daddy was real gentle with kids. That's why I expected so much out of marriage, figuring that all men should be **steady** and pleasant."

Thomas R. Dewar, "No wife can endure a gambling husband; unless he is a **steady** winner."

Bob Hope, "My father told me all about the birds and the bees, the liar - I went **steady** with a woodpecker till I was twenty-one."

Responsible: Obligated to answer for one's actions to an authority that may impose a penalty for failure. Responsible implies the satisfactory performance of duties and the trustworthy care for possessions.

Albert Einstein, "Gravitation is not **responsible** for people falling in love."

Viktor Emil Frankl, "Each man is questioned by life; and he can only answer to life by answering for his own life; to life he can only respond by being **responsible**."

Khalil Gibran, "Friendship is always a sweet **responsibility**, never an opportunity."

Consistent: Consistent means to be reliable, steady, and behave in an orderly, logical, and aesthetically consistent manner.

Oscar Wilde, "**Consistency** is the hallmark of the unimaginative."

Ralph Waldo Emerson (Self-Reliance), "A foolish **consistency** is the hobgoblin of little minds."

People can depend upon him/her.

He/She will follow through on what we say we will do.

He/She performs his/her duties satisfactorily.

He/She is reliable, steady, and behaves in an orderly, logical, and aesthetically consistent manner.

He/She is reliable and consistent. They can be counted on to perform their duties well and on time when reports are and routine work is required.

He/She is organized, dependable, and takes on whatever responsibilities come their way and handle them well.

The tasks and duties that he/she gets are well done. They take the time required to complete the job. He/She follows through on all the needed details.

He/She is dependable and honorable. They approach life head on. They make no pretenses about who they are. It is important for him/her that others see them the same way.

They say what they mean and they mean what you say.



Others can count on them to follow through on promises. Even those they regret having made.

He/She is a dependable, hard working individual who always give their best. He/She is conscientious. Once they set a course, they will not deviate from it no matter how great the sacrifice to them.

People know they can count on them to do what they promise. He/She takes pride in being a reliable employee and a good friend.

He/She finds it difficult to understand people who are not as reliable and trustworthy as they are.

Consistency and dependability are his/her strongest assets.

He/She is always determined to finish what they start.

He/She can be counted up to react the same way every time.

They are consistent, predictable, and reliable.

DEPENDENT: Dependant is a person who relies on another person for aid and support as well as subject or submissive to the authority or control of another person.

Charles Evers, "Welfare makes you **dependent** upon someone to take care of you."

John D. McDonald, "Friendships, like marriages, are **dependent** on avoiding the unforgivable."

Synonyms:

Clinging: To hold fast or adhere to something, as by grasping, sticking, embracing, or entwining. This also means to remain emotionally attached and holding on to a relationship.

May Sarton, "Clinging is the surest way to murder love, as if it were a kitten, not to be squeezed so hard, or a flower to fade in a tight hand."

Margaret Mitchell, "She **clings** to him like a shadow."

Percy Bysshe Shelley, "**Clinging** like bitter rancor with curses on them."

Vulnerable: This refers to a person who is subject to being physically, wounded emotionally, hurt, and open to attack and criticism.

Dennis Lehane (A Drink Before the War), "That's the thing about being a victim; you start to think it'll happen to you on a regular basis. It's living with the reality of your own **vulnerability**, and it sucks."

Bill Shapiro (Other People's Love Letters: 150 Letters You Were Never Meant to SEE),

"I hate feeling so weak and **vulnerable**.

I hate that I miss him.

I hate that I am alone, and I always was.

I hate that I made him into a superhero, he was not.

I hate that he doesn't want to kiss me.

I hate that every time I cry over one boy it's like crying over all of them again."

Innocent/Innocence: Not yet corrupted or tainted with wickedness, crimes, nasty

feelings, without sin, pure of heart, and lacking in sophistication or worldliness.

Mark Train (*A Tramp Abroad*), "These works, which had stood in **innocent** nakedness for ages, are all fig-leaved now."

Frances Scott Fitzgerald, "I don't want to repeat my **innocence**. I want the pleasure of losing it again."

Naïve: Free from guile, cunning, or sham connoting a credulity that impedes effective functioning in a practical world.

Thomas Szasz, "The stupid neither forgive nor forget; the **naïve** forgive and forget; the wise forgive but do not forget.

Johnny Carson, "I was so **naïve** as a kid I used to sneak behind the barn and do nothing."

Gullible/Gullibility: Easily duped, tricked, and taken advantage of because of their being too trusting.

Lionel Shriver, "You can call it innocence, or you can call it **gullibility**, but Celia made the most common mistake of the good-hearted: she assumed that everyone else was just like her."

G. K. Chesterton, "Do not be so **gullible** that your brains fall out."

Lana Turner, "I'm so **gullible**. I'm so damn **gullible**. And I am so sick of me being **gullible**."

He/She needs constant approval by others. They are vulnerable to manipulation from ruthless pitiless people.

There is openness about him/her that says they easily accept what people tell them as being something that they can count upon.

Despite his/her desire to be their own master, they need plenty of emotional support from others to bring it off.

He/She likes to know there is someone nearby to call on when they have important

questions that they need answered or when things are not going right.

He/She has deep-rooted self-doubts. They are dependent on others. He/She clings to stronger self-reliant people for guidance and support.

Good reliable stable relationships are of the utmost importance to Him/Her. Without someone to devote them self to and lean on they are completely lost.

He/She goes to great lengths to change their behavior to satisfy the people they care for.

He/She becomes miserable when a 'significant other' takes back their approval. The most stressful times for him/her is when there is trouble in an important relationship.

He/She is a loyal helper, the one they are looking for, and the one who will not try to take over their life.

There is a danger that they may find them self attracted to emotionally needy types who need rescuing. He/She must make sure they get the right person upon whom to rely to give them what they need.

Their naïve reliance on the good opinions of others leaves him/her vulnerable.

He/She wants others to like him/her. He/She will say what he/she thinks others want to hear. He/She is at times uncomfortable with what he/she is telling them, he/she is willing to make many sacrifices to gain their good opinion of them.

When he/she is on the receiving end of angry words, they are the first one to accept blame, whether it is fair or not. They vacillate to put their true opinion on the line until they have heard what others have to say. They will not game the system.

Expressing negative feelings is extremely difficult for him/her. They are afraid of losing the regard of those they care for and would rather swallow their emotions than risk confrontation and possible rejection.

When it comes to making decisions, he/she waffles, waiting to see what everyone else is going to do.

It is important for him/her to explore his/her own needs, as well as those of his/her family and friends.

His/Her dependency pushes him/her into new relationships before he/she has had a chance to actually get to know whether it is what they want and whether it is good for them.

He/She needs the approval and help from co-workers. Without it he/she feels just plain dumb.

He/She lacks self-reliance which becomes acutely painful when he/she is compelled move from the tried and known to the new and different.

He/She clings fiercely to all his/her rewards, diplomas, and titles, like old politicians to their newspaper clippings.

He/She clings to outdated concepts much as degenerates who are color blind, except that they see something which is not there, instead of failing to see something which is there.

**DETAILS, ATTITUDE TOWARDS:** This is a focus, often excessive, upon the details considered individually and in relation to a whole as well as the small-elaborated procedural elements of a work of art, craft, or design.

Mark Twain (A Connecticut Yankee), "He got in all the **details**, and that is a good thing in a local item. You see, he had kept books for the undertaker and department of his church when he was younger. And there, you know, the money's in the **details**; the more **details**, the more swag: bearers, mutes, candles, prayers -- everything counts; and if the bereaved don't buy prayers enough you mark up your candles with a forked pencil, and your bill shows up all right."

Steve Jobs, "**Details** matter; it's worth waiting to get it right."

Lauren Weisberger (The Devil Wears Prada 2003), "Miranda Priestly: **Details** of your incompetence do not interest me."

#### Synonyms:

**Careful:** This is the application of meticulous care and perseverance in carrying out tasks.

Mark Twain, "Be **careful** about reading health books. You may die of a misprint."

Oscar Wilde, "A man can't be too **careful** in the choice of his enemies."

Gertrude Stein, "Everybody knows if you are too **careful** you are so occupied in being **careful** that you are sure to stumble over something."

**Careless:** This refers to carrying on activities that are marked by a lack of attention, consideration, forethought, and thoroughness.

Wilson Mizner, "I hate **careless** flattery, the kind that exhausts you in your efforts to believe it."

Victor Hugo, "Short as life is, we make it still shorter by the **careless** waste of time."

F. Scott Fitzgerald, (Nick, on the Buchanans) "They were **careless** people, Tom and Daisy, they smashed up things and creatures and then retreated back into their money or their vast **carelessness** or whatever it was that kept them together, and let other people clean up the mess they had made."

**Meticulous:** This is to show marked attentiveness to all aspects of the details and being painstakingly precise about details, even trivial ones.

Gary Ryan Blair, "Discipline is based on pride, on **meticulous** attention to details, and on mutual respect and confidence. Discipline must be a habit so ingrained that it is stronger than the excitement of the goal or the fear of failure."

Jody Brown, "She practically ran all the finances for my volleyball camps. She's so **meticulous**. She can't come into my office without straightening things up."

Drogy Scott, "You could tell immediately there was a great history to this guy, as revealed in the pilot. He has a sense of confidence about how things will turn out. He has great charm and great wit and is incredibly intelligent and **meticulous**. Nothing escapes him."

Haphazard: This is proceeding with a lack of any definite plan, order, or purpose. Chance governs all activities.

*Alan Brien*, "The country is laid out in a **haphazard**, sloppy fashion, offensive to the tidy, organized mind."

John Arlott, "Fred Trueman the man has often been tactless, **haphazard**, crude, a creature of impulse."

Margot Fonteyn, "Life forms illogical patterns. It is **haphazard** and full of beauties which I try to catch as they fly by, for who knows whether any of them will ever return?"

Precise: This refers to activities that are sharply exact, accurate, and delimited of ideas, images, representations, expressions, and characterized by perfect conformity in being strictly correct to fact or truth.

Lord Mountbatten, "I liked Truman very much. He was **precise** and businesslike. After a while, it was his turn.

John von Neumann, "There's no sense in being **precise** when you don't even know what you're talking about. "

E. B. White, "Commas in The New Yorker fall with the **precision** of knives in a circus act, outlining the victim."

William Shakespeare, "He was ever **precise** in promise-keeping."

Scrupulous: This is the careful attention to detail, doing nothing wrong or dishonest in addition to the use of extreme care and great effort.

George Orwell (*Politics and the English Language* 1946) "A **scrupulous** writer, in every sentence that he writes, will ask himself at least four questions, thus: 1. 'What

am I trying to say? 2. What words will express it? 3. What image or idiom will make it clearer? 4. Is this image fresh enough to have an effect?' "

Winston Churchill, "All his usual formalities of perfidy (treachery) were observed with **scrupulous** technique."

Charles Dickens, "Great men are seldom over-**scrupulous** in the arrangement of their attire."

His/Her focus is upon the smallest of details.

He/She focuses on the details. His/Her mantra is "Details matter; it's worth waiting to get it right."

He/She forges ahead paying meticulous care and disciplined perseverance in carrying out tasks.

He/She carries on activities with a marked lack of attention, consideration, forethought, and thoroughness.

He/She is exceptionally careless.

His/Her activities are sharply defined, accurate, exact, and precise. Much of what he/she does is devoid of novel ideas, images, representations, and abstract artistic expressions.

He/She proceeds in perfect and strict conformity to fact and concrete definitions of a mundane truth.

He/She scrupulously attends to detail with extreme care and great effort, doing nothing wrong or dishonest.

His/Her strong attention to detail indicates he/she will follow through on what they start and complete everything on time.

No detail is too small for him/her. They pay attention to everything. They go back and recheck their work in order to make sure they haven't missed anything.



His/Her meticulous approach to his/her work requires strong attention to detail. He/She is able to concentrate for long periods while focusing closely on each detail needing attention.

His/Her direct approach increases his/her efficiency. Small details can present irritating problems for them at times.

He/She works quickly, but does not ignore the details.

His/Her inability to complete tasks requiring attention to details successfully reflects a lack of mastery of daily life's essential myriad of requirements and obligations.

He/She is too impatient to do the small details necessary to create due to the derailing of his/her brilliance by its erratic energy.

He/She is easily bored with nit-picking details.

The sloppy handling of details detracts from his/her ability to handle technical work successfully.

He/She overlooks annoying inconvenient details.

He/She has a passion for details that is quite surprising.

He/She is a systematic precise thinker who follows procedures to the letter.

He/She is dedicated to details to the point he/she proceeds on while not recognizing that task he/she is working on is finished.

He/She impulsively brushes aside details that are required to add the subtle differences and nuisances that give meaning and impact to a work.

He/She leaps to conclusions before considering all the facts.

After recognizing the meaning and overwhelming importance of the larger picture, he/she loses interest in the details.

He/She puts his/her full attention to each project in which they are involved. They do not go off the beaten track.

He/She has a solid sense of organization, an ability to handle details efficiently, and an excellent memory.

He/She wants to get to the point and stick to the essentials. They are good at devising shortcuts, laborsaving methods, and adding new devices. Details do not divert them from seeing the whole picture.

They can delegate to others those detail they do not want to manage them self.

He/She is more concerned with the overall view of things, rather than those trivial details which compose the whole.

He/She worries too much about those useless and unnecessary details that are not relevant to the task.

He/She looses focus on the overall demands of a task and wastes time sticking to the details.

He/She likes to generalize, hates being bothered with detail, and becomes bored with the demands of focusing on detailed meticulous analyses.

His/Her compulsive, rigid over-control inflexible adherence to small details obstructs the development of clear perspectives and understanding of the requirements of how to complete a task.

**DETERMINATION:** Determination is the decision to do something with persistence and firmness of purpose.

Morton Hunt, "Americans, who make more of marrying for love than any other people, also break up more of their marriages, but the figure reflects not so much the failure of love as the **determination** of people not to live without it."

Joshua Wright, "Being stubborn is not a bad thing, it shows **determination**."

#### Synonyms:

**Perseverance:** The capacity for persistence in overcoming obstacles using continued steady belief of success and productive efforts that withstand opposition and difficulty.

George Eliot, "Failure after long **perseverance** is much grander than never to have a striving good enough to be called a failure."

Walter Elliot, "**Perseverance** is not a long race; it is many short races one after the other."

Julie Andrews, "**Perseverance** is failing 19 times and succeeding the 20th."

**Persistence:** The quality of being determined to do or achieve something with a firmness of purpose.

Albert Ellis, "The art of love is largely the art of **persistence**."

**Tenacity:** Tenacity refers to the resolute doggedness of sticking to a task to achieve a goal.

Thomas Huxley, "Patience and **tenacity** are worth more than twice their weight of cleverness."

Eric Sevareid, "**Tenacity** is a pretty fair substitute for bravery, and the best form of **tenacity** I know is expressed in a Danish fur trappers principle: "The next mile is the only one a person really has to make."

Paul Sweeney, "A wedding anniversary is the celebration of love, trust, partnership, tolerance, and **tenacity**. The order varies for any given year."

He/She overcomes obstacles using continued productive efforts that overcome opposition, and difficulty.

His/Her resolute doggedness of sticking to a task to achieve a goal is remarkable.

His/Her strength of purpose urges him/her to stay on a project until it is finished.

He/She keeps his/her nose to the grindstone. He/She will not tolerate interference with what he/she is doing. Difficulties and distractions do not get in his/her way of getting what he/she sets out to do.

He/She holds unswervingly to his/her purposes and goals. He/She does not let up until he/she has completed what he/she sets out to do.

His/Her unswerving determination adds the desire, drive, and resolves to finish what he/she starts.

Unshakable determination to carry out their objectives keeps him/her pressing onward. They refuse to admit defeat, ever.

He/She is determined to stick with projects that he/she undertakes. He/She overcomes any difficulties encountered in bringing their projects to fruition.

He/She is powerfully motivated to succeed. He/She has a deep sense of purpose, determination, and self-confidence.

He/She is a competent and disciplined individual. He/She has experienced significant personal problems, but these problems do not interfere with business or social functions.

He/She is unstoppable once he/she figures out what he/she wants to do.

Standing firm once he/she has made up their mind, there is no likelihood they will changing it. They stay with what they know. They are interested in hearing new ideas, however. They are will not change the life they live based upon the principles they have learned unless persuaded otherwise.

His/Her endurance allows him/her to pursue going after their goals for extended periods.

**DIGNITY:** Dignity is the quality of being worthy of others' esteem and respect. A person's stateliness, personal bearing, and seriousness of the manner with which one treats others are tantamount.

George Santayana (*Winds of Doctrine*), "Our **dignity** is not in what we do, but in what we understand."

James Thurber (Lanterns and Lances), "By **dignity**, I mean the high place attained only when the heart and mind are lifted, equally at once, by the creative union of perception and grace."

Ambrose Bierce (Fantastic-Fables) "It is very true," said the Poodle, with austere **dignity**, "that I am small; but, sir, I beg to observe that I am all dog."

Synonyms:

**Composure:** A calm serene tranquil state of mind combined with behaving in a calm, cool, and collected manner that is "cool as a cucumber."

Wilke Collins (My Lady's Money), "He completely misinterpreted her silence-- completely mistook the motive that made her turn aside for a moment, to gather **composure** enough to speak to him."

Francois Fenelon, "Genuine good taste consists in saying much in few words, in choosing among our thoughts, in having order and arrangement in what we say, and in speaking with **composure**."

**Poise:** Poise is the bearing, demeanor, and deportment of the head or body done with freedom from affectation or embarrassment.

Mark Twain (A Horse's Tale), "Do I seem to have lost my solemnity, my gravity, my **poise**, my dignity?"

Lilly Evangeline, "I really don't want to be mysterious. Women in this business are expected to put forth a **poised** and perfect persona. I want people to see that I'm an ordinary-Joe girl.

Audrey Hepburn, "For beautiful eyes, look for the good in others; for beautiful lips, speak only words of kindness, and for **poise**, walk with the knowledge that you are never alone."

**Aplomb:** Aplomb is great coolness, composure, self-confidence, and equinity under stress.

Gustave Flaubert (Madame Bovary), "As for the piano, the faster her fingers flew over it, the more he marveled. She struck the keys with **aplomb** and ran from one end of the keyboard to the other without a stop."

Loreen Lee (May 19, 2010), "Bang! The firecracker went off like **aplomb**!

**Formality:** Formality is a rigorous, strict, excessive observance of form, ceremony, or ceremonious adherence to established forms and the rigidly observed rules regulating customs and requirements of etiquette.

Mark Twain (Pudd'n'head Wilson), "All constraint and **formality** quickly disappeared, and the friendliest feeling succeeded."

Charles Hanson Towne, "I like ... a road that is an ordered road, like a nun's evening prayers."

Erma Bombeck, "When your mother asks, 'Do you want a piece of advice?' it is a mere **formality**. It doesn't matter if you answer yes or no. You're going to get it anyway."

**Equanimity:** Equanimity is the quality of being calm and even-tempered, composed, and cool under stress.

Joseph Conrad (Chance 1913), "And his uneasiness grew by the recollection of the forty tons of dynamite in the body of the Ferndale (a ship); not the sort of cargo one thinks of with **equanimity** in connection with a threatened collision."

Carl Gustav Jung, "Even a happy life cannot be without a measure of darkness, and the word happy would lose its meaning if it were not balanced by sadness. It is far better take things as they come along with patience and **equanimity**."

Albert Einstein, "Few people are capable of expressing with **equanimity** opinions which differ from the prejudices of their social environment. Most people are even incapable of forming such opinions."

Niccolo Machiavelli, "A son can bear with **equanimity** the loss of his father, but the loss of his inheritance may drive him to despair."

Johannes (Joe) Martin Klotsche, "Forbearance: Tolerance, restraint, and patience in the face of provocation."

**Intelligence** is derived from two words - inter and legere - inter meaning "between" and legere meaning, "to choose." An intelligent person, therefore, is one who has learned "to choose between." He knows that good is better than evil, that

confidence should supersede fear, that love is superior to hate, that gentleness is better than cruelty, **forbearance** than intolerance, compassion than arrogance and that truth has more virtue than ignorance.

He/She says much with few words.

He/She had great **aplomb** and untroubled by shyness or hesitation.

His/ Her **aplomb** was an ice coating over his/her terror and confusion.

He/She is admired for the way he/she handles himself/herself when the heat is on.

A natural dignity is the hallmark for all of his/her everyday living.

He/She expects other people to be as dignified as them self and hold to these standards.

He/She conducts himself/herself with poise, sophistication, and refinement in social settings.

He/She operates with a sense of dignity and poise in all circumstances.

He/She holds up well in all circumstances.

He/She is sensitive about saying anything that would antagonize others. He/She shies away from expressing his/her personal feelings directly out of consideration for other peoples' feelings and possible reactions.

His/Her dignity impresses any organization with which he/she is associated and reflects on the organization's good standing and the sound judgment of its leaders.

Arbitrary demands and restrictions have driven him/her into a state of loneliness and isolation.



He/She is sensitive to criticism and fears it.

He/She brings himself/herself up short before expressing his/her imagination, hopes, and aspirations openly.

He/She has first-rate common sense, smooth social skills, and normal healthy emotional reactions.

He/She resists intrusions into his/her privacy. Disclosure at any time of the details or personal difficulties of his/her personal life is not open to discussion at any time or occasion.

He/She is stable and consistent. His/Her moods do not get the better of him/her.

His/Her dignified bearing under stress is admirable.

His/Her calm dignity holds others at arm's length. He/She does not welcome intrusions into his/her personal space.

Cloaking himself/herself in an air of formality repels any casual approach to them. To laugh out loud or be playful in his/her presence might have unwelcome consequences.

He/She maintains a calm, cool, and collected personae for the benefit of others.

They are self-starters, energetic, enthusiastic, and poised.

They convey their high standards in a sincere dignified manner.

A sense of decorum helps him/her control their emotions and provides a façade that hides their true feelings from those about them. They reserve the right to reveal them only when they sense that it would be appropriate and safe to do so.

He/She communicates their ideas fluently. Their ability to think and act quickly and smoothly combined with a sense of poise and pride is assets they have in abundance.

**DISORGANIZED:** Disorganized is lacking a systematic arrangement or methodic organization, which is unpredictable, confusing, and messy.

Paula Deen, "I know I can cook, but the place where I cook, it's a mess! I'm very **disorganized**."

David Allen, "You are **disorganized** if you need something somewhere that you don't have or have something somewhere that you don't need."

Alan Alexander Milne, "One of the advantages of being **disorganized** is that one is always having surprising discoveries."

Synonyms:

**Thoughtless:** Thoughtless is showing a lack of careful thought, sensitivity to others' feelings, impolite and disrespectful address, failure to take into account polite manners and tactless clueless blundering about in social matters.

Winston Churchill, "To build may have to be the slow and laborious task of years. To destroy can be the **thoughtless** act of a single day."

Cyril Connolly, "In the sex war, **thoughtlessness** is the weapon of the male, vindictiveness of the female."

**Indifferent/Indifference:** Having no particular interest or concern; apathetic, no marked feeling for or against and not being actively involved in anything, particularly where peoples' interests, welfare, and future is in play.

Elie Wiesel, "The opposite of love is not hate, its **indifference**."

Robert Louis Stevenson, "I regard you with an **indifference** closely bordering on aversion."

Vincent Gallo, "My parents took an interest in nothing; at home no books, no records. My mother and my father are the emblem of **indifference**, dryness, and bad taste. My father is also terribly stingy, in life as well as in feelings. I have never seen him filling up the bathtub."

**Casual:** Marked by blithe indifference, shallow presence, superficial flippancy, lacking emotional interest, and caring for or concern for another.

Rupert Grint, "I've never been seriously involved with anyone. I've certainly never been in love. I've always preferred to keep things **casual**."

William H. Macy, "We thought sex was free. Sex is not free. There's a price to be paid emotionally, physically, even legally. Sex isn't a **casual** thing. It's a huge thing."

Messy: Disorderly, careless, confused, untidy, and sloppy approaches to activities, jobs, work in general, as well as dealing with people socially, personally, and living.

Willa Cather (Alexander's Bridge), "All the same, life runs smoothly enough with some people, and with me it's always a **messy** sort of patchwork."

Hugh Mackay, "Nothing is perfect. Life is **messy**. Relationships are complex. Outcomes are uncertain. People are irrational."

Oliver Stone, "I've been to war, and it's not easy to kill. It's bloody and **messy** and totally horrifying, and the consequences are serious.

Nonchalant/Nonchalance: This refers to seeming to be coolly blithely unconcerned, indifferent, uninvolved, and showing no excitement, fear or other emotion.

Ogden Nash, "I would live all my life in **nonchalance** and insouciance. Were it not for making a living, which is rather a **nouciance**." (This is an example of Nash's famous word play with spelling and pronunciation, and creating words that suit the moment: **nouciance** equals **nuisance**; in other words, in the couplet example, work gets in the way of an otherwise carefree lifestyle, or maybe, work and occupation and responsibility keep one from being carefree and heedless. Or it could be seen as meaning **insouciance**; carelessness, thoughtlessness, and heedlessness.)

Slipshod: Slipshod actions are marked by a lack of attention, consideration, forethought, or thoroughness.

Mark Twain (A tramp Abroad), "Of course that decided me at once to see them, for I never allow myself to do things by halves, or in a slurring, **slipshod** way."

Milan Kundera (The Joke), "I looked at her; I saw a **slipshod**, permanent crumpling her hair into a shapeless mass of curls; I saw a brown overcoat, pitifully threadbare and a bit too shot; I saw a face both unobtrusively attractive and attractively unobtrusive; I sensed in this young woman tranquility, simplicity and modesty, and I felt that these were qualities I needed; moreover, it seemed to me that we were very much akin: all I had to do was to go up and start talking to her and she would smile as if a long-lost brother had suddenly appeared before her."

Charles Dickens (The Posthumous Papers of the Pickwick Club), "The waiting--the hope-- the disappointment--the fear--the misery--the poverty--the blight on his hopes, and end to his career--the suicide perhaps, or the shabby, **slipshod** drunkard."

Careless: Careless means taking insufficient care, being reckless, taking impulsive actions without due consideration or foresight into the possible consequences of an action.

George Berkeley, "It is natural for careless writers to run into faults they never think of."

Robert Burns, "But thoughtless (careless) follies laid him low / and stain'd his name."

Mark Twain, "Be careless in your dress if you will, but keep a tidy soul."

In his/her desire to create action, he/she skims the surface leaving out important details and does not take sufficient time to plan.

He/She has to go back and fix things that he/she should have done better the first time around.

The saying "If you don't have time to do it right, when will you have the time to do it over?" could apply to him/her. He/She is in such a big hurry to get going that he/she does not plan ahead or take into consideration the consequences of his/her actions.

He/She makes a mess of things. He/She is indifferent to how things look. He/She is messy in his/her personal habits and work performance.

He/She jumps into things enthusiastically but not for things that bore him/her.

He/She fails to make plans about how to do things the right way.

The projects he/she undertakes end up in a mess and are not completed on time or finished at all.

He/She takes an easygoing, casual approach to everything he/she does.

He/She takes things pretty much as they come.

He/She is interested only in the 'big picture.

He/She ignores the fine details.

He/She has no patience with those who put on a big show in order to make a big impression.

He/She is going to be the 'big shot' no matter what.

As long as things seem okay to the boss he/she does not spend time or energy handling fine details.

His/Her workspace is cluttered with books, papers, and who-knows-what's. And that's the way he/she likes it.

He/She manages to give clients that personal touch that means so much to them.

The effort and time it takes to anticipate peoples' reactions can disorganize him/her.

They have cluttered houses, cars, dresser drawers, and garages. The going ones inside their skulls are pretty messy too.

Delegating authority is hard on him/her.

It is important that he/she develop the skill of delegating authority. Without the assistance and organization other people who work with them provide, he/she is easily disorganized.

He/She wants to finish projects on time, although he/she typically runs behind schedule. He/She does not effectively plan or coordinate the priorities of time, space, and availability and presence of the materials necessary to make things come out right.

One of his/her biggest challenges is balancing his/her time between all the 'wants and to-does' and the actual number of hours in the day.

He/She is prone to schedule a birthday party for the secretary on the same day as several big meetings, and then find himself/herself scrambling to keep up with all his/her promises.

He/she needs a right-hand assistant to help him/her manage his/her time and calendar. Without that help, he/she ends up working 60-hour per week and wondering why he/she is always tired.

**DRAMATIC:** Dramatic refers to exaggerated emotional gestures and motions that are deliberate affectations or staginess as in 'a histrionic show of grief'. Expressive of the action and emotion associated with drama in the theatre where actors as sensational in appearance, thrilling in presence, make arresting and forceful appearances.

Walter Horatio Pater (Drama Critique for The Guardian) "Well, after all that is true of a large portion of Mr. Browning's work. A curious, an erudite artist, certainly, he is to some extent an experimenter in rhyme or metre, often hazardous. But in spite of the **dramatic** rudeness which is sometimes of the idiosyncrasy, the true and native colour of his multitudinous **dramatis personae**, or monologists, Mr. Symonds is right in laying emphasis on the grace, the finished skill, the music, native and ever ready to the poet himself, tender, namely, humorous, and awe-stricken when speaking in his own proper person."

Kathryn Bigelow, "I really look for peak experiences and **dramatic** material that can allow peak experiences."

Jane Fonda, "I really look for peak experiences and **dramatic** material that can allow peak experiences."

Synonyms:

**Histrionic:** Histrionic refers to deliberately affected, exaggerated theatrical or melodramatic dramatic behavior designed to attract attention.

Matthew Vaughn, "Being a producer, I deal with a lot of different directors, and some of them would drive me insane with all the different **histrionics**, and the mystique that they carry."

**Theatrical:** Marked by exaggerated self-display and affectedly dramatic unnatural behavior.

**Showmanship:** The capacity to present information in an attractive attention getting manner.

Jeff Foster (The Sleight of Hand Is Quicker than the Eye), "Magic is all about visual impact and **showmanship** projected to the audience."

Lukas Foss, "Personality is essential. It is in every work of art. When someone walks on stage for a performance and has charisma, everyone is convinced that he has personality. I find that charisma is merely a form of **showmanship**. Movie stars usually have it. A politician has to have it."



**Emotional:** An emotional reaction is a conscious mental reaction (as anger or fear) subjectively experienced as a strong feeling usually directed toward a specific object and typically accompanied by physiological and behavioral changes in the body.

Jack London (The Sea Wolf), "**Emotional** delight is more filling and lasting than intellectual delight; and, besides, you pay for your moments of intellectual delight by having the blues."

Peter De Vries, "Gluttony is an **emotional** escape, a sign something is eating us."

Washington Irving, "I've had it with you and your **emotional** constipation!"

**Fervent:** Fervent refers to showing great ardent emotion, zeal, and enthusiasm.

Melinda Mercouri, "You know, it is said that we Greeks are a **fervent** and warm blooded breed. Well, let me tell you something - it is true."

James Green Somerville, "I began to pray those same **fervent** prayers, lying in bed at night, hoping to see a scroll unrolled from the ceiling with a message from God just for me."

**Passionate:** Powerful emotions dominate passionate behaviors as well as creating great excitement and interest.

Rose Franken, "Anyone can be **passionate**, but it takes real lovers to be silly."

Eric Hoffer, "**Passionate** hatred can give meaning and purpose to an empty life."

Drew Barrymore, "Kissing - and I mean like, yummy, smacking kissing - is the most delicious, most beautiful and **passionate** thing that two people can do, bar none. Better than sex, hands down."

Eric Hoffer, "There is in most passions a shrinking away from ourselves. The **passionate** pursuer has all the earmarks of a fugitive."

He/She comes on as deliberately affected, theatrical, and melodramatic designed to attract attention.

Much of his/her behavior is exaggerated self-display and affectedly dramatic unnatural behavior. They do get attention.

They are vivacious outgoing persons moving through life with a strong dramatic drive.

Life is never dull with this him/her around. As long as he/she has someone to play to, he/she will create excitement and this is true even when no witnesses are available.

This person makes the most mundane event into something exciting and thrilling. He/She spices up dull stories, making their stories more powerfully colorful, while the telling gets larger-than- life.

They do not just simply walk into a room, they makes an entrance!

A free-spirited, dramatic style characterizes his/her social style. He/She experiences life in full hues, HDTV living color. He/She lives out a rich multifaceted imagination, and is exciting and entertaining to be around.

He/She speaks from their hearts. There is never any question about their true feelings.

He/She wears their feelings openly and unashamedly on their sleeves.

Their reactions are rapid, strikingly dramatic flourishes, swooping outward, larger than life. Emotions shift quickly from high to low intensity, loud to soft, and back again, forever.

He/She is most into them self at center stage with an audience enraptured by them. Warm, even flirtatious, they know how to get the attention they treasure.

His/Her upbeat and witty sense of humor makes them lively companions. Any environment populated by admiring people guarantees plenty of action.

This person invented making mountains out of molehills.

His/Her approach to life is creating high intensity and passion.

He/She behaves as if it is his/her natural due to receive an abundance of all of their desires. His/Her demands gets him/her all the things he/she craves and cherishes. These treasures are laid up in great plenty at his/her doorstep. It usually works out that way, too.

He/She wants to savor and enjoy life as in a party shared with a wide circle of good friends.

In his/her quiet way, he/she can create drama even though he/she is not usually openly or gregarious.

He/She is a natural performer. He/She thirsts after an audience, always.

He/She is not a shrinking violet content to stay behind the scenes. They need social recognition and public acknowledgement of their contributions.

Natural performers, they are showmen and players. He/She most often wins In a game demanding strategy.

Give him/her center stage and he/she will perform. They love to give a good performance and add color to any conversation.

He/She exaggerates things at unexpected moments. All of a sudden, you are surprised that someone would make such a big deal out of that - whatever that may be. They like making surprises.

His/Her zest for living and colorful personality has always made a dramatic impact on people.

His/Her dramatic flair gets him/her noticed and appreciated.

His/Her strong need for recognition propels them to play for the attention and applause of others.



**EFFICIENT:** Efficient refers to acting directly to produce an effect, functioning effectively, and with the least waste of time, effort, and expense.

Elbert Hubbard, "It's pretty hard to be **efficient** without being obnoxious."

Wilson Mizner, "The most **efficient** water power in the world - women's tears."

Felix Frankfurter, "I don't like a man to be too **efficient**. He's likely to be not human enough."

Synonyms:

**Business like:** Business like behavior is being practical, unemotional, and not distracted by anything unrelated to the goal. It includes exhibiting methodical and systematic characteristics that would be useful in business.

Lord Mountbatten, "I liked Truman very much. He was precise and **businesslike**. After a while, it was his turn."

Guy Lafleur, "The players wanted more money, higher salary caps and they didn't have that family relationship we felt with the players. Mentally, the players were more **businesslike**."

**Productive:** Productive is having succeeded in making a favorable and profitable outcome.

Thomas Sowell, "The least **productive** people are usually the ones who are most in favor of holding meetings."

Ken Thompson, "One of my most **productive** days was throwing away 1,000 lines of code."

Bernard Berenson, "Genius is the capacity for **productive** reaction against one's training."

He/She is business like, practical, unemotional, and not distracted by anything unrelated to the goal.

"Do it fast and do it right!" is his/her motto. He/She wants to get down to basics as quickly as possible, with a minimum of fuss, waste of time, money, and materials.

He/She acts directly to produce an effect, functioning effectively, and with the least waste of time, effort, and expense.

He/She is methodical and systematic.

He/She has succeeded in making favorable and profitable outcomes.

They are intolerant of those who gossip, waste time and materials, and fool around doing nothing of value.

He/She is quick to find ways of streamlining procedures.

He/She is fast moving and fast thinking. They create new ideas, plan for new products, and drive others to do their best to realize them.

He/She knows how to crack the whip.

He/She works towards efficiency and conservation of time and effort in all their activities.

His/Her top priority is to get things done with a maximum focus placed on eliminating unimportant details.

He/She strips away all non-essentials and gets down to the basics.

He/She manages resources conservatively; focus on reducing bottom line costs, and increases productivity. They are unswervingly unsympathetic towards people who waste time.

He/She finds shortcuts quickly and effortlessly devises simplified, effective ways of getting things done.

He/She is clear-minded and observant. They do not waste time or energy on non-essentials.

He/She conveys his/her thoughts, plans, and ideas clearly and understandably to colleagues.

He/She cuts through red tape and get directly to the facts.

He/She combines procedures unique to large and small activities in such an effective way that they end up saving time and money.

They run a tight ship.

He/She treats people respectfully and fairly.

His/Her systematic efficiency impresses customers.

His/Her style is standoffish and on the cold side.

EMOTIONAL: A psychological state that arises spontaneously rather than through conscious effort accompanied by physiological changes experienced as a feeling, i.e. Peter De Vries, "Gluttony is an **emotional** escape, a sign something is eating us."

Washington Irving, "I've had it with you and your **emotional** constipation!"

Jack London (The Sea Wolf), "**Emotional** delight is more filling and lasting than intellectual delight; and, besides, you pay for your moments of intellectual delight by having the blues."

Synonyms:

Temperamental: A person's natural way of thinking, behaving, and reacting emotionally with excitability or having quick changes of mood, i.e. Jim Morrison, "Music inflames **temperament**."

Henry Van Dyke, "There is no personal charm so great as the charm of a cheerful **temperament**."

Joseph Conrad, "I would not unduly praise the virtue of restraint. It is often merely **temperamental**. But it is not always a sign of coldness. It may be pride. There can be nothing more humiliating than to see the shaft of one's emotion miss the mark of either laughter or tears. Nothing more humiliating! And this for the reason that should the mark be missed, should the open display of emotion fail to move, then it must perish unavoidably in disgust or contempt."

Elizabeth Barrett Browning, "The charm, one might say the genius, of memory is that it is choosy, chancy and **temperamental**; it rejects the edifying cathedral and indelibly photographs the small boy outside, chewing a hunk of melon in the dust."

Doug Plank, "Most football players are **temperamental**. That's 90 percent temper and 10 percent mental."

High-strung: Tending to be exceptionally nervous and easily excited, i.e. St. Sebastian's Renaissance Guild, "The **high strung** mall security guard told me he'd kick my ( ) if I tried to skateboard again."

Urban Dictionary, "Damn, my Mom is 'freakin' **high strung** as hell! She called me the anti-Christ."

Ella Wheeler Wilcox, "Oh! What are years? A ripe three score and ten  
Hold often less of life, in its best sense,  
Than just a twelvemonth lived by other men,  
Whose **high-strung** souls are ardent and intense."



Touchy: Being subject to the attitudes, feelings, and circumstances of others as well as difficult to handle, easily upset and irritated. Epistles, II, ii, l. 102, "I have to submit too much in order to pacify the **touchy** tribe of poets."

Scott Baio, "I love driving cars, looking at them, cleaning and washing and shining them. I clean 'em inside and outside. I'm very **touchy** about cars. I don't want anybody leaning on them or closing the door too hard, know what I mean?"

Mark Russell, "Humor is very very risky, particularly for a candidate, unless he's been in so long that it just doesn't matter, and he's not running for president. But it's just that people are so sensitive and so **touchy**, and you're just going to upset somebody without ever realizing it."

He/She is a deeply emotional person who instantaneously responds on a gut level the moment something happens.

He/She is not likely to display his/her private feelings in spite of highly charged emotional reaction to situations that upset him/her. He/She maintains a formidable level of self-control. He/She clenches his/her teeth, gets to work with a minimum of fuss, and disregards how he/she feels about the matter.

He/She is a person of powerful emotions. He/She keeps a tight hold over his/her feelings.

There is no doubt to anyone around them about what kind of mood they are in. They react to the feelings of the moment.

They are expressive, emotional persons at heart. In spite of this they have to work hard at keeping their emotions in check.

Their feelings explode when they are under more pressure than they can handle. They erupt when someone crosses them or accuses them of doing something wrong.

Their moods change from moment to moment, from high intensity to low intensity and back up again in a matter of moments.

Their big heart overflows with emotions that they don't know how to express clearly.

They are well acquainted with the experience of overpowering feelings. Their feelings sway them to a point they have been forced to learn how and when to keep their emotions under control when situations demands it.

This is a person of intense emotional and feelings. They sense these emotions on a rich intense level, which they are afraid to acknowledge.

Their method of choice for dealing with emotional disruptions is blocking them out and then toughing it out.

The intensity of their emotions is often times distressing and confusing to them. They do not take things lightly. The wide ranging scope of their imagination blows their imaginings out of proportion.

They try too hard to control themselves.

They have good resistance to pressure and do not give in to it easily.

They react with bursts of emotion for a brief moment when surprised by sudden pressures. They quickly collect their wits and regain control over them self.

Their emotions get in the way of their ability to make appropriate judgments.

They feel truly alive when captured by intense feelings of anger, joy, lust, and passion.

They avoid the plague of painful feelings. They conceal from others their vulnerability their emotional baggage to avoid ridicule, censure, and rejection.

They find it hard to become impartial or to remove themselves from involvement with people, situations, or projects when an unbiased decision is demanded of them.

The stress of intense emotional stimulation makes them highly responsive to the situation in which they find them self and vulnerable to becoming disorganized by competing demands.

They find it difficult to gain the proper perspective needed to take the steps that are necessary to distance them self from their own subjective attitudes and opinions. Their immediate biases do not fit the demands that these situations make upon them.

EMPATHETIC: The capacity to know emotionally what another person is experiencing from within the frame of reference of the other person, the capacity to sample the feelings of another or to put one's self in another's shoes. Empathy is the capacity to think and feel oneself into the inner life of another person.

Theo Y.M. Hart (Camden, Fairview High School), "I hate all the **empathic** liars that talk to me."

Jamake Highwater (interviewed in *Art News Magazine*, August 1984), "We've reached a point where we are not a very **empathetic** people, and art without empathy is art without an audience. My basic viewpoint is that without art we're alone."

John Warnock, "Without television and mass communication knowledge wouldn't exist. So I think it actually has the possibility of turning people into more understanding and more **empathetic** people."

Synonyms:

Compassionate: Moved by concern with the alleviation of others' suffering.

Dennis Prager, "Those who are compassionate when they should be tough will be tough when they should be **compassionate**."

Armistead Maupin, "I haven't lost faith in human nature and I haven't decided to be less **compassionate** to strangers."

Sympathetic: Sympathetic means to be kindly, friendly, and sensitivity to others' emotions.

Jason Segel, "If you can find the line between **sympathetic** and creepy, you have reached a very funny area."

Robert H. Goddard, "Resolve to be tender with the young, compassionate with the aged, **sympathetic** with the striving, and tolerant with the weak and the wrong. Sometime in your life you will have been all of these."

Homer, "A **sympathetic** friend can be quite as dear as a brother."

Responsive: This is the ability to quickly respond and react to the attitudes, feelings, and circumstances of others.

Eric Fromm, "One cannot be deeply **responsive** to the world without being saddened very often."

Lawrence Durrell, "We are the children of our landscape; it dictates behavior and even thought in the measure to which we are **responsive** to it."

Henry James, "I think I don't regret a single 'excess' of my **responsive** youth. I only regret, in my chilled age, certain occasions, and possibilities I didn't embrace."

Understanding: The ability to learn, judge, make decisions and the capacity to understand the meaning or importance of something as well as coming to understand something clearly and distinctly.

Martin Luther King, Jr. (Letter from Birmingham Jail), "Shallow **understanding** from people of good will is more frustrating than absolute misunderstanding from people of ill will."

Francis Bacon (*Novum Organum*), "The ill and unfit choice of words wonderfully obstructs the **understanding**."

Maya Angelou, "My mother said I must always be intolerant of ignorance but **understanding** of illiteracy. That some people, unable to go to school, were more educated and more intelligent than college professors."

He/She has an outstanding capacity to sense the feelings of another person and put them self in another's shoes.

He/She is compassionate of other persons' unfortunate circumstances and stands ready to do whatever they can to help.

He/She is kindly and friendly to others. He/She is sensitive to other peoples' feelings.

He/She notices the feelings, emotions, attitudes, and circumstances in which people find them self.

He/She has a level of understanding of people that is rarely encountered.

His/Her talent for swiftly getting to the heart of a problematic situation enables him/her to devise unique solutions suiting the circumstances.

He/ She has all the qualities of a good dear friend, warmth, responsiveness, and an understanding and caring ear.

This person has an abundance of empathy.

He/She is the kind of person who makes himself/herself available anytime a friend has a problem. It does not matter how much suffering they themselves may be experiencing, he/she will put that aside to lend an ear to someone else.

A genuine and sincere empathy for others motivates him/her to immerse himself/herself in their problems and needs.

This individual becomes so involved in others personal situations that he/she is vulnerable to overlooking the limits in the relationship and lose a sense of who is who. He/She needs to take special care to maintain a certain level of detachment.

People are impressed with his/her warmth and understanding. He/She is a good friend.

The compassion he/she feels for other people makes his/her heart grieve when he/she witnesses injustice visited upon another person.

He/She is genuinely interested in helping others solve their problems.

He/She has the ability to separate himself/herself emotionally and rationally from the problems facing everyone.

On the one hand he/she responds with understanding and sympathy when a friend or colleague shares their problems with him/her. On the other hand he/she knows when it is appropriate to in a situation to offer a helping hand and when to stay out of it.

He/She will provide a shoulder to lean on, or cry on when he/she finds himself/herself unable to do anything to alter a situation.

He/She genuinely cares about helping other people to improve their live circumstances.

**ENERGY LEVELS:** A comparative level of vigorous activity, the quality and amount of a person's vitality, and the ability to do things and accomplish tasks.

Anthony Robbins, "The higher your **energy** level, the more efficient your body. The more efficient your body, the better you feel and the more you will use your talent to produce outstanding results."

Loretta Lynn, "I've always been full of nervous **energy**, but I'm not really as happy as I seem."

Albert Camus, "Nobody realizes that some people expend tremendous **energy** merely to be normal."

Synonyms:

**Stamina:** Stamina refers to the reservoir of continuous enduring strength and energy. This also includes staying power to resist fatigue.

Robbie Coltrane, "Believe me; my children have more **stamina** than a power station."

**Vitality:** Vitality is the energy to survive, live, develop, and grow.

Nancy Astor, "My vigor, **vitality**, and cheek repel me. I am the kind of woman I would run from."

George Bernard Shaw, "Few of us have **vitality** enough to make any of our instincts imperious."

**Vigor:** The property of being physically capable of forceful exertion to handle the challenges demanding persevering through difficult circumstances. Vigor is the ability to perform consistently in the upper range of your talent and skill regardless of competitive circumstances.

Eric Hoffer, "A heresy can spring only from a system that is in full **vigor**."

Eric Hoffer, "Sometimes we feel the loss of a prejudice as a loss of **vigor**."

**Verve:** Verve is the energy and enthusiasm arising out of the expression of ideas, especially in artistic performance or composition.

Johnny Dangerously (movie 1984), "You got spirit, spunk, fire, **verve**."



Dean Koontz (*Odd Thomas*), "You can con God and get away with it, Granny said if you do so with charm and wit. If you live your life with imagination and **verve**, God will play along just to see what outrageously entertaining thing you'll do next."

*Alison Judson Ryerson*, "One of the final challenges for human beings is to get old with as much **verve** and gumption as possible. Old parents who keep on being interested in life give a subtle kind of sustenance to their children; they are givers of hope and affirmers of life."

**Spirit**: Spirit is the vigor and animation associated with a mood or an emotional state especially when exaltation or dejection is present.

William Shakespeare,

"O thou invisible **spirit** of wine,  
if thou hast no name to be known by,  
let us call thee devil."

Florence Nightingale, "How very little can be done under the **spirit** of fear."

Aldous Huxley, "The secret of genius is to carry the **spirit** of the child into old age, which means never losing your enthusiasm."

**Power**: Power is the ability, capacity, and authority to force another person to perform an act. This refers to the exercise of control to direct and influence the outcome of an activity.

William Getz, "But her looks have no **power** over me, like a tug on a tree limb that has lost feeling."

Viktor Emil Frankl, "Between stimulus and response there is a space. In that space is our **power** to choose our response. In our response lie our growth and our freedom."

Leo Buscaglia, "Too often we underestimate the **power** of a touch, a smile, a kind word, a listening ear, an honest compliment, or the smallest act of caring, all of which have the potential to turn a life around."

His/Her vigorous activity makes it possible for him/her to accomplish a lot of different tasks successfully in a short periods of time.

He/She has great staying power and resistance to fatigue.

His/Her vigor is the basis of his/her ability to perform consistently in the upper range of his/her talent and skill regardless of competitive circumstances.

His/Her work style revolves around bursts of enthusiasm punctuated with slack periods.

He/She gets by on little sleep. He/She runs on nervous energy. He/She gets lots of work done but often feels exhausted by the end of the day.

His/Her physical stamina is not great most of the time. He/She has to pace himself/herself working all out when his/her strength is at its peak in order to achieve up to his/her highest potential.

He/She is happiest or in an occupation that does not demand a great deal of physical exertion.

The impact of the stresses and strains on his/her enthusiasm waxes and wanes. It is important for the most taxing activities to occur when his/her energy is at its peak.

He/She is content to stay in one place for long periods of time. He/She performs best in work that does not demand a great deal of physical activity.

His/Her stamina and vitality gives him/her the staying power to stick with what needs to be done until the task is completed.

He/She has the stamina needed for him/her to hang in there through long, dull stretches.

He/She meets his/her goals routinely.

Vitality is his/her middle name. He/She seeks adventure and freedom. They are always on the move.

He/She is usually on the move.

It is not easy for him/her to stay in one place for long. It seems that some parts of his/her body is always moving; his/her fingers are tapping on the desk and he/she is humming a tune as his/her toes are beating out a rhythm the floor.

He/She jumps at the opportunity to take off the instant the next exciting enterprise that attracts him/her.

Should he/she start to feel emotionally or physically exhausted he/she begins planning to find the easiest ways to get things done on time.

His/Her strong set of beliefs do not allow for any compromises that would result in sloppy work.

His/Her stamina and vitality is exceptional. They go through a long day's work and are still ready for a full evening's activities.

He/She does not relax easily. His/her strict work ethic allows playtime only after it is first earned.

He/She plays as hard as he/she works.

Just sitting around doing little to nothing is terminally boring for him/her. They have energy to burn. They're healthy, vital people who want to make every moment count.

His/her inner tensions push His/Her energy verges into the lively to stormy range.

He/She conserves his/her energy. He/She carefully paces himself/herself.

Sudden unexpected attacks of exhaustion plague him/her. He/She finds himself/herself unable to proceed further.

He/She does not have the physical stamina necessary to keep going in the face of obstacles. He/She misses important opportunities as a result.



ENTHUSIASTIC: Enthusiastic is showing great excitement, animation, vigor, liveliness, and interest.

Sidonie-Gabrielle Colette, "You will do foolish things, but do them with enthusiasm."



Marlene Dietrich, "Latins are tenderly **enthusiastic**. In Brazil they throw flowers at you. In Argentina they throw themselves."

Leo Buscaglia, "I still get wildly **enthusiastic** about little things. I play with leaves. I skip down the street and run against the wind."

Synonyms:

Eager: Being eager is to show keen interest, intense desire, and impatient breathless expectancy.

Lucy Maud Montgomery (*Anne of Green Gables*), "Miss Stacy came back to Avonlea School and found all her pupils **eager** for work once more."

Friedrich Nietzsche (Thus Spake Zarathustra: A Book for All and None), "Shrouded in thick melancholy and **eager** for the little casualties that bring death, thus do they wait, and clench their teeth."

James Arthur Baldwin, "Most of us are about as **eager** to be changed as we were to be born, and go through our changes in a similar state of shock."

Earnest: Being earnest is showing deep sincerity, seriousness, purposeful and sincere intent.

Henny Youngman, "This man is frank and **earnest** with women. In Fresno, he's Frank and in Chicago he's Ernest."

Ana Gasteyer, "It's so easy in these cabaret venues to get **earnest**."

Samuel Johnson, "At seventy-seven it is time to be in **earnest**."

**Ardent**: Ardent is showing warmth of feeling, passion, strong enthusiasm, and devotion.

Alexander Pope, "...from rank to rank she darts her **ardent** eyes."

Michel de Montaigne, "Stubborn and **ardent** clinging to one's opinion is the best proof of stupidity."

George Brandes, "I became an **ardent**, but never an especially good, dancer."

**Spirited**: A person is spirited when they are excited display of animation, vigor, and liveliness. It shows great excitement, and displaying courage without flinching.

Jane Austin (Love and Friendship), "Sir Edward was surprised; he had perhaps little expected to meet with so **spirited** an opposition to his will."

**Heartfelt**: Emotions that are deeply and sincerely felt.

Samuel Taylor Coleridge, "The happiness of life is made up of minute fractions - the little, soon forgotten charities of a kiss or a smile, a kind look or **heartfelt** compliment."

Michaela Rossouw, "Teenage years are the most **heartfelt**. It is a mixture of love, hate, emotion, and energy though we all have our own recipe."

He/She charges into life with great excitement, animation, vigor, liveliness, and interest.

He/She is eager is to show keen interest, intense desire, or impatience in everything he/she encounters.

He/She is earnest.

They are passionate and intense. They don't do anything by halves. They throw them self wholeheartedly into everything they take on.

Theirs is an upbeat approach to life.

His/Her liveliness, enthusiasm, and excitement colors all of his/her work.

His/ Her enthusiasm drives him/her along. It excites others to follow his/her lead.

Bringing out the best in other people is a special talent of his/hers.

His/Her contagious enthusiasm for what he/she is doing increases with every one of his/her successes.

Life is a party. Simply expecting good things to happen is an everyday routine. Everything is done with an infectious enthusiasm. People get caught up in the excitement along the way.

They throw them self into whatever they are doing. Their enthusiasm grabs them up in all undertakings they become caught up in.

He/She shows people He/She is interested in them. He/She compliments them by asking them about their personal interests.

His/Her abundant enthusiasm is occasionally annoying.

His/Her enthusiasm carries him/her away. As this enthusiasm peaks he/she quiets down, focuses, and gets back to what he/she was doing to begin with.

People are attracted to him/her because of their responsive and sympathetic natures. Their genuine excitement captures other peoples' enthusiasm. People are more than willing to cooperate with them.

His/Her enthusiasm spills over onto everyone she meets, rather like our response to a rambunctious puppy.

He/She is so excited about what he/she is involved in that he/she does not know how to sit still or calm down.

He/She is a natural born salesperson.

He/She is ready to talk the ear off who ever he/she can get to listen.

He/She doesn't take no for an answer. The energy of his/her enthusiasm overcomes all rejections.

This is the person to promote a difficult product or idea. He/She is irrepressible. He/She knows how to get the idea across even if it's something he/she might not believe in.

People are not inspired to rise to great heights of achievement when there is little enthusiasm or enjoyment for a task.

They start out strong losing enthusiasm as the project drags on.

Inconsistent performance, sporadic self-control, and socially inappropriate ill-regulated fervor and intense emotionalism will most assure their rejection.



**EXPEDIENT:** Expedient means behaviors marked by the pursuit of self-interest while employing shrewd politic maneuvering in peoples' affairs. This includes the use of convenient methods promoting the exploitation others which are self-serving rather than fair or just.

William Shakespeare (Much Ado About Nothing, Benedick speaking),

"Therefore is it most **expedient** for the wise,  
if Don Worm (his conscience) find no impediment to the contrary,  
to be the trumpet of his own virtues,  
as I am to myself.  
So much for praising myself,  
who, I myself will bear witness, is praiseworthy."

Thomas Alva Edison, "There is no **expedient** to which a man will not go to avoid the labor of thinking."

William James (Pragmatism, Lecture 6), 'The true' to put it very briefly, is only the **expedient** in the way of our thinking, just as 'the right' is only the **expedient** in the way of our behaving."

Synonyms:

**Exploitative:** Exploitation is the selfish and/or unethical use of situations which make use of opportunities to the greatest possible advantage.

The Free Dictionary, 'Feather one's nest'. "To look after one's own interests; to accumulate creature comforts, money, or material possessions either through one's own efforts or at the expense of others; to be completely selfish, totally unconcerned with the well-being of others.

This expression stems from the fact that many birds, after building a nest, line it with feathers and hair to make it warm and more comfortable. The expression '**line one's nest**' is a variation."

Maggie Carpenter (Runaway Bride), "You're a cynical, **exploitive**, mean-hearted creep who wouldn't know real love if it bit him in the arm pit."

Hugh Hefner, "'I think you can have a very **exploitive** and immoral relationship one on one."

Rensis Likert (Likert's Leadership Styles), "**Exploitive** authoritative: In this style, the leader has a low concern for people and uses such methods as threats and other fear-based methods to achieve conformance. Communication is almost entirely downwards and the psychologically distant concerns of people are ignored."

Manipulative: Manipulative means the unscrupulous control of a situation or person: "she was sly, selfish, and manipulative" and marked by skillfulness in achieving a desired end by employing cunning, artifice, scheming, and craftiness to attain selfish ends.

J R Ward (Lover Eternal), "You are a **manipulator** (she said). I like to think of myself more as an outcome engineer."

Anita Brookner (English Art Historian), "A complete woman is probably not a very admirable creature. She is **manipulative**, uses other people to get her own way, and works within whatever system she is in."

Jay Carr, "[Walter Burns is] the archetypical managing editor, ruthless, self-righteous, **manipulative**, down-right maniacal if it means an exclusive, especially one that it can congratulate itself for on its own front page."

He/She is out-and-out dishonest.

He/She is manipulative, uses other people to get his/her own way, and works stealthily within whatever system he/she is in to get his/her own way.

He/She is completely selfish and totally unconcerned with the well-being of others.

'The ends justify the means' is his/her motto. He/She quickly scans the resources at his/her disposal and proceeds to use them to his/her best advantage to get what he/she wants.

His/Her well developed vast capacity for expediency makes it possible for him/her to leverage other peoples' strengths and weaknesses and bends them to his/her own will. He/She is a master at manipulating situations and people.

He/She puts aside any inhibitions he/she may ever have had if he/she believes it is to his/her advantage to do so.

He/She uses shady dubious methods based on both practical and selfish considerations which guarantee his/her immediate personal gratification. This

concrete practical approach emboldens them to smooth talk and if necessary, outright lie to get what they want.

He/She is not deterred by inconvenience or minor obstacles. What he/she does not get using straightforward approaches, he/she gets by deceit, deception, wit, and devious maneuvers.

He/She forms social connections easily. His /Her tact, adroit pretense, and a friendly manner morph into toughness and aggressiveness should that for the moment promote achieving his/her plans.

He/She offers others the illusion of expeditious effective action. His/Her calculated deliberately designed, maneuvers get what he/she wants in any and all situations.

He/She moves rapidly, cuts to the bottom line and gets directly to work. He/She demands economy, quick answers and fast, practical solutions.

He/She is easily frustrated when asked for more of an explanation than he/she thinks an inquisitive person deserves.

He/She cuts through red tape achieving a desired end in the interests of speed. Expediency is his/her middle name.

He/She has an outwardly pleasing and accommodating disposition. Others go along what appear on the surface to be his/her polite expectations of them.

They prefer solving problems with force and dispatch when the way is clear for him/her to do so. He/She doesn't hesitate to take aggressive action.

Extravagant: Extravagant refers to a person disposed to unrestrained, reckless, lavish, wasteful, and imprudent expenditure of money and valuables.

Imelda Marcos, "People say I'm **extravagant** because I want to be surrounded by beauty. But tell me, who wants to be surrounded by garbage?"

Edward Weston, "I was **extravagant** in the matter of cameras, anything photographic. I had to have the best. But that was to further my work. In most things I have gone along with the plainest or without."

Eric Hoffer, "The necessary has never been man's top priority. The passionate pursuit of the nonessential and the **extravagant** is one of the chief traits of human uniqueness. Unlike other forms of life, man's greatest exertions are made in the pursuit not of necessities but of superfluities."

Bern Williams, "An **extravagance** is something that your spirit thinks is a necessity."

Marcus Aurelius, "You are pretty - we know it; and young - it's true; and rich - who can deny it? But when you praise yourself **extravagantly**, Fabula, you appear neither rich, nor pretty, nor young

Synonyms:

Lavish: Lavish refers to excessive generosity and openhandedness. At times this involves immoderate giving and exceptionally generosity.

William Cavendish, "Be always **lavish** of your caresses, and sparing in your corrections."

Lawrence Durrell, "The appalling thing is the degree of charity women are capable of. You see it all the time... love **lavished** on absolute fools. Love's a charity ward, you know."

Sir Walter Raleigh, "Talking much is a sign of vanity, for the one who is **lavish** with words is cheap in deeds."

Immoderate: This involves exceeding normal or appropriate bounds and the lack of moderation.

Charles Caleb Colton, "To cure us of our **immoderate** love of gain, we should seriously consider how many goods there are that money will not purchase, and these the best; and how many evils there are that money will not remedy, and these the worst."

Lisa Kleypas (Sugar Daddy), "I love you. I love you desperately, violently, tenderly, completely. I want you in ways that I know you would find shocking. My love, you

don't belong with a man like me. In the past I've done things you wouldn't approve of, and I've done them ten times over. I have led a life of **immoderate** sin. As it turns out, I'm just as immoderate in love. Worse, in fact."

Excessive: This is more than is necessary, normal, or desirable. Excessive describes a quantity, amount, or degree that is more than what is justifiable, tolerable, or desirable.

Oscar Wilde, "Moderation is a fatal thing. Nothing succeeds like **excess**."

Heather Graham, "I try to get 11 or 12 hours of sleep a night. It sounds **excessive** but that's really what I need."

He/She gives generously and at times too freely.

The extravagant side of his/her nature is kept in check by the need to save money.

He/She is generous to a fault. He/She welcomes others with open arms and shares whatever possessions he/she has with them.

He/She wants to be seen as a big spender. This suits his/her life style.

He/She is generous with his/her time and money.

He/She spends freely. It doesn't bother him/her to go over their credit card limits or write checks that bounce.

He/She lavishes extravagant gifts on the ones she loves, whether there is enough money to pay for the gifts or not.

His/Her unusual appetite for the good things in life goads him on to spend, spend, and spend. A less wasteful frugal partner would generate a great deal of anxiety.

It is crucial that he/she initiates controls over his/her extravagant spending habits.

He/She is impulsive. He/She gives in to his/her whims to temptations of one kind or another.

He/She gives in to pressure from others quickly.

Others' opinions easily sway him/her. He/She will change his/her ideas and behavior to suit what other people want from him/her.

He/She fills his/her home with friends, acquaintances, or just anybody who comes along and wants to have a good time party.

Fear of failure: The fear is not being successful. A conviction of being ineffective, lacking the abilities to make a wish or ambition come true, and falling short of other peoples' expectations.

Marge Piercy, "He/She **failed** ... like an old hanging bridge."

Percy Bysshe Shelly, "His/Her life, day after day, was **failing** like an unreplenished stream."

Charles James (Military Journal 1802), "His/Her's was but short-lived success; a brief, intense effort that yields no significant results; a **failure** after an impressive beginning."

Synonyms:

Inadequacy: This refers to a lack of competence, a flaw, or weakness, and an inability to meet expectations successfully.

H.G. Wells (The time Machine), "In writing it down I feel with only too much keenness the **inadequacy** of pen and ink --and, above all, my own **inadequacy**--to express its quality."

Lorrie Moore, "But that **inadequacy**, or feeling of **inadequacy**, never really goes away. You just have to trudge ahead in the rain, regardless."

William James (Pragmatism), "Failure, then, failure! So the world stamps us at every turn. We strew it with our blunders, our misdeeds, our lost opportunities, with all the memorials of our **inadequacy** to our vocation. And with what a damning emphasis does it then blot us out! No easy fine, no mere apology, or formal expiation, will satisfy the world's demands, but every pound of flesh exacted is soaked with all its blood. The subtlest forms of suffering known to man are connected with poisonous humiliations incidental to these results."

Ambivalent: Having mixed or contradictory feeling, emotions about one's self or others, and doubts about how to proceed.

David Mamet, "They say the definition of **ambivalence** is watching your mother-in-law drive over a cliff in your new Cadillac."

Ted Morgan, "The stammerer is **ambivalent** about communicating with others. He desperately wants to communicate, but is afraid of revealing himself."

Sigmund Freud (*The Ego and the Id*), "Let us consider the polarity of love and hate... Now, clinical observation shows not only that love is with unexpected regularity accompanied by hate (**ambivalent/ambivalence**), and not only that in human

relationships hate is frequently a forerunner of love, but also that in many circumstances hate changes into love and love into hate."

Irresolute: This refers to a person who is unsure, undecided, wavering, and hesitating on how to act or proceed.

Winston Churchill, "They are decided only to be undecided, resolved to be **irresolute**, adamant for drift, solid for fluidity, and all-powerful to be impotent."

Owen Meredith, "With **irresolute** finger he knocked at each one of the doorways of life, and abided in none."

He/She puts off making decisions. He/She changes his/her mind frequently. He/She is most often anxious, irresolute, and vacillating.

He/She makes decisions reluctantly. He/She is not sure where their decision will land them.

He/She is unable to make a commitment to a definite course of action.

Differing points of view easily sway him/her. Whatever argument he/she heard last is where he/she will stand until another reason presents itself and he/she moves on again.

He/She needs to be correct. He/She has trouble making decisions requiring selecting just the right choice among several alternatives. He/She carefully studies all the possibilities before deciding on the 'right' choice.

He/She is convinced others will think he/she is incompetent. He/She is afraid to ask for help. After making a mistake he/she keeps it to them self in order not to be call failure.

He/She has quietly developed resources that enable her to find alternative ways of handling problems generally. His/Her anxious avoidance comes to the fore and blocks him/her from acting. He/She reflexively allows a bad situation to worsen rather than face a confrontation should an ultimatum requiring the resolution of a failure pop up. Rescue attempts are frequently called for.



His/Her perfectionism blocks out his/her terror of the thought of being a failure. He/She keeps working and working on a project, trying to get it 'just right.' Procrastination bedevils him/her. It sets him/her up for all sorts of additional problems. The operant master strategy is, "If he/she never finishes, he/she cannot fail."

The yawning sense of inadequacy and ineptitude blocks him/her from attempting to put him/her forward. He/She is afraid that if he/she opens himself/herself up to the possibility of making a mistake, he/she will be condemned, ostracized, scorned, and rejected.

He/She fears that all of his/her best efforts will be wasted, and come to naught.

Life for him/her is futile.

He/She feels he/she is unsuccessful, a failure, and a flop.

He/She suffers from a deep-seated sense of failure.

He/She presents himself/herself as a chattering, flighty, light-headed person. His/Her true inadequacies are hidden, safely out-of-sight, and beyond criticism.

**FLEXIBLE:** Flexible is the capacity to adjust readily to different conditions. Flexible also refers in the concrete sense to what is capable of withstanding stress without damage and metaphorical abstract sense to what can undergo change or modification and willing to make concessions.

Blaisé Pascal, "There are two types of minds, the mathematical, and what might be called the intuitive. The former arrives at its views slowly, but they are firm and rigid; the latter is endowed with greater **flexibility** and applies itself simultaneously to the existing conditions."

Tim Vine, "So I said to the gym instructor: 'Can you teach me to do the splits?' He said: 'How **flexible** are you?' I said: I can't make Tuesdays."

Marguerite Gardiner, "The chief prerequisite for an escort is to have a **flexible** conscience and an inflexible politeness."

Synonyms:

**Adapt:** Is making something suitable to or fit for a specific use or to adjust to a particular situation.

Kevin Durant, "I'm like a chameleon. I **adapt** to my situation. It's very slowed down here. I like it that way. I'm a guy that's very reserved, quiet and shy myself."

Robert D Dangoor, "You have to **adapt** to become adept."

Jimmy Smits, "The most obvious thing that comes to mind is the loss of one's privacy. Your life becomes an open book, but I've found ways to **adapt**. It's tough. The price is also the sacrifices you have to make for your career. It can be all-consuming. Unfortunately, it's a very me-oriented business."

**Accommodate:** Accommodate means to change one's behavior as instructed to perform work functions as needed to produce an outcome to oblige others or make a product to specifications.

Christopher Nolan, "The best actors instinctively feel out what the other actors need, and they just **accommodate** it."

Philip Dormer Stanhope Chesterfield, 4<sup>th</sup> Earl, "Civility, which is a disposition to **accommodate** and oblige others, is essentially the same in every country; but good breeding, as it is called, which is the manner of exerting that disposition, is different in almost every country, and merely local; and every man of sense imitates and conforms to that local good breeding of the place which he is at."

Charles Caleb Colton, "An Irishman fights before he reasons, a Scotchman reasons before he fights, an Englishman is not particular as to the order of precedence, but will do either to **accommodate** his customers."

Compliant: Compliant is a person who is easily managed, controlled, and tractable.

Wilkie Collins (A Woman in White), "A mild, a **compliant**, an unutterably tranquil and harmless old lady, who never by any chance suggested the idea that she had been actually alive since the hour of her birth."

Elia Kazan, "I'm small, but I'm neither **compliant** nor agreeable."

He/She is tractable, easily managed, and controlled.

He/She adapts like a chameleon to any situation.

He/She adeptly adapts.

He/She adjusts effortlessly to rapid changes. He/she enjoys a position where he/she can perform different duties.

His/Her talent for organization enables him/her to coordinate various plans and actions effectively.

Staying flexible and open-minded enables him/her to react quickly in all circumstances.

He/She adjusts his/her attitudes and behavior as the circumstances demand.

He/She is accommodating and willing to change paths should the need arise.

He/She changes his/her plans according to the demands of the moment. Should this fail, he/she changes procedures in mid-stream and implements the necessary means to attain his/her goals.

He/She is a likeable person who is comfortable working with a variety of different types of people.

In most situations that present them self he/she' goes with the flow. Typically he/she does not force a situation to go his/her way.

He/She takes a cautious approach when faced with new and novel projects. As he/she becomes involved, his/her enthusiasm and involvement for a project grows.

He/She expects clear instructions on what is to do, when to do it, and how to do it, and how to organize his/her efforts.

He/She wants individuals to feel comfortable as they work in cooperative group settings.

They are flexible and spontaneous. They are fond of taking life one day at a time. He/She makes the most out of what is happening in the here-and-now.

As hurdles arise he/she finds the path of least resistance. He/She will go over, around, or straight through any thing that gets in the way.

They have an easygoing disposition for fitting themselves into the demands of existing circumstances whatever the conditions.

He/She does not expect others always to adapt to his/her ways of doing things. He/She is willing to make sacrifices and change his/her behavior to match their needs and expectations.

He/She will gladly go along with some situations. However, he/she will oppose things that go against his/her grain when it is genuinely important.

It is easy for him/her to make quick changes once he/she sees the need for doing so.

He/She is resilient under pressure, does what other people are doing because it is the easiest thing to do, and goes with the flow. He/She bounces back without undue fuss or strain.

After undergoing stressful situations he/she retains his/her elasticity and springs back like a rubber band. He/She recovers his/her balance quickly and goes on to the next thing without losing a step.

They are efficient and businesslike.

They are resilient. They are able to adapt to changing circumstances.

Other people go to pieces in stressful situations, but not them.

They function at an even pace, no matter what the difficulties facing them happen to be.

His/Her approach to problems shows a strong degree of adaptability, but only when things go their own way.

His/Her viewpoint is tolerant and flexible. It takes into consideration other people's points of view. He/She does not necessarily accept these opinions and ideas as their own every time, however.

He/She is nothing if not a survivor. He/She is able to find ways to soothe them self and even the grumpiest of discontents.

He/She inevitably bounces back from disappointments, confrontations, and even abuses.

He/She is slow to accommodate to novel demands and expectations, learning new rules in the work place, or the silent unwritten codes that control peoples' behavior in social environments.

He/She always adapts easily to new circumstances.

He/She does his/her best to accommodate and carry out the wishes of others.

FOLLOW THROUGH or Lack of Follow Through: This requires continuing something until it is completed. Keeping a promise needs follow-through.

Melanie Pinola, "Done is better than perfect is a maxim for all of us prone to endlessly tweaking our projects and never finishing them."

Ben Barry, a designer at Facebook, "The key to moving ahead is **following through**."

Synonyms:

Completion: Completion is the act of finishing a task or project.

Cyril Northcote Parkinson "Work expands so as to fill the time available for its **completion**."

Ralph Washington Sockman, "Love is the outreach of self toward **completion**."

Jean-Baptiste Poquelin (also known as) Moliere, "Long is the road from conception to **completion**."

Closure: Closure is bringing to an end; a conclusion leading to a feeling of finality or resolution of an experience.

Bertrand Russell (The Analysis of Mind) "The **closure** of the eye and the lachrymation are quite involuntary, and so is the disturbance of the heart.

Patrick Wilson, "It was a terribly emotional case for both sides in this matter. The jury had some tough decisions to make...But I hope they (the Peterson family) do get **closure** and I hope this does help."

Peter Gordon, "We do consider this to be a permanent **closure**. So, at some point, that mill has got to be dismantled. We don't think that there would be anybody who would be interested in acquiring it."

He/She would have to work in tandem with a partner who could close a sale for them because he/she lacks the skills to make the follow-through.

It is unlikely that anything would fall through the cracks or are left half-done when he/she is on the job,.

If he/she has to wait for someone else to do their part on a project, or does not give him/her the answers they need to get the project done, he/she will keep badgering them until he/she gets the results he/she wants.

He/She has a strong need for closure. This drives him/her to finish what he/she starts.

It makes him/her feel uncomfortable when he/she is forced to leave things open-ended or unfinished.

He/She is happiest when allowed to plan his/her work and work his/her plan.

He does not consistently follow through because he/she has not got the discipline needed to do so.

The need to finish things-up pressures him/her to get them done right.

He/She follows through on tasks until he/she gets the results he/she wants.

He/She becomes restless and impatient when unexpectedly forced to drop whatever he/she is doing. He/She cannot wait to go back and pick up the pieces.

He/She makes up their mind, makes a choice, takes a firm stand, and acts with certainty. Once they have made up their mind, they follow through promptly.

They will not leave a task unfinished if it is within their power to complete it.

He/She gets discouraged easily when faced with a job that is more difficult than he/she can manage easily. He/She is likely to let the job go and move on to something else that is easier to handle.

When confronted with making a lasting commitment over any kind of final settlement, he/she vacillates over what course of action to take.



His/Her inability to break down information needed to evaluate the potential consequences of a situation weakens his/ her commitment to carrying through with making decisions which carry with them decisive and possibly painful consequences.

His/Her lack of staying power leads to difficulties in withstanding pressures over the long haul.

He/She starts jobs with big spurts of enthusiasm. Once the project gets underway, however, their lacks the stamina and determination becomes evident.

His/Her energy fails him/her and he/she gives up just as the end comes into sight.

His/Her energy fails in his/her efforts to complete projects he/she has started when the lack of satisfaction in what he/she has taken on over comes them.

FREEDOM, NEED FOR: The need for freedom encompasses ease of movement in space without restriction; the need to express personal attitudes, opinions, and to dream and think without restraint, and the permissions to become what a person is destined to become in their personal lives and person.

Wikipedia, "The Four Freedoms were goals articulated by United States President Franklin D. Roosevelt on January 6, 1941. In an address known as the **Four Freedoms speech** (technically the **1941 State of the Union address**), he proposed four fundamental freedoms that people "everywhere in the world" ought to enjoy:

1. Freedom of speech
2. Freedom of worship
3. Freedom from want
4. Freedom from fear."

Soren Kierkegaard, "People demand **freedom** of speech as a compensation for the freedom of thought which they seldom use."

Epictetus, "Is **freedom** anything else than the right to live as we wish? Nothing else."

Angelina Jolie, "The truth is I love being alive. And I love feeling free. So if I can't have those things then I feel like a caged animal and I'd rather not be in a cage. I'd rather be dead. And it's real simple. And I think it's not that uncommon."

Synonyms:

Autonomy: **Autonomy** is being independent, self-reliant, self-sufficient, and moving about without restrictions to dream, behave, and achieve what one desires.

Carrie Brownstein, "I'm pretty horrible at relationships and haven't been in many long-term ones. Leaving and moving on, returning to a familiar sense of self-reliance and **autonomy**, is what I know; that feeling is as comfortable and comforting as it might be for a different kind of person to stay.

Stone Gossard, "And I remember as a second or third grader having some **autonomy** to go to the store if I felt like it, walk home, take my time, kick the can. We were on our own schedule after school, so that was cool."

Beverly Sills, "A primary function of art and thought is to liberate the individual from the tyranny of his culture in the environmental sense and to permit him to stand beyond it in an **autonomy** of perception and judgment."

Space: The freedom in space is to move about without restraints with room to dream, behave, and achieve what a person desires.

Viktor Emil Frankl, "Between stimulus and response there is a space. In that space is our power to choose our response. In our response lie our growth and our freedom."

Lady Gaga, "I just felt like a freak. I guess what I'm trying to say is I'm trying to liberate them, I want to free them of their fears and make them feel that they can make their own space in the world."

William S. Burroughs, "Language is a virus from outer space."

They need to be unfettered. They want to be free to move around and do what they want to do, when they want to do it. This is their social brand.

A structured environment is necessary for them to get things done within a specific time frame.

They are not adept at disciplining their time.

They bridle at being hemmed by a strict schedule of do's and don'ts.

He/She resists schedules with strict time limits.

He/She upsets those who demand a specific 'time frame' for him/her to produce reports and finish doing routine duties.

He/She is at his/her best when he/she has the freedom to act on his/her own. He/She does not do well when forced to work within the confines of a tight schedule.

The restrictions of a 9-5 desk job are not for them. Excitement draws them like a magnet.

They have to be free to take off whenever they want.

They are easily bored. They are opposed to anything repetitious, mind numbing, or tiresome.

They find meeting new people irresistible.

They dive into novel, new, and promising activities that they have not seen or experienced before.

He/She wants to have the freedom to set his/her own agenda and determine his/her own activities and plan his/her projects.

His/ Her associates do not always know what it is he is/she is working on.

He/She is not likely to share the details of his/her plans and projects with others.

He/She must have the freedom to make his/her own choices.

They chafe being restricted in any way makes. They need the time, space, and autonomy to do their jobs, as they want them to do them and do them their way.

They need elbow room and personal space where they are free to do their own thing without someone constantly looking over their shoulders.

Their desire to be free makes it difficult for them to maintain long-term relationships. Letting go of the emotions that go along with relationships is always problematic for them.

"Don't fence me in" is their motto. They need emotional and physical elbow room. Working or living in crowded or restricted spaces makes them uncomfortable. It is just not for them.

They are self-directed people. They are dependable, capable, and competent.

They are alpha individuals. They do things their own way, always.

**FUTURE-ORIENTED:** This is the ability to consider the long-term consequences of one's decisions and imagine what one's life might be like in the years to come.

Future orientation is the ability to imagine one's future and be able to link current decisions to future well-being. This includes the extent to which an individual is able to think about the potential consequences of decisions and choices.

Philip Zimbardo, "Time perspective is one of the most powerful influences on all of human behavior. We're trying to show how people become biased to being exclusively past-, present- or **future-oriented**."

Meredith (Speaking in Grey's Anatomy), " We spend our whole lives worrying about the **future**, planning for the future, trying to predict the future, as if figuring it out will cushion the blow. But the future is always changing. The future is the home of our deepest fears and wildest hopes. But one thing is certain when it finally reveals itself. The future is never the way we imagined it."

Philip Zimbardo and John Boyd (The Time Paradox), The New Psychology of Time That Will Change Your Life), "The authors assert that people usually fall into one of a handful of "time perspective types." Here's an overview of each time perspective. They are: present-oriented, present-hedonistic, present-fatalistic, **future-oriented**, past-oriented. While I didn't fill out the various surveys in the book, I think I trend toward being **future-oriented**, which would mean I am especially good at delaying immediate gratification for long term reward, employing probabilistic thinking, being health conscious, goal oriented, and a few other things. **Future-oriented** people struggle with being able to "enjoy present, transient, consumable activities and experiences."

Synonyms:

**Progressive:** Progressive is championing and supporting progress toward better conditions or new policies, ideas, or methods.

Will Durant, "Sixty years ago I knew everything; Education is a **progressive** discovery of our own ignorance."

Fyodor Dostoevsky, "It is not the brains that matter most, but that which guides them, character, the heart, generous qualities, **progressive** ideas."

**Dynamic:** A forceful energetic person as characterized by force of personality, ambition, energy, new ideas and effective action, i.e. Loretta Young, "If you have enthusiasm, you have a very **dynamic**, effective companion to travel with you on the road to somewhere."

**Visionary:** A person with original ideas about what the future will or could be like.

Ray Davis, "The tribe often thinks the visionary has turned his back on them. When, in fact, the **visionary** has simply turned his face to the future."

Eric Hoffer, "The leader has to be practical and a realist yet must talk the language of the **visionary** and the idealist."

Bill Hybels, "**Visionary** people face the same problems everyone else faces; but rather than get paralyzed by their problems, visionaries immediately commit themselves to finding a solution."

Broad-minded: Broad-minded means to be tolerant of opposing viewpoints, not prejudiced, and entertain liberal attitudes and beliefs.

Art Buchwald, "People are **broad-minded**. They'll accept the fact that a person can be an alcoholic, a dope fiend, a wife beater and even a newspaperman, but if a man doesn't drive, there's something wrong with him."

Liberal: Giving and generous in temperament and behavior, broad minded, and tolerant of other people.

Winston Leonard Spencer Churchill, " "Show me a young Conservative and I'll show you someone with no heart. Show me an old **Liberal** and I'll show you someone with no brains."

Tallulah Bankhead, "I read Shakespeare and the Bible, and I can shoot dice. That's what I call a **liberal** education."

He/She instantly sees the possibilities of novel circumstances. He/She mentally arranges all of the parts into a whole. He/She visualizes how the parts could possibly be assembled.

He/She concentrates on what lies ahead.

He/She is far more interested in creating new options in the present.

His/Her focus is on the future. He/She looks ahead creating a vision that lies ahead.

He/She makes the most of every moment.

He/She is creates his/her own opportunities for advancement in the here-and-now. He/She willingly jumps into unfamiliar projects, and relationships.

Their pride and sense of personal dignity forces them to hang on to whatever they set out to do. They agonize over making the correct decisions.

His/Her eyes focus firmly on a goal. He/She is not interested in exploring the difficulties that arise along the way. He/She eliminates these hurdles immediately.

He/She is open to just about anything and willing to explore those new concepts that sound interesting. The risks involved are less important in than their anticipation.

Exploring and discovering new ventures drive him/her. He/She does not hesitate to dive into unfamiliar waters. He/She is a progressive person who looks ahead to the potentially bright prospects and rewards arising out of his/her decisions.

People know them as a buoyant, forward-thinking "go-getters."

He/She focuses on the future, continuingly planning ways to make things better than they are today.



**GOALS:** Goals refer to the aim and anticipated outcome and intended accomplishment that guide your planned actions.

Pablo Picasso, "Our **goals** can only be reached through a vehicle of a plan, in which we must fervently believe, and upon which we must vigorously act. There is no other route to success."

Viktor Emil Frankl, "Life can be pulled by **goals** just as surely as it can be pushed by drives."

Tony Robbins, "People are not lazy. They simply have impotent **goals** - that is, goals that do not inspire them."

Synonyms:

**Aspirations:** An aspiration is a strong desire to achieve something, such as success as the aim of such a desire.

Robert Louis Stevenson (*El Dorado*), "An **aspiration** is a joy forever, a possession as solid as a landed estate, a fortune which we can never exhaust and which gives us year by a year a revenue of pleasurable activity."

Brenda Francis, "Every man, through fear, mugs his **aspirations** a dozen times a day."

Victor Borge, "Humor is something that thrives between man's **aspirations** and his limitations. There is more logic in humor than in anything else. Because, you see, humor is truth."

**Purposes:** Purpose encompasses the objects toward which one strives or for which something exists; an aim or a goal. The reason why anything is done, created, or exists.

Sarah Josepha Hale "And ever those, who would enjoyment gain must find it in the **purpose** they pursue."

Washington Irving, "Great minds have **purposes**; others have wishes."

Coco Chanel, "Fashion has two **purposes**: comfort and love. Beauty comes when fashion succeeds."

**Ambitions:** Ambition pushes a strong desire to achieve something, such as fame or power.

Rita Mae Brown, "One woman's **ambition** expanded like yeast."

Willa Cather, "The fact that I was a girl never damaged my **ambitions** to be a pope or an emperor."

The devotion to his/her work never tires. He/She blocks out distractions until he/she has accomplished what he/she has set out to do.

Resolute self-control keeps him/her on the right track. He/She is assured of staying on the road to his/her goals in spite of any roadblocks that pop up.

As his /her interests change direction, a multiplicity of interests prompts him/her to start up one project after another.

He/She does not focus on immediate gains. He/She is patient. Long term results are all that count.

He/She proceeds with an intense single-minded effort once he/she sets his/her sights on a goal.

He/She knows how to get where he/she wants to go.

He/She moves forward with an intense single-mindedness.

Success is some form of vague, amorphous, nebulous outcome to him/her. His/Her efforts at defining where he/she plans to go or end up include no concrete goals, have no clear cut charting for the future, and end up meaning little if anything at all.

His/Her approach his/her work is balanced. He/She expectations are reasonable.

His/Her sights are set high. They demand he/she work long and hard to achieve them.

They are goal directed and focused on the future. They are interested in generating possibilities and alternatives that hold the prospect of making things turn out better for them and others.

They formulate complicated long-range plans with ease. Their day-to-day goals are stepping-stones to reach future objectives.

He/She places realistic goals within easy reach. Fear of failure combined with a conservative attitude keeps his/her aspirations within a workable range.

They believe in finishing what they start.

They are steadfast in pursue their goals.

They are resourceful and persistent.

They know how to overcome obstacles.

They have the ability to be deeply committed to a project.

Their sense of direction is not clear at the present time. Defining the goals clearly in a more realistic manner eliminates the stress and reduces uncertainty.

They set their goals high enough to motivate them and low enough to enable them to reach their goals.

Their long-term goals reflect the thrill and excitement of the challenges natural to their goals. They possess a firm confidence in their ability to wrap up their objectives successfully.

He/She takes command of situations and pursues his/her goals. This gives him/her a sense of pride.

He/She is a hard worker.

He/She likes to see all of his/her projects finished as soon as possible.

His/Her activities are not entirely consistent. Frequent changes in the goals he/she sets for himself/herself interfere with the flow of their work.

Stops and starts happen frequently. The workflow is irregular, uncertain, and requires many corrections along the way.

They set goals that reach the modest expectations they have of them self.

He/She sets practical goals that are modest enough to reflect the height of their ambitions.

Some of his/her goals are too grand for anyone to take them seriously. They take them seriously, very seriously, however.

He/She has the vitality and energy to hang in through the long haul. He/She will work long and hard to attain the goals he/she has set for himself/herself.

Someone will ask him/her to do this, someone else will ask him/her to do that, and yet another asks him/her to do something else. He/She is not sure what to do. He/She vacillates, becomes confused, and is not able to make up their mind. He/She comes to a standstill.

He/She is not sure enough of what he/she wants to do when faced with these changing demands.

He/She tries to accommodate everyone's' demands. Taking on impossible to reconcile these contradictory tasks is impossible. He/She is set up to fail.

He/She charts their course in advance. They make sure everything is in order before starting out. They carefully scrutinizing what is available and compare them to what they is needed.

His/Her sense of purpose and confidence in his/her own abilities guarantees he/she will reach his/her goals.

**GUILT:** Guilt is the awareness of having done something wrong. The ensuing shame and remorse filled reaction includes an accusatory self-reproach for inadequacy or wrongdoing.

Nadine Gordimer, "The heat of **shame** mounted through her legs and body and sounded in her ears like the sound of sand pouring."

Erma Bombeck, "This has been changed to the present tense from the original, which read: "I figured out long ago that **guilt** was like mothers. Everyone in the world had at least one. And it was passed down like a torch to the next generation."

Henry Slesar, "Branded with his **guilt** as if he were tattooed."

Raymond Chandler "Looked as **guilty** as if he'd kicked his grandmother."

Synonyms:

**Shame:** Shame is the painful emotion caused by a strong sense of guilt, embarrassment, unworthiness, or disgrace. Shame is an emotion that brings dishonor, disgrace, or condemnation.

Mary Gordon, "**Shame** came over me like a blanket of steam.

Saul Bellow, "He felt a drench of **shame** like a hot liquid over his neck and shoulders."

Mary McCarthy, "Waves of **shame** ran through her, like savage internal blushes."

**Chagrin:** Chagrin is a keen feeling of mental unease, as of annoyance or embarrassment, caused by failure, disappointment, or a disconcerting mortifying event.

Henry David Thoreau, "Silence is the universal refuge, the sequel to all dull discourses and all foolish acts, a balm to our every **chagrin**, as welcome after satiety as after disappointment."

Michel Eyguen De Montaigne, "There is no **chagrin** that life cannot consol."

**Embarrassment:** Embarrassment is the shame you feel when your inadequacy or guilt made public. The awkward feeling when you did something silly or stupid and people noticed it.

Wilson Mizner, "To my **embarrassment** I was born in bed with a lady."

Joe Valachi, "You can imagine my **embarrassment** when I killed the wrong guy.

Lloyd Byron, "He scratched his ear, the infallible resource to which embarrassed people have recourse."

Elizabeth Perkins, "Right now, my daughter`s just rolling her eyes at everything I do; I`m just an embarrassment."

He/She continually belittles himself/herself, suffers from guilt, and puts down and overlooks his/her genuinely good qualities.

Guilt feelings bedevil him/her compelling him/her to believe anything that goes wrong is a mortal fault of theirs. This in spite of the fact he/she is contentious, hard working and reliable.

He/She thinks he/she is lazy should he/she get tired out which leaves them unable to carry on.

He/she feels he/she is neglecting his/her duties if he/she relaxes or enjoys something.

His/Her extreme work ethic forbids him/her from just relaxing and having fun. Taking a few days off for example leaves him/her feeling guilty and ashamed.

Past painful experiences imaginary or otherwise leave him/her feeling guilty and depressed.

He/She is hard on them self.

They have a strict conscience that constantly punishes them and will not let up for a moment.

For every imaginary transgression, imagined or otherwise, an inner voice forces them to make amends and expiations.

They are idealists. They get disillusioned a lot.

They have a deep sense of honor and integrity.

They are willing to make sacrifices for the people and things they believe in.

He/She habitually looks over his/her shoulder to see if someone is judging him/her and frowning at him/her wanting.

They are ever alert looking for the good in good people. At the same time he/she looks out for the bad in bad people too. Bad is always there, good is there sometimes but not so often.

He/She fears if he/she relaxes his/her vigilance he/she will yield to anything tempting and dangerous, the forbidden fruit.

He/She struggles to list his/her good qualities. Ask him/her for their negative qualities. He/She instantly catalogs them for you in detail.

He/She is compulsively nice to people out of a sense of guilt.

He/She sacrifices his/her desires and overlooks the pleasures that are out there in life.



He/She has little to no idea of how to have fun.

**HARMONY:** Harmony reflects situations in which people live and work well with other people and in a way that does not damage social relations, and where people believe that most people are honest, decent, trustworthy kind, sympathetic, cooperative, warm, and considerate.

Marta Davidovich Oculy, "What is **harmony**? It's a feeling of smooth, easy flowing elements coming together in a way that brings pleasure to all."

William Shakespeare, "They say the tongues of dying men enforce attention, like deep **harmony**: Where words are scarce, they're seldom spent in vain."

Albert Einstein, "The Three Rules of Work: 1. Out of clutter, find simplicity. 2. From discord, find **harmony**. 3. In the middle of difficulty, lies opportunity."

Synonyms:

**Conflict-avoidance:** Conflict avoidance is a method of dealing with incompatibility, which attempts to avoid directly confronting the issue at hand. Methods of doing this can include changing the subject, putting off a discussion until later, or simply not bringing up the subject of contention. Conflict avoidance is a temporary measure to buy time or withdrawing from a relationship, or as permanent means of disposing of a matter.

Turner, Stephen P (University of South Florida) and Frank Weed 1983  
Conflict in organizations (Practical solutions any manager can use), 1983),

**Feeling-swallowers** are those who swallow their feelings. They smile even if the situation is causing them pain and distress. They behave thus because they consider the approval of other people important and feel that it would be dangerous to affront them by revealing their true feelings.

**Subject-changers** are those who find the real issue too difficult to handle. They change the topic by finding something on which there can be some agreement with the conflicting party. According to Turner and Weed, this response style usually does not solve the problem; instead, it can create problems for the people who use this and for the organization in which such people are working.

**Avoiders:** Those who go out of their way to avoid conflict.

**Balance:** Balance is a stable psychological state reflecting emotional stability, composure, and equanimity.

Ralph Waldo Emerson, "“Evermore in the world is this marvelous **balance** of beauty and disgust, magnificence, and rats.”"

Duff Goldman, "I'm a neurotic Jew who doesn't want loans. I can't even carry a **balance** on my credit card without having a nervous breakdown."

**Stability:** Stability enables an individual to have appropriate feelings about common experiences and act consistently in a rational manner with steadiness of mood, the ability to withstand minor setbacks, failures, difficulties, and other stresses without becoming emotionally upset.

Emotionally stable persons tolerate minor stresses and strains of day-to-day living without becoming emotionally upset, anxious, nervous, tense, or angry. They are able to maintain composure under minor emotional stress. They are fairly constant in their basic mood, and they generally revert quickly to that state following those occasions when they have experienced considerable stress or have been exceptionally provoked. The unstable person, on the other hand, is subject to fairly wide, frequent, and often unpredictable mood shifts that may swing from pole to pole.

**Serenity:** Serenity is the absence of mental stress, anxiety, and troubling emotions.

Keith Miller, "I have learned to like myself for the first time and to have some **serenity**."

Johnny Miller, "**Serenity** is knowing that your worst shot is still pretty good."

He/She lives and works well with other people and in a fashion that does not damage social relations.

He/She believes most people are honest, decent, trustworthy kind, sympathetic, cooperative, warm, and considerate.

He/She avoids directly confronting the conflicting issue at hand as a means of escaping taking responsibility with any untoward results.

He/She changes the subject when threatened, puts off the discussion until later, or simply does not bring up the subject of contention.

He/She buys withdraws from a threatening relationship as a means of permanently disposing of a matter.

He/She is a feeling-swallower when coming under pressures he/she is not able to handle immediately. They smile when a situation is causing them pain and distress. They feel the approval of other people of the utmost importance. He/She is afraid of getting hurt by affronting them directly.

He/She changes the subject when the real issue too difficult for them to handle.

He/She changes the topic in order to find some point of agreement with the conflicting party.

He/She goes out of their way to avoid a conflict.

He/She possesses appropriate feelings about common experiences and acts consistently in a rational manner, as well as the ability to withstand minor setbacks, failures, difficulties, and other stresses without becoming emotionally upset.

He/She tolerates minor stresses and strains of day-to-day living without becoming emotionally upset, anxious, nervous, tense, or angry.

They are able to maintain composure under minor emotional stress.

He/She is constant in their basic mood. He/She reverts quickly to that mood state following those occasions when they have experienced considerable stress or have been exceptionally provoked.

He/She needs an environment where there is little stress or conflict.

He wants everyone to be happy and trouble-free. He/She will go to great lengths to avoid situations where they would hurt another person's feelings.

They find the threat of a conflict destructive. They flee confrontations that could potentially expose them to such threats.

He/She would rather switch than fight.

He/She needs harmony in the work place.

He/She values harmony. He/She does his/her best to create a serene atmosphere backdrop where their best efforts can be fashioned.

His/Her even-tempered nature keeps him/her on an even keel.

The slightest hint of contention raises his anxiety level unbearably.

Teamwork in harmonious surroundings is a top priority for them.

H/She fills his/her office with sounds of music and green plants.

He/She is a concealer taking no risks, saying nothing. He/She conceals his/her views. He/she becomes invisible to avoid becoming a target for rebuke, criticism, and offense.

In the workplace, he/she avoids dealing directly with conflicts among co-workers by simply separating these workers from each other.

He/She smiles a disingenuous smile throwing off a situation if it causes him/her pain and distress. He/She considers the approval of other others' more important than his/her feelings.

He/She knows from painful past experiences that it would be dangerous to confront them and becoming vulnerable by revealing their true feelings.

He/She finds the real issues of a conflict too difficult to handle. He/She changes the topic by finding something on which there can be some agreement with the conflicting party. This does not solve the problem usually. Instead, it creates problems for him/her and for the place where he/she is working.

HUMOR: Humor is the ability to perceive, enjoy, or express what is amusing, comical, incongruous, or absurd. Humor amuses others with verbal tricks, jokes, unusual gestures, and strange gestures. Humor is a message whose ingenuity, verbal skill, and incongruity have the power to evoke laughter.

Dorothy Canfield Fisher, "**Humor**... like good cheese, mellowed and ripened by age."

Harold Adams, "**Humor**, like history ... repeats itself like a Gila monster."

William James, "Common sense and a sense of **humor** is the same thing, moving at different speeds. A sense of humor is just common sense, dancing."

Mary Roberts Rinehart, "Man's sense of **humor** seems to be in inverse proportion to the gravity of his profession."

Synonyms:

Wit: *Wit* is intellectual keenness and the ability to perceive and express in a diverting way analogies between dissimilar things.

Dorothy Parker, "**Wit** has truth in it; wisecracking is simply calisthenics with words."

Thomas Fuller, "As much **wit** as three folks, two fools and a madman."

Aaron Arrowsmith, "Sharp **wit** like sharp knives; do often cut their owner's fingers."

Henry James, "**Wit** ... like a quick-flashing blade."

Benjamin Disraeli, "**Wit** ... like champagne, not only sparkles, but is sweet."

Douglas Jerrold, "**Wit**, like money, bears an extra value when rung down as soon as it's wanted."

John Selden, "**Wit** must grow like fingers."

Sydney Smith, "**Wit** ... penetrates through the coldness and awkwardness of society, gradually bringing men nearer together, and, like the combined force of wine and oil, giving every man a glad heart and a shining countenance."

Aristippus (Student of Socrates), "**Wit**, without learning, is like a tree which bears no fruit."

Josh Billings, "**Wit**, without wisdom, is like a song without sense; it does not please long."

Repartee: A sharp, witty, adroit, clever, bon mot or aphoristic remark made as a reply in a conversation.

Mark Twain, "Repartee is something we think of twenty-four hours too late."

Ann Coulter, "I love to engage in repartee with people who are stupider than I am."

Repartee Examples:

At a 1912 dinner party, Lady Astor became annoyed at an inebriated Churchill, who was pontificating on some topic. Reaching the end of her patience, she blurted out, "Winston, if you were my husband, I'd put poison in your coffee." Churchill famously replied, "Nancy, if you were my wife, I'd drink it."

A British MP to Benjamin Disraeli: "Sir, you will either die on the gallows or of some unspeakable disease."

"That depends, sir," said Disraeli, "on whether I embrace your policies or your mistress."

"If you find it hard to laugh at yourself, I would be happy to do it for you."

"Are those your eyeballs, I found them in my cleavage."

"Nice perfume, must you marinate in it?"

"I wish we were better strangers."

"I shall always cherish the original misconception I had of you."

"I see you're still working on your random intelligence."

"Anyone who told you to be yourself gave you the worst advice possible."

"I can't believe that out of 10,000 sperm, you were the quickest."

"Not everyone is annoying, some are dead."

"Other than being disgusting, irritating, stupid, and smelly, you're actually quite okay."

"If ignorance is bliss, you must be the happiest person alive."

"Don't be humble, you're not that great."



"If you can't be a good example, then you'll just have to be a horrible warning."

"I never forget a face, but in your case I'll make an exception."

"Some cause happiness wherever they go; you whenever you go."

"If you can't be a good example, then you'll just have to be a horrible warning."

His/Her sense of humor disarms thorny situations. It brings them through many potentially luckless social situations unscathed.

A lively sense of humor tempers their otherwise sober outlook on life.

A hilarious sense of humor makes for a lively, entertaining environment.

Their sharp, cutting wit left unchecked could erupt into spiteful sarcasm.

Gentle hearts, playful souls and twinkling eyes, matched by a ready smile are his/her trademarks.

A charming sense of humor merges with a natural timing for saying just the right thing at exactly the right moment.

A subtle amusing sense of humor blends with the playfulness and entertaining side of his/her social forays.

His/Her willingness to hear others out, paves their way with delicate diplomatic maneuvers, to connect with people who sense their empathic nature and feel that there is room for them in their lives too.

Their enthusiasm and their ability to laugh with others and at them self are barriers to becoming rigid, opinionated, and narrow-minded.

He/She does not have hardening of the arteries. He/She has hardening of the categories.

He/She manages to laugh at situations where things are going haplessly bad.

He/She has mastered subtle masked communication techniques. He/She covertly employs them to induce others to be instantly suggestible and receptive to whatever he/she wishes.

He/She is on the alert for subtle undertones in a conversation. His/Her visceral sense of the irony, satire, sarcasm, deceptions and contradictions flowing in the subterranean depths beneath a conversation is accurate and chilling at the same time. Those persons engaged in the excitement of rapid repartee lay bare with an unnervingly ironic accuracy each other's embarrassing personal qualities, such as they are.

Their sense of humor and adaptability are a balm that keeps the wheels of their relationships running smoothly.

Their smooth sense of humor eases them out of many uncomfortable social situations.

His/Her smile is as constant a feature on their face as his/her nose. Things really have to get bad before he/she admits it is a rainy day.

His/Her dynamic presence lights up the room.

An agile mind, quick wit, and ready wordplay made him/her a favorite at dinner parties.

His/Her dialog crackles with snappy banter that is altogether too clever at times except for those persons who know the intended targets and accept the humor involved.

His/Her audiences have a great time booing his/her haughty pirated one-liners and relish the tit-for-tat jousting.

**IDEALIST:** An idealist is someone guided by ideals than by practical considerations, whose conduct is often in conflict with practical considerations, and is at time unrealistic and impractical.

W. Somerset Maugham (Of Human Bondage), "The **idealist** withdrew himself, because he could not suffer the jostling of the human crowd; he had not the strength to fight and so called the battle vulgar; he was vain, and since his fellows would not take him at his own estimate, consoled himself with despising his fellows."

George Carlin, "Scratch any cynic and you will find a disappointed **idealist**."

Alisa Steinberg, "Being an **idealist** is not being a simpleton; without idealists there would be no optimism and without optimism there would be no courage to achieve advances that so-called realists would have you believe could never come to fruition."

Synonyms:

**Dreamer/Day Dreamer:** A dreamer is someone who is guided more by ideals than by practical considerations.

Oscar Wilds, "A **dreamer** is one who can only find his way by moonlight, and his punishment is that he sees the dawn before the rest of the world."

Charlie Chaplin, "A tramp, a gentleman, a poet, a **dreamer**, a lonely fellow, always hopeful of romance and adventure."

James Dean, "**Dream** as if you have forever. Live as if you only have today."

**Romantic:** The romantic is a person who is romantic, idealistic, amorous, and soulful engaging in idealized or sentimental thoughts and feelings of love.

Thomas Wolfe, "Is not this the true **romantic** feeling - not to desire to escape life, but to prevent life from escaping you?"

Mary Shelly (Frankenstein), "I heard of him first in rather a **romantic** manner, from a lady who owes to him the happiness of her life."

Andre Maurois, "We owe to the Middle Ages the two worst inventions of humanity - **romantic** love and gunpowder."

Sentimental: Sentimental means to indulge in the emotions excessively, effusively, or insincerely.

F. Scott Fitzgerald, "I'm a romantic; a **sentimental** person thinks things will last, a romantic person hopes against hope that they won't."

Thomas Huxley, "The world is neither wise nor just, but it makes up for all its folly and injustice by being damnably **sentimental**."

Karl Kraus, "**Sentimental** irony is a dog that bays at the moon while pissing on graves."

Idealism, fluidity of thought, and silky speech links him/her to the creativity found in the graphic arts and print media.

Reality is an anchor that reveals to him/her their unworkable fantasy, fantasy that leads to wanderings that only end in failure.

Underneath it all, they are romantic idealists. They want the best from others. They are sad and disappointed when they discover all together too many of them have feet of clay.

His/Her happiness rests on his/her ability to bring vividly to mind those imperfections and unhappy realizations into which his/her expectations must eventually fall.

His/Her idealism commands great strength and sacrifice.

Romanticism is like looking for perfect love in the sour face of the opposition provided by the steely scowl of the objective world.

Idealism demands perfection. The thrill of his/her imagination sets him/her up for grievous disappointments at the most inconvenient of times.

No real man or woman is flawless. He/She faces the challenge of continuing on in a new relationship after the newness has worn off. Then the mundane, demanding, and tiring routines of daily life creep in. The partner's flaws, foibles, and peculiarities creep in. Disappointment starts to sink in, a little or a lot. Uneasiness slowly raises its head. The skin opposes the soul. Which one will win out in the end?

As card-carrying idealists, he/she will do whatever it takes to move them along to where they want to go. They set their sights at such high levels reality begins to play cat and mouse with them.

**IMPATIENT:** The adjective 'impatient' points to a person who cannot wait for something to happen. They cannot endure irritation, opposition, or tolerate idleness. They cannot wait to get started. Any delay or opposition to their intentions makes them short-tempered.

George Carlin, "When someone is **impatient** and says, "I haven't got all day." " I always wonder how can that be? How can you not have all day?"

William Shakespeare (*Much Ado About Nothing*, (2.1.348-349). "Time goes on crutches till love have all his rites."

[The aged figure of Time, typically shown with a beard, is often depicted with wings (proverbially, "Time flies"). Here, however, the **impatient** Claudio refers to an opposing image of Time, suggesting that Time goes too slowly (on crutches) for those in love who eagerly anticipate the joys and pleasures of marriage.]

Marilyn Monroe, "I'm selfish, **impatient**, and a little insecure. I make mistakes, I am out of control and at times hard to handle."

Synonyms:

**Eager:** Eager shows a keen interest, an intense desire, or an impatient expectancy for something to happen.

Frank A. Clark, "The reason there's so much ignorance is that those who have it are so **eager** to share it."

Billy Burke, "Ziegfeld has been portrayed as a man who pursued women. I have even come across a word which, in regard to him, is not only vulgar but incredibly inaccurate. The word is Chaser." By all the pink-toed prophets, Flo Ziegfeld was never that! Flo never pursued any woman. He was cool and aloof and difficult. But there were times, more times than I prefer to recall, when he made a woman **eager** for his approval by a mere look, or a small expression, or by a slight grasp of her elbow, a low mumbling request to dance. That was all the effort he ever had to make."

Charles Maurice De Talleyrand-Péetrograd, "The masses are always **eager** to believe something, for their benefit nothing is so easy to arrange as facts."

**Enthusiastic/Enthusiasm:** Enthusiastic is showing great excitement, interest, animation, vigor, or liveliness.

Marlene Dietrich, "Latins are tenderly **enthusiastic**. In Brazil they throw flowers at you. In Argentina they throw themselves."

Manfred von Richthofen, "One can become **enthusiastic** over anything. For a time I was delighted with bomb throwing. It gave me a tremendous pleasure to bomb those fellows from above."

Julio Cortázar, (*Around the Day in Eighty Worlds*), "Now that I think about it, it seems to me that's what Idiocy is: the ability to be **enthusiastic** all the time about anything you like, so that a drawing on the wall does not have to be diminished by the memory of the frescoes of Giotto in Padua."

Rash: Rash is acting without due consideration or thought, excessive hast, or impetuosity.

Bode Miller, "I really am a thinker. I don't do things **rash**. I know some of the things I've said or the way I act seem **rash**. But I do take ownership of it. I don't say things I don't mean."

Seneca, "It is **rash** to condemn when you are ignorant."

Virginia Woolf, "'For if it is **rash** to walk into a lion's den unarmed, **rash** to navigate the Atlantic in a rowing boat, **rash** to stand on one foot on top of St. Paul's, it is still more **rash** to go home alone with a poet."

Racing: Racing is moving or functioning at top speed while out of control. It is also an urgent need to run, move, or go swiftly.

Racing thoughts may take over a person's consciousness. Thoughts, music, and voices might be zooming through one's mind. There also might be a repetitive pattern of melody or Soto vocis voice and urgency not associated with any recognizable "sound." It is an overwhelmingly irritating feeling, which can result in losing track of time.

Puff Daddy, "My mind is always **racing**, and always going and always working, and it's a gift and a curse."

Jessica Savitch, "You can easily die **racing** to cover a bank robbery as you can in a war zone."

Lily Tomlin, "The trouble with the rat **race** is that even if you win, you're still a rat."

Sherlock Holmes, "My mind is like a **racing** engine, tearing itself to pieces because it is not connected up with the work for which it was built."



He/She cannot wait for something to happen.

He/She cannot endure or manage irritation, opposition, tolerate idleness. They cannot wait to get started. Any delay or opposition makes them short-tempered.

He/She has a keen interest, an intense desire, or an impatient expectation for something to happen.

He/She thrives on excitement. He/She everything that happens interests him/her. He/She is animated, lively, and vigorously pounces on all opportunities that promise fun, pleasure, and thrills.

They are the quintessence of enthusiasm as Marlene Dietrich exclaims, "Latins are tenderly **enthusiastic**. In Brazil they throw flowers at you. In Argentina they throw themselves."

Their minds race ahead uncontrollably. They are not able to control their thoughts, at least not without great effort.

They must deliberately slow down their mental processes to help those who are not as quick to understand what they are saying. This makes them impatient, and it shows.

The urge to race on despite everything in their way drives him/her to rush the completion of a task. Many essential and important details fall by the wayside. The outcome is frequently in question.

His/She is impatient when confronted with time wasting small talk which makes others feel rushed, anxious, and often confused.

He/She is at his/her best when approaching interesting novel problems containing surprises.

He/She and is not happy dealing with long, drawn out repetitive, routine details that require processing of tediously and lengthy design or product changes.

He/She changes the subject abruptly when confronted with the prospect of talking about their personal feelings. They just don't have the patience for that sort of thing. They want to get on with life, not talk about it.

He/She is impatient if he/she has to wait for others to keep up with him/her. He/She wants things to be finished immediately or sooner if immediately doesn't cut it.

He/She investigates critically those issues contained in the information immediately available to satisfy his/her need for more in-depth data. He/She digs hard to get at all of the facts before making a decision.

He/She becomes impatient, irritated, and frustrated should the requirements not meet of his/her standards and do not raise to his/her expectations.

Being forced to wait makes him/her edgy and nervous.

He/She fidgets if forced to stand in line.

His/Her impatience makes him/her look irritable and cross, which he/she is most of the time anyway.

When he/she has not taken the time to do things correctly the first time around, because he/she acted rashly, he/she will suffer the consequences.

He/She is easily annoyed. His/Her impatient flair ups telegraph to those around they had better "walk on eggs" from here on out.

**IMPULSIVE:** Impulsive behaviors refer to acting without forethought without regard to the consequences. Arbitrary actions arising out of sudden desires, whims, or inclinations pop up without apparent external causes rather than careful thought and planning.

Byng L. Cranmer (A Lute of Jade), "We can imagine this bold, careless, **impulsive** artist, with his moments of great exaltation and alternate depression, a kind of Chinese Paul Verlaine, with his sensitive mind of a child, always recording impressions as they come."

David Fassler, "Almost all of us do things that are **impulsive**, irresponsible and out of character (as teenagers). That's really tied to how (young people's) brains work ... Fortunately, most people don't commit heinous crimes. But, almost everyone can look back on things they did as adolescents and say to themselves, 'What was I thinking?'

Elton John, "We were both very much the same. We were both very **impulsive**. We both loved life. We both loved shopping. We both had a love of clothes, obviously, because he was the designer that I kind of wore forever and ever."

Synonyms:

**Spontaneous:** Spontaneous refers to an action arising from an uninhibited personal impulse without an apparent external cause.

Charles Dickens (Bleak House), "The possibility of what is called **spontaneous** combustion has been denied since the death of Mr. Krook; and my good friend Mr. Lewes."

Erma Bombeck, "Humor is a **spontaneous**, wonderful bit of an outburst that just comes. It's unbridled, it's unplanned, it's full of surprises."

Maria Montessori, "If an educational act is to be efficacious, it will be only that one which tends to help toward the complete unfolding of life. To be thus helpful it is necessary rigorously to avoid the arrest of **spontaneous** movements and the imposition of arbitrary tasks."

**Impetuous:** Impetuous is the heedless, carelessness, lack of responsibility and planning, or sober regard for the consequences of one's actions.

Jim Murray, a race driver who was] "...flamboyant, **impetuous**, disdainful of death."

William Shakespeare (King Henry VI, part 3), "'**Hasty** marriage seldom proveth well."

Aesop's Fables (The Man, The Horse, The Ox, And the Dog, p.139), "The Horse chose his earliest years and gave them his own attributes: hence every man is in his youth **impetuous**, headstrong, and obstinate in maintaining his own opinion."

Erratic: Erratic is irregular performance, behavior, or attitude combined with inconsistency and sudden unpredictable changes.

Virginia Woolf, "What is meant by 'reality?' It would seem to be something very **erratic**, very undependable -- now to be found in a dusty road, now in a scrap of newspaper in the street, nor a daffodil in the sun. It lights up a group in a room and stamps some casual saying."

Flighty: Flighty characterizes capricious, unstable, irresponsible, or stupid behavior.

J.K Rowling (Harry Potter and the Half Blood Prince), Albus Dumble - "And now Harry, let us step out into the night and pursue that **flighty** temptress adventure."

Christine de Pizan (*The Letter of the God of Love*), "Yet if women are so **flighty**, fickle, changeable, susceptible, and inconstant (as some clerks would have us believe), why is it that their suitors have to resort to such trickery to have their way with them? And why don't women quickly succumb to them, without the need for all this skill and ingenuity in conquering them? For there is no need to go to war for a castle that is already captured.

Therefore, since it *is* necessary to call on such skill, ingenuity, and effort in order to seduce a woman, whether of high or humble birth, the logical conclusion to draw is that women are by no means as some men claim, or as easily influenced in their behavior. And if anyone tells me that books are full of women like these, it is this very reply, frequently given, which causes me to complain. My response is that women did not write these books nor include the material which attacks them and their morals. Those who plead their cause in the absence of an opponent can invent to their heart's content, can pontificate without taking into account the opposite point of view, and keep the best arguments for themselves, for aggressors are always quick to attack those who have no means of defense. But if women had written these books, I know full well the subject would have been handled differently. They know that they stand wrongfully accused, and that the cake has not been divided up equally, for the strongest take the lion's share, and the one who does the sharing out keeps the biggest portion for himself."

William Shakespeare

(Macbeth Act 4, Scene 1, lines 145-8), "The **flighty** purpose never is o'ertook /  
Unless the deed go with it: from this moment /  
The very firstlings of my heart shall be /  
The firstlings of my hand."

Capricious: Capricious is characterized by sudden impulsive unpredictable changes in attitude, mood, and fickle behavior.

John Cheever, "I do not understand the **capricious** lewdness of the sleeping mind."

Dennis Miller, "I've always loved the flirtatious tango of consonants and vowels, the sturdy dependability of nouns and **capricious** whimsy of verbs, the strutting pageantry of the adjective and the flitting evanescence of the adverb, all kept safe and orderly by those reliable little policemen, punctuation marks. Wow! Think I got my ass kicked in high school?"

Virginia Woolf (Orlando), "Memory is the seamstress, and a **capricious** one at that. Memory runs her needle in and out, up and down, hither and thither. We know not what comes next, or what follows after. Thus, the most ordinary movement in the world, such as sitting down at a table and pulling the inkstand towards one, may agitate a thousand odd, disconnected fragments, now bright, now dim, hanging, and bobbing and dipping and flaunting, like the underlinen of a family of fourteen on a line in a gale of wind."

Hasty: Hasty refers to activities done with very great haste and urgency without due deliberation.

J.R.R. Tolkien, (The Two Towers - Treebeard), "But I spoke **hastily**. We must not be **hasty**. I have become too hot. I must cool myself and think; for it is easier to shout *stop*, than to do it."

Arthur Geddes, "...**hasty** makeshifts take the place of planning."

He/She frequently acts without forethought or without regard to the consequences.

He/She is inconsistent and subject to sudden mood changes.

He/She is capricious, unstable, irresponsible, and does stupid things.

Impulsive acts rid them of their anxiety. They take off on a whim and do what makes them feel good right now.

They do what is expected and demanded of them when forced to perform to a specified standard.

He/She jumps capriciously from one thing to another. Many half-done projects are left hanging in the air, incomplete.

He/She needs a supervisor nearby who gives him/her plenty of space and time to work on their own. Having someone nearby to offer solutions to problems on a regular basis will help him/her complete their assignments.

If left to their own devices, they are tempted to leave a job before it is finished and take up something that is more appealing and fund.

He/She works in fits and starts. Their irregular uncoordinated tempo scatters things about. They drop things and do not pick them up again leaving a mess behind that others have to pick up and finish for them.

He/She is impatient and eager to get moving.

He/She jumps to conclusions at the drop of a hat.

He/She is observant. He/She he looks for information that confirms his/her own biases and prejudices. His/Her one-sided approach to problem solving frequently blind-sides him/her to other possible solutions. His/Her ability to make sound judgments is compromised.

They throw themselves into personal relationships with a white-hot intensity. These passionate affairs burn them self out quickly.

They get bored quickly. They do not tarry long in an intimate relationship.

They jump into new activities without a second thought.

They react quickly to people and situations. He/She responds spontaneously to other peoples' presence, and is sensitive to other peoples' movements.

They react instantly to situations.

They rush into anything that looks exciting. Sometimes they find them self in deep trouble.

They jump on any opportunity to get things going. They habitually neglect the possible consequences of their rash actions.

The past and the future lock them into a perpetual struggle and tear at them to reach a resolution. When they finally decide to try something new they act on impulsive. Initial caution, if it ever existed for even one moment, gives way to impetuosity. They jump in with both feet. This creative versatility drives them to move on. It also drives others crazy.

Inactivity annoys him/her terribly. He/She cannot resist acting out to vaporize his/her irritation in one fell stroke. He/She does plan for the consequences. He/She moves just for the sake of movement.

Long-term employment is not interesting to him/her.



His/Her work mode and social style are erratic. He/She reacts to one situation in one particular way, but when a similar circumstance occurs a completely different response occurs. It is upsetting to others.

They go with their gut reaction, following their hunches improvising as they go along.

They may be very happy and upbeat, or they may be down and angry, but any mood does not last for long.

They welcome interruptions to the daily schedule and are on the lookout for the next unplanned, interesting, and thrilling event.

It is not easy for them to think objectively. They react immediately to what gets their juices flowing and go with the flow.

His/Her emotions and impulses are his/her master. He/She does try to control them, however.

He/She does not know how he/she really feels or what he/she wants. He/She lives in the perpetual moment. The impulse of the moment rules.

**INDEPENDENT:** Independent refers to being free from the influence, guidance, or control of others. An independent person is capable of acting for oneself without assistance, guidance, or direction from others.

Sigmund Freud, "The tendency to aggression is an innate, **independent**, instinctual disposition in man... it constitutes the powerful obstacle to culture."

Virginia Woolf, "The man who is aware of himself is henceforward **independent**; and he is never bored, and life is only too short, and he is steeped through and through with a profound yet temperate happiness."

#### Synonyms:

**Self-reliant:** Self-reliant refers to being free from external control and constraint as well as having confidence in and exercising one's own powers of judgment.

Edward Phillips Oppenheim (A Millionaire of Yesterday), "A strong and **self-reliant** man, he had all his life ignored companionship, had been well content to live without friends, self-contained and self-sufficient."

**Autonomous:** Autonomous refers to acting in accordance with rules and principles of one's own choosing.

Eric Hoffer, "There is a totalitarian regime inside every one of us. We are ruled by a ruthless politburo which sets our norms and drives us from one five-year plan to another. The **autonomous** individual who has to justify his existence by his own efforts is in eternal bondage to himself."

Transformers (Film 2007), "Optimus Prime: [Introduction to Sam], My name is Optimus Prime. We are **autonomous** robotic organisms from the planet Cybertron."

Transformers (Optimus Prime Closing Line), "With the Allspark gone, we cannot return life to our planet. But fate has yielded its own reward: a new world to call home. We live among its people now, hiding in plain sight, but watching over them in secret, waiting...protecting. I have witnessed their capacity for courage, and though we are worlds apart, like us, there's more to them than meets the eye. I am Optimus Prime, and I send this message to any surviving Autobots taking refuge among the stars: We are here. We are waiting."

Eric Arthur Glair Orwell (Inside the Whale, inside The Whale), "The novel is practically a Protestant form of art; it is the product of the free mind, of the **autonomous** individual."

Self-sufficient: Being self-sufficient is the ability to provide for oneself without the help of others.

Joseph Wood Krutch, "The snow itself is lonely or, if you prefer, **self-sufficient**. There is no other time when the whole world seems composed of one thing and one thing only."

Urban Dictionary, "A person who is, relatively, **self-sufficient** has a few close friends, as opposed to extroverts who are needy and have no friends but dozens of acquaintances."

As a **self-sufficient** introvert, John was comfortable holing up for several days working on his term papers.

Self-contained: Self-contained suggests the ability to control one's feelings or emotions in the presence of others and able to keep one's feelings, thoughts to oneself.

Mary Elizabeth Braddon (*Lady Audley's Secret*), "Phoebe Marks was a person who never lost her individuality. Silent and **self-contained**, she seemed to hold herself within herself, and take no colour from the outer world."

Camille Paglia, "Sex is metaphysical for men, as it is not for women. Women have no problem to solve through sex. Physically and psychologically, they are serenely **self-contained**. They may choose to achieve, but they do not need it. They are not thrust into the beyond by their own fractious bodies. But men are out of balance; they must quest, pursue, court, or seize.... How often one spots a male pigeon making desperate, self-inflating sallies toward the female, as again and again she turns her back on him and nonchalantly marches away. But by concentration and insistence he may carry the day. Nature has blessed him with obliviousness to his own absurdity." (Paglia does not seem to like men very much☺).

He/She is capable of acting for them self without assistance, guidance, or direction from others.

It is essential that he/she be independent and fully autonomous. He/she needs to have people around him, however, just to be sure.

His/Her happiness follows from his/her not being forced fit into a routine.

He/She does things his/her way.

Freedom to express his/her creative and original ideas independent of what others think or do is tantamount.

He/She resists authority. He/She has no patience with bureaucratic red tape.

People lording it over him/her is anathema.

He/She is an excellent addition to any team where he/she can be counted on to produce fine work. That is as long as he/she gets autonomy and freedom to make his/her own decisions.

He/She wants to be in charge. He/She makes his/her own decisions.

He/she approaches life and relationships rationally. He/She is independent and self-sufficient. She has little need for close personal relationships.

He/She rejects gratuitous feedback that is faultfinding, critical of their plans, or critical of their work, and is judgmental, stupid, and irrelevant.

They look for their own answers. The conventions of society do not bind or limit them any more than opposition from realities' do.

They are lively, good-humored people who do their own thing. They are fiercely independent. They are not bound by the same conventions as most everyone else. They improvise as they go along.

They make their own rules as they go along. They are not interested in being told what to do by anyone.

They need independence and personal space. They demand to be in charge of their own future.

Intimate partners have to be solidly in touch with their own lives and strengths. These partners need to give them the space they require. Someone who is clinging and emotionally needy is rejected.

They make their own rules and live by them. They are not concerned with what others think or say about them.

He/She holds fast to strong opinions about most things. He/She stands firm in his/her beliefs despite opposition.

It is important that he/she have the autonomy to do things the way he/she wants. He/She dislikes a rigid schedule or performing the same tasks day-in-and-day-out.

He/She wants to make things work out well. He/she does his/her best to please others. It is also important for them to be independent while doing so.

He/She does not tolerate weakness in himself/herself or anybody else for that matter.

He/She wants to assume the responsibility of taking charge of projects, directing the efforts of others, as well as creating and creating the design features of the project.

He/She enjoys making his/her own decisions. He/She treasures his/her independence. He/She does not appreciate others telling him/her what to do.

He/She doesn't need or want supervision. He/She will resist and when necessary sabotage supervision wherever and whenever it occurs.

He/She will do what he/she thinks is best to assure his/her interests.

He/She resents the heavy-handed use of authority, any authority.

He/She is a self-starter.

INITIATIVE: Initiative is the power to act or take charge before others do. Initiative is the ability to assess and initiate things independently.

Holbrook Jackson, "Genius is **initiative** on fire.

Victor Hugo, "**Initiative** is doing the right thing without being told."

Bill Maher, "I think flying planes into a building was a faith-based **initiative**. I think religion is a neurological disorder."

Synonyms:

Enterprise: Enterprise is the willingness to undertake new ventures. It is a purposeful, industrious undertaking, especially one that requires effort and boldness.

Thomas Jefferson, "A strong body makes the mind strong. As to the species of exercises, I advise the gun. While this gives moderate exercise to the body, it gives boldness, **enterprise**, and independence to the mind. Games played with the ball, and others of that nature, are too violent for the body and stamp no character on the mind. Let your gun therefore be your constant companion of your walks."

Henry David Thoreau, "Distrust any **enterprise** that requires new clothes."

Eric Fromm, "There is hardly any activity, any **enterprise**, which is started out with such tremendous hopes and expectations, and yet which fails so regularly, as love."

Ingenuity: Ingenuity refers to being clever, original, inventive, and making contrivances involving creative thinking.

George Smith Patton, "Never tell people how to do things. Tell them what to do and they will surprise you with their **ingenuity**."

Douglas Adams (Mostly Harmless), "A common mistake that people make when trying to design something completely foolproof is to underestimate the **ingenuity** of complete fools."

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Howard Zinn, (*You Can't Be Neutral on a Moving Train, A Personal History of Our Times*), "I see this as the central issue of our time: how to find a substitute for war in human **ingenuity**, imagination, courage, sacrifice, patience..."

Drive: Drive refers to vigorous effortful, energetic, ambitious, striving towards a goal. In addition, drive suggests an inner urge to go after a goal.

Dennis Waitley, "Success is almost totally dependent upon **drive** and persistence. The extra energy required to make another effort or try another approach is the secret of winning."

Sigmund Freud, "A certain degree of neurosis is of inestimable value as a **drive**, especially to a psychologist."

Henny Youngman, "How to **drive** a guy crazy: send him a telegram and on the top put 'page 2'."

Self-starter: Self-starter refers to someone who is strongly motivated and displays an unusual amount of initiative. A self-starter undertakes projects spontaneously without needing to be encouraged to do so.

Bertie Charles Forbes, "How you start is important, very important, but in the end it is how you finish that counts. It is easier to be a **self-starter** than a self-finisher. The victor in the race is not the one who dashes off swiftest but the one who leads at the finish. In the race for success, speed is less important than stamina. The sticker (striver) outlasts the sprinter in life's race. In America we breed many hares but not so many tortoises."

A self-starter may not be the go-getter in launching activity in the first place, however, he/she is quick to recognize opportunities and take the initiative when something advantageous presents itself.

This self-starter likes to set his/her own schedules and carry them out on his/her own time.

They have plenty of initiative. He/She does not have to be told what to do at every step of the way, or have someone peering over their shoulder to make sure that they are doing things right.

Self-directed and always ready for action, it does not matter to them if they are not part of a project from the beginning. They are as content to arrive in the middle and start improvising their way to a satisfactory conclusion.



Taking the initiative in new situations, he/she doesn't wait to be told what to do or what direction to follow. Initially, he/she observes the situation, sees what to be do in order to take it to the next level.

He/She makes quick intuitive decisions, but make sure after wards he/she can back up his/her judgments with logical data and sound reasoning.

They have the ability to take the initiative and begin on their own.

They are conservative persons who feel more secure in positions that relate directly to their experience and education.

He/She aggressively takes the initiative when an opportunity presents itself.

He/She checks the environment first. He/She prefers, however, to take the initiative before proceeding.

He/She is motivated, ambitious, and not afraid of hard work.

He/She initiates activities independently. There is no need to tell him/her to get moving. He/She sees what needs doing and does it.

He/She takes the bull by the horns. He/She marches straight ahead. Nothing stands in his/her way.

He/She is a self-starter who makes use of any-and-all opportunities. He/She is the first to try.

He/She waits for breaks to come to him/her, rather than track them down on their own. Opportunities are lost.

He/She is afraid of unknown territory. He/She hesitates getting started.

**INSECURITY:** Insecurity refers to the anxiety experienced when a person feels vulnerable and filled with self-doubt.

Mark Twain (A Tramp Abroad), "There is a certain embarrassment about applying to the average American hotel clerk, a certain hesitancy, a sense of **insecurity** against rebuff; but you feel no embarrassment in your intercourse with the portiere; he receives your propositions with an enthusiasm which cheers, and plunges into their accomplishment with an alacrity which almost inebriates."

Jeremy Alanda, "**Insecurities** have the ability to shape and mold our minds to live with everything that's bad; like crying on the inside, while smiling on the outside...thus creating pain...but, alas, I have the answer; forget about what you thought and enjoy (embrace) what you feel."

Clint Eastwood, I'm interested in the fact that the more **insecure** a man is, the more likely he is to have extreme prejudice."

Synonyms:

Self-doubt: Self-doubt arises from the fear of the unknown, the unfamiliar, and the dread of making decisions of any kind.

Charlotte Bronte (Jane Eyre), "My habitual mood of humiliation, **self-doubt**, forlorn depression, fell damp on the embers of my decaying rage."

Jacqueline McKenzie, "It's just so fragile. The growing sense of 'Oh, God, what am I doing? Am I any good? Will I ever work again?' All those questions of **self doubt**; they do creep in."

Timidity: Timidity is a lack of self-confidence; a feeling of fear of embarrassment and shyness.

Mason Cooley, "**Timidity** keeps me safe and sad in a narrow room."

Sydney Smith, "A great deal of talent is lost to the world for want of a little courage. Every day sends to their graves obscure men whose **timidity** prevented them from making a first effort."

Francois de La Rochefoucauld, "Often laziness and **timidity** keep us within our duty while virtue gets all the credit."

Hesitant/Hesitancy: Hesitant is the wavering, irresolute, and hesitance one experiences when caught in the quandary of indecision leading to being unable to act or decide quickly or firmly when forced to make a decision whose outcome is not known.

Patricia Schroeder, "Many women have more power than they recognize, and they're **hesitancy** to use it, for they fear they won't be loved."

Orlando Batista, "The greatest weakness of most humans is their **hesitancy** to tell others how much they love them while they're still alive."

Mae West, "He who **hesitates** is last."

They need to have a partner who openly shows their affection, appreciation, and love for them.

Feelings of insecurity overwhelm them and push people away.

Bursts of insecurity mix up his/her thoughts to the point they cannot understand what is going on. Their insecurity hides their lack of self-esteem. They become uncommunicative leaving others wondering what is happening. People do not know where they stand.

As a youngster people who had authority over them abused them. He/She is not disposed at the present to assert himself/herself. An emotional protective shell guards him/her now from inappropriate and unwelcome invasions from others.

He/She works best in an environment where he/she knows what is coming up next.

It is difficult for him/her to make changes quickly or easily.

He/She feels most comfortable in situations where clear guidelines provide a sense of predictability.

There are times when they choose to avoid risks in order to succeed.

He/She has many things going for them. They keep their annoying lack of self-confidence hidden from others.

He/She must deal with a nagging sense of inadequacy. He/She believes they cannot compete successfully.

They worry about how others look at them.

They are ill at ease with people they do not know.

He/She is uncomfortable in situations they have not encountered before.

He/She fears rejection. He/She hides from prying eyes. He/She makes up 'new truths' to cover a sense of inadequacy. This makes them feel better at least temporarily.

They create new personas (the self-make masks and facades which satisfy the demands a situation or person makes upon them. These facades do not represent their true personality. This public personality offers an opportunity to pull-the-wool over the eyes of the intrusive, the curious, or the opportunists who could take advantage of him/her.

They you are careful to give exactly the kind of image they expect others to see of them. This assures them control over others and situations in which they find themselves.

He/She proceeds cautiously when putting himself/herself forward. Interacting with others and groups of people is particularly stressful for him/her.

He/She struggles putting his/her best efforts forward.

He/She doubts and underestimates the extent and value of his/her abilities.

They confine them self to those areas and activities where they feel assured of success and approval.

They do not want others to think ill of them.

**INTEGRITY:** Integrity refers to being honest, incorruptible, and the uncompromising in adherence to a code of conduct and values.

Charles Caleb Colton, "Nothing more completely baffles one who is full of tricks and duplicity, than straightforward and simple **integrity** in another."

Spencer Johnson, "**Integrity** is telling myself the truth. And honesty is telling the truth to other people."

WARREN BUFFET (The Tao of Warren Buffet), "In looking for someone to hire, you look for three qualities: **integrity**, intelligence, and energy. But the most important is **integrity**, because if they don't have that, the other two qualities, intelligence and energy, are going to kill you."

Synonyms:

Honor: high respect, as for worth, merit, or rank; integrity in a persons' beliefs and actions.

Mercedes Lackey (Exile's Honor), "**Honor** was never taking the easy way when it was also the wrong one. Never telling a falsehood unless the truth was painful and unnecessary, or a lie was necessary to save others. Never manipulating the truth to serve only yourself. Protecting the weak and helpless; standing fast even when fear made you weak. Keeping your word."

Socrates, (Essential Thinkers - Socrates Barnes & Noble Collector's Library), "The greatest way to live with **honor** in this world is to be what we pretend to be."

Character: The complex of mental and ethical traits marking a person or group.

Mohandas Karamchand Gandhi

"Seven Deadly Sins:  
Wealth without work  
Pleasure without conscience  
Science without humanity  
Knowledge without **character**  
Politics without principle  
Commerce without morality  
Worship without sacrifice."

Charles Chaplin, "A man's true **character** comes out when he's drunk."

W. Somerset Maugham, "When you choose your friends, don't be short-changed by choosing personality over **character**."

Standards: Standards are the manners and ideal behaviors that we expect of ourselves in relation to people and circumstances around us.

Andrew S. Tanenbaum, "The good thing about **standards** is that there are so many to choose from."

Tom Bergeron, "I'm responsible for what I am and what I want to be. I'm not trying to live by another's **standards**."



Morals: Morals are community-accepted rules of conduct with reference to standards of right and wrong and standards of behavior expected of people.

He/She is still in the process of developing a set of principles and ethics by which to live. He/She is not ready for major responsibilities. His/Her choices may not always be in their best interests.

They live by their own internal code of values. They stay true to them self. If they feel they have appeared less than authentic to someone else, they feel they have let them self down.

He/She struggles with the question of whether or not they have chosen the right path in life. Their conviction of genuine self-worth sees them through. In the last analysis they are honest, loyal, and loving persons.



He/She is man/women of personal integrity, they would not think of doing less than their best for someone who treats them fairly.

He/She can be trusted with another's deepest secrets, keep confidences, and never disclose private information.

They are sensitive to others' feelings and reactions and do not criticize another person's activities. Should they suspect another's work is not up to standard, they are willing to take extra pains to investigate ways to refine, clarify, and improve upon it.

He/She does not gossip about others.

This person is true to them self. They are people who have it all together.

He/She had a strong appreciation of what is right and wrong.

Making a good impression is not an overriding concern for him/her.

He/She is not afraid of the disapproval.

He/She stands by his/her beliefs. He/She is a loyal and steadfast friend.

Their personal code of ethics may or may not conform to how other people see and do things.

They make their commitments and stick by them.

They resist efforts to change their personal ideas, attitudes, and outward behavior.

They resist others' attempts to put their own integrity at stake.

He/She has no strong commitment to established values and ethics.

Their loyalty to others is short-lived, if it ever existed at all.

Loyalty and interests in others welfare is problematic.

Their personal thinking and preferences completely govern their behavior.

They march to the beat of their own drummer.

Dishonest behavior is usually rooted in the fear of being afraid of rejection, fear of criticism by someone about whom one deeply cares, wanting slavishly to please people, and a myriad of other disappointments that guarantee a person is going to stumble upon in life.

Intelligence: Intelligence is the capacity for learning, reasoning, and understanding; the aptitude in grasping truths, relationships, facts, meanings; the ability to think through and understand how things are, work, and mean. This is especially so for abstract complicated ideas.

Albert Einstein, "It's not that I'm so smart, it's just that I stay with problems longer."

Albert Einstein, "The true sign of **intelligence** is not knowledge but imagination."

Ernest Hemingway, "An **intelligent** man is sometimes forced to be drunk to spend time with his fools."

Stephen Hawking, "**Intelligence** is the ability to adapt to change."

Synonyms:

Cerebral: Cerebral characterizes the use of the intellect rather than intuition, emotions, or instinct.

Jim Morrison, "Cinema is most totalitarian of the arts. All energy and sensation is sucked up into the skull, a **cerebral** erection, skull bloated with blood. Caligula wished a single neck for all his subjects that he could behead a kingdom with one blow. Cinema is this transforming agent. The body exists for the sake of the eyes; it becomes a dry stalk to support these two soft insatiable jewels."

Liz Phair, "I'm very **cerebral**. I like to think things through."

Chris Patten, "I think that what most surprises anybody who goes into politics from even a modestly **cerebral** background is the vulgarity of much of the cut and thrust of politics."

Rational: Rational is using reason or logic in lucidly thinking out a problem.

Plato (The Republic), "It's not at all uncommon to find a person's desires compelling him to go against his reason, and to see him cursing himself and venting his passion on the source of the compulsion within him. It's as if there were two warring factions, with passion fighting on the side of reason. But I'm sure you won't claim that you had ever, in yourself or in anyone else, met a case of passion siding with his desires against the **rational** mind, when the **rational** mind prohibits resistance."

William James, "The university most worthy of **rational** admiration is that one in which your lonely thinker can feel himself lonely, most positively furthered, and most richly fed."

Oscar Wilde, "They afterwards took me to a dancing saloon where I saw the only **rational** method of art criticism I have ever come across. Over the piano was printed a notice- 'Please do not shoot the pianist. He is doing his best.'"

Logical: Logical reflects the capability for correct and valid reasoning and the ability to construct a logical argument when all the facts were considered.

Albert Camus, "It is always easy to be **logical**. It is almost impossible to be logical to the bitter end."

Sherlock Holmes, "I never guess. It is a shocking habit, destructive to the **logical** faculty."

Frank Herbert, "Deep in the human unconscious is a pervasive need for a **logical** universe that makes sense. But the real universe is always one step beyond logic."

Unemotional: Unemotional refers to the absence of feelings while engaged in reasoning, thinking, and applying logic in the solution of problems. This is also the case of not having or showing strong feelings, lacking warmth or emotional involvement.

Arthur Conan Doyle, "Detection is, or ought to be, an exact science, and should be treated in the same cold **unemotional** manner. You have attempted to tinge it with romanticism, which produces the same effect, as if you worked a love-story into the fifth proposition of Euclid."

Robert Graves, "The difference between prose logic and poetic thought is simple. The logician uses words as a builder uses bricks, for the **unemotional** deadness of his academic prose; and is always coining newer, deader words with a natural preference for Greek formations. The poet avoids the entire vocabulary of logic unless for satiric purposes, and treats words as living creatures with a preference for those with long emotional histories dating from mediaeval times. Poetry at its purest is, indeed, a defiance of logic."

Robert Cavett, "If we study the lives of great men and women carefully and **unemotionally** we find that, invariably, greatness was developed, tested and revealed through the darker periods of their lives. One of the largest tributaries of the RIVER OF GREATNESS is always the STREAM OF ADVERSITY."

He/She is an idea person. He/She is not interested in the specifics or managing the details governing the application of project.

He/She is a cerebral person. He/She is most comfortable with thinking rather than feeling. Theory and speculative issues draw him/her irresistibly into its web. He/She likes ideas for the sake of ideas alone.

Dyssemia is a term coined by psychologists Marshall Duke and Stephen Nowicki in their 1992 book, *Helping The Child Who Doesn't Fit In*, to decipher the hidden dimensions of social rejection, and describe difficulties with receptive and/or expressive nonverbal communication. The term comes from the Greek dys (difficulty) and semia (signal).

These difficulties go beyond problems with body language and motor skills. "A classic set of studies by Albert Mehrabian showed that in face-to-face interactions, 55 percent of the emotional meaning of a message is expressed through facial, postural, and gestural means, and 38 percent of the emotional meaning is transmitted through the tone of voice. Only seven percent of the emotional meaning is actually expressed with words."<sup>[1]</sup>

Dyssemic persons exhibit difficulties with the acquisition and use of nonverbal cues in interpersonal relationships. Dyssemia represents the social dysfunction aspect of A Nonverbal Learning Disorder. Wikipedia, the free encyclopedia.

His/Her mind is infinite in its capacity to generate options, opinions, and ideas.

The abstract world attracts him/her like a magnet.

He/She would rather spend all his/her time working his/her way through a series of intricate mental challenges than paying attention to the mundane, the practical, and the ordinary tasks in life.

He/She puts an intellectual spin on everything he/she does.

He/She is upbeat and resilient, a high energy, dynamic person who is always ready for action.

He/She occupies a world where the abstract, the theoretical, the speculative and, the probabilistic takes top priority.

He/She is primarily interested in learning for learning's own sake. He/She has problems putting what they know into action in the everyday world.

People appreciate him/her for their enthusiasm and intelligence and insightfulness.

They have no patience for office politics. Nor do they have much understanding of the needs and feelings of other people. They are at a loss when it comes to responding effectively to social situations.

Their intellectual side is overly developed; their emotional side less so.

They reduce everything in their life to the barest of essentials. They habitually intellectualize their feelings.

They strip away their emotions and do not allow themselves the luxury of responding spontaneously to the moment.

They continually think and plan about how they will respond before acting.

They deal with emotionally difficult situations in cold, distant, and logical ways.

They isolate the sensation of affect by removing the emotions arising out of the emotionally tinted situations they encounter. Intellectualization avoids uncomfortable, threatening emotions by focusing exclusively on facts and logic.

Their intellectualizing unconsciously protects themselves from emotional stresses and anxiety associated with confrontations with painful personal fears, threatening feelings, and problems by focusing exclusively on facts and logic.

It is hard for them to talk about their personal feelings and emotions. They have learned to talk through and roundabout their feelings, smothering their emotions with chatter rather than experiencing them in-the-here-and-now.

They all too often see them self as observers looking down on a social event from a distance in which they are a participant. He/She does not experience them self as an active participant in the same social encounter.

Their unemotional detached view of life avoids becoming involved in the dramas unfolding around them.

They make rapid decisions as to whether or not they like people or situations based on whether it 'feels right' to them.

They act based on what they think is the smartest thing to do, i.e., 'it's head over heart'.

They make a statement once. He/She then leave it to others to appreciate it, that is if they are able to understand it.

He/She grasps the meaning of information rapidly. He/She carries their reasoning forward and reaches conclusions so rapidly that important information gets lost. Others do not receive enough information to permit to them to follow his/her line of reasoning.

Data influences their thinking exclusively. The equation does not include feelings.

**INTROVERTED:** Introversion points to a person's interest in or preoccupation with them self, their thoughts in opposition to others or the environment. They are shy and reserved socially, given to examining their sensory and perceptual experiences, and are introspective and in the habit of self-examination.

Nate Ruess, "It's interesting to feel the pressure of having to be outgoing, because I think in general, as a human being, I'm pessimistic and **introverted**. But, it's cool, because it's a whole different side of me, and I impress myself. Even at times when I think that there's no possible way that I can be engaging I'll suddenly pull it out and impress myself."

Criss Jami, "Telling an **introvert** to go to a party is like telling a saint to go to Hell."

Adam S. McHugh (*Introverts in the Church: Finding Our Place in an Extroverted Culture*), "...**introverts** ... crave sanctuary in every sense of the word, as we flee from the disorienting distractions of twenty-first-century life. We desire to escape from superficial relationships, trivial communications, and the constant noise that pervade our world, and find rest in the probing depths of ... love."

Synonyms:

**Individualistic:** Individualistic refers to a person's unhindered independence of thought and action.

Salman Rushdie (*Midnight's Children*), "perhaps, if one wishes to remain an **individual** in the midst of the teeming multitudes, one must make oneself grotesque."

Christopher Hitchens (*Hitch-22: A Memoir*), "'When the *Washington Post* telephoned me at home on Valentine's Day 1989 to ask my opinion about the Ayatollah Khomeini's *fatwah*, I felt at once that here was something that completely committed me. It was, if I can phrase it like this, a matter of everything I hated versus everything I loved. In the hate column: dictatorship, religion, stupidity, demagoguery, censorship, bullying, and intimidation. In the love column: literature, irony, humor, the **individual**, and the defense of free expression. Plus, of course, friendship, though I like to think that my reaction would have been the same if I hadn't known Salman at all."

**Self-reliant:** Self-reliant describes a person who lives free from external control and constraint.

Bruce Catton, "They were two strong men, these oddly different generals, and they represented the strengths of two conflicting currents that, through them, had come into final collision. Back of Robert E. Lee was the notion that the old aristocratic concept might somehow survive and be dominant in American life. Lee was



tidewater Virginia, and in his background were family, culture, and tradition.... Grant, the son of a tanner on the Western frontier, was everything Lee was not. He had come up the hard way and embodied nothing in particular except the eternal toughness and sinewy fiber of the men who grew up beyond the mountains. He was one of a body of men who owed reverence and obeisance to no one, who were **self-reliant** to a fault, who cared hardly anything for the past but who had a sharp eye for the future."

Loner: A loner is a person who avoids the company of others, prefers to be alone, and seeks solitude.

Richard Pryor, "I was a **loner** and never hung out with anyone. I never had any friends."

Rooney Mara, "I am very slow to warm. I've always been sort of a **loner**. I didn't play team sports. I am better one-on-one than in big groups."

Earl Butz, "Nixon was kind of a **loner**, he had a cold personality."

He/She is thoughtful, contemplative, and turns inward for direction. He/She needs time alone to think.

He/She is not a people-person. He/She learned to camouflage his/her introverted nature. He/She developed a socially acceptable personality screen. He/She presents his/her carefully crafted artificial persona to the world whenever he/she must deal with others in everyday situations.

He/She would like other people to see him/her as outgoing and sociable, but finds it is a painful effort for him/her to continually deal with people on a face-to-face basis.

He/She is shy. He/She must push himself/herself more than a gregarious individual would whenever he/she finds himself/herself self in social situations which demand poise and easygoing sharing of information. These social skills include amongst others, eye contact, body language, gestures, and nonverbal timing of communications. Forceful word manipulation is used to "get what we want." Demeaning, discounting, attacking others, or deliberately ignoring people are examples. Instead of respectful interaction sarcasm, criticism, rudeness and swearing are employed to get what they want use such manipulative strategies.

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Dyssemic persons exhibit difficulties with the acquisition and use of nonverbal cues in interpersonal relationships. Dyssemia represents the social dysfunction aspect of a nonverbal learning disorder (Wikipedia, the free encyclopedia).

He/She is an introverted person. The prospect of going out face-to-face with complete strangers in unfamiliar situations does not tempt them.

They will like others when their need to know what others expect of them ahead of time is satisfied. He/She is comfortable when he/she receives all the information required before becoming involved socially.

He/She has a bottomless capacity for caring for others.

His/Her calm, pleasant, shy demeanor hides her shy from others easily.

They are in-the-main introverts who have learned to act as socially outgoing towards others in order to get along successfully in the world.

He/She is a shy introvert. He/She is able to behave in an outgoing expansive manner. He/She holds his/her own in-any-and-all ways that social settings require. They are more comfortable in one-on-one situations where they have the opportunity to get to know a person well.

They prefer a quiet place away from others where they do their speculative and creative thinking. They daydream a lot.

The time they spend alone with their thoughts and feelings energizes them.

Social transactions give the extraverted type's energy, excitement, and emotional pleasures.

The irritations from constant interruptions and distractions make it difficult for him/her to work. They get grumpy, too.

He/She needs to be able to concentrate on his/her work.

Speaking socially with others is of secondary importance for this individual.

They are so inner-directed that they are able to imagine carrying on a conversation mentally in their heads and experience it as taking place in real time.

They are private persons. He/She needs their own and space. This is so ingrained in them that when they want to be alone, they abruptly disappear fleeing into the safely they find in their own secluded environments.

They find pleasure in the time they spend alone.

People view them as sympathetic and understanding people, yet they remain elusive and distant from others. Going their own way, doing their own thing, and spending time with them self is more gratifying for them than being the company of others.

People who try to get too close to them for comfort make them anxious.

They trust a select few in their personal life.

Large crowds and idle chatter are not their idea of a good time.

They isolate them self in situations that threaten them with the prospect of another person getting too close to them for comfort.

Intimacy is not their thing.

INTUITIVE: Intuitive refers to the ability to know or understand something based upon feelings rather than facts or proof.

Albert Einstein, "“The intellect has little to do on the road to discovery. There comes a leap in consciousness, call it **intuition** or what you will, and the solution comes to you and you don't know how or why.”

Ingrid Bergman, "“You must train your **intuition**. You must trust the small voice inside which tells you exactly what to say, what to decide.”

Jonas Salk, "**Intuition** will tell the thinking mind where to look next."

Synonyms:

Instinctive: Instinctive behaviors or reactions are not thought about, planned, developed, or changed by training.

Michael Nelson, "Cats do care. For example they know **instinctively** what time we have to be at work in the morning and they wake us up twenty minutes before the alarm goes off."

Kate Winslet, "I've always applied the same attitude to things, an impulsive, **instinctive** reaction. It's hard to describe, but I often get a sense of absolute certainty - like, 'Yeah, that's the thing I really would want to do'. ... 'I've never been a good planner. I can plan my life and kids and everything, but in terms of work, I've never been good at it. I like the flying-by-the-seat-of-your-pants thing. Life is more interesting then'."

Involuntary: Involuntary behaviors and reactions are not under the command of willed choice, done unwillingly, and performed without the decision or intention of the person involved.

Charles Dickens, "Detestation of the high is the **involuntary** homage of the low."

Mark Twain, "“Any emotion, if it is sincere, is **involuntary**.”

Spontaneous: Spontaneous behaviors or reactions do not occur in a natural, often sudden way, and happen without any planning or provocations.

Lindsay Lohan, "Never say never. The things that you don't plan are the best. I'm a very **spontaneous** person."

Henry Miller, "All growth is a leap in the dark, a **spontaneous** unpremeditated act without benefit of experience."

Insight: Insight is having a clear, deep, and sudden grasp of a complicated problem or situation, 'out-of-the-blue'. Insight occurs suddenly and without deliberation.

Honore de Balzac, "For passion, be it observed, brings **insight** with it; it can give a sort of intelligence to simpletons, fools, and idiots, especially during youth."

He/She does not have patience to sit still to listen to a long, complicated scenario. He/She is quick to grasp the salient issues that lie at the core of difficulties and use his/her intuition to arrive at the correct solutions.

They seek out the intended meaning of a conversation. They ignore all of the extraneous, irrelevant materials leading to nowhere in particular.

He/ She completes the explanation of the instructions before the person who has offered it has finished. He/She is miles ahead, figuring out how the new information will fit in with what he/she already knows and is deciding what he/she is about to do.

They rapidly scan the environment; pick up on anything they find that might be helpful to them in deciding how to proceed. They trust their instincts to guide them to the correct solutions.

Bursts of high energy follow their intuitions.

His/Her emotional reactions grasp those necessary elements needed to solve the problems present in a given situation.

A hidden antenna scans the environment looking for information that they will use to increase their store of useful problem solving skills.

They are intuitive thinkers. They react to problem situations without first going through tedious analyses. They automatically follow their notions of what is the right way to go about finding the correct answers and solutions. They are not aware of how this process works for them. They just sense it is right.

An intuitive awareness of what is going on with other people, and the needs of how to relate to them in ways they understand and appreciate, is something that is helpful and improves the quality of life for them.

They sum up people and situations easily and quickly.

Even though all of the data needed to do so is not available on a timely basis, his/her intuitions reach correct decisions a surprising number of times.

They have a natural ability to perceive the heart of an idea.

They play their hunches. These hunches sharpen their decision-making skills.

They trust their hunches.

He/She has an uncanny sense of what is going on the moment he/she enters a room.

They are gifted at accurately picking up on the thoughts and feelings of others without forethought or reflection.

They are acutely aware of what is going on around them. They never miss another's body movements, the melodic lines of their voices, or their verbal cues.

They are astute at noticing someone who is awkward and uncomfortable in social gatherings and spotting those who make embarrassing social mistakes, or reveal personal details that are inappropriate to the sensitivities of the persons present.

At the same time he/she is concentrating on what he/she is doing he/she is on the alert to what happens around him/her.

They instantly size up social situations accurately. On the other hand some people laboriously figure out in a systematic fashion the meaning of what is going on in gatherings. This meets with little success often.

Intuition allows them to adjust to new conditions, to accomplish many different things successfully, and to be able to use the newly found information for many different purposes; the mark of a versatile mind.

They have an extra sensory apparatus which helps them to know things without knowing how they know them, the invisible mind so-to-speak.

They think in complete pictures sweeping and all encompassing concepts associated with the events they encounter. This is in contrast to those whose analyses proceed with fragmented concepts that require laborious plowing through, predetermined, systematic procedures.

He/She lacks that sixth sense of perceiving, i.e., intuition, that ignores evidence demanded by adherence to the requirements laid down by the dictates of rational thought and Aristotelian logic.

His/Her "hunch powers" also contain an awareness of those possible failures and pitfalls lying in wait for them that are intrinsic in the reliance of intuition alone.

## Intuition and Empathy

### Mirror Neurons and Empathy

The ratio of mirror to motor neurons will be a crucial variable; those with a high proportion of motor to mirror will tend to act without consideration for others and be selfish sociopathic types; those with a predominance of mirror over motor will be over-empathic.

As a primary care physician once told me, "I couldn't be a psychiatrist. You empathize too much, and you can't do your evaluation while you're crying." This ratio will fall on some sort of distribution...did they find this at the EEG level or only by intrusive techniques? Thanks very much for sharing this. Al French MD  
Roseville Ca

From: Ivan Goldberg <psydoc@psycom.net> To: neuro-psych@psycom.net Subject: [NP] How Mirror Neurons Help Us to Empathize, Really Feel Others' Pain Date: Sat, 05 Mar 2005 16:05:35 -0500



From the Wall Street Journal

March 4, 2005

SCIENCE JOURNAL by SHARON BEGLEY []

How Mirror Neurons Help Us to Empathize, Really Feel Others' Pain March 4, 2005;  
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As the argument at the bar grows more heated, you notice that you're right in the flight path should the ranting man decide to turn glassware into missiles. You watch tensely as he clasps and unclasps the tumbler in front of him, and then suddenly his grip changes. Is he about to take a gulp ... or fire the glass in your direction?

If you duck just as it sails over your head, you can thank a cluster of neurons whose existence scientists did not even know about a few years ago: mirror neurons.

Their modest name reflects their most obvious function but hardly does justice to their talents, which neuroscientists seem to uncover more of every time they look -- from intuiting other people's intentions to feeling their pain, literally.

"Mirror neurons promise to do for neuroscience what DNA did for biology," neurobiologist V.S. Ramachandran of the University of California, San Diego, has written, explaining "a host of mental abilities that have remained mysterious."

In 1992, biologists at the University of Parma, Italy, were probing the brains of macaque monkeys when they made a curious discovery. It is evident for years that brain cells in the premotor cortex, the area that plans movements, fire right before the monkey grasps, manipulates, or reaches for something such as fruit. However, it turns out that these specialized neurons also fire when the monkey sees someone else (monkey or human) do so. Whether planning a movement or seeing one, mirror neurons fire the same way: The firing pattern that precedes, say, the monkey's lifting a raisin to its mouth is identical to the pattern when it sees someone else doing that.

The human brain has mirror neurons, too, and recently neuro-scientists have been behaving like Egyptologists after the discovery of the Rosetta Stone using mirror neurons to explain a backlog of enigmas.

For one thing, mirror neurons may be how we understand the intentions of other people, a crucial social skill whether or not you frequent fight-prone bars. In a new study, neuro-scientists scanned the brains of volunteers while they watched videos of a hand reaching for a mug. In one clip, the mug sat in a neat arrangement of teapot, mug, pitcher of milk and plate of cookies; in another, it sat amid a knocked-over pitcher, used napkin, and cookie crumbs; in a third the mug sat alone.

If the only thing mirror neurons do is fire when they see someone perform a movement, the volunteers' brains should have shown the same activity whether the hand was reaching for the mug as if to drink, in the first scene, to clean up in the messy scene or with no context. Nevertheless, that is not what happened. As Marco Lacoboni of UCLA and colleagues report in the March issue of PLoS Biology, mirror neurons were only a little active when the hand grasped the lone mug. However, they perked up when the hand reached for the cup as if to drink from it (in pre-party mode) or to wash it (post party).

"This suggests that mirror neurons do not simply recognize actions but are also involved in decoding people's intentions," says Professor Lacoboni. "People seem to have specific neurons that code the 'why' of some action, predicting the behavior of others."

In addition, that makes social interactions possible. At the annual meeting of the American Association for the Advancement of Science last month, researchers said that because these neurons fire both when we see someone move as when we move ourselves, they make equivalent "what others do and feel and what we do and feel." We do not just see an action; we also experience what it feels like to someone else.

Mirror neurons "re-create the experience of others within ourselves," as UCLA's Mark Thompson put it in his AAAS remarks. They "allow us to put ourselves in the shoes of another." That makes them the neural basis of empathy.

"To function well with other people, we need to understand where they're coming from so as not to misread their intentions," says Regina Pally, a psychotherapist in Los Angeles and a clinical professor at UCLA. "Mirror neurons are what let us understand others' emotions." In fact in people, mirror neurons are connected to the brain's emotion region, the limbic system: When your mirror neurons fire in a reflection of someone else's, it triggers empathic emotions.

Mirror neurons also let us feel another person's pain. The same cortical neurons that process the sense of touch also fire when you see someone else touched. Moreover, a region that registers disgust that you feel directly also fires when you see expressions of disgust on others (hence the visceral wallop of "Fear Factor").

Instead of merely seeing what other people do and feel, said Christian Keysers of the University of Groningen, the Netherlands, "we start to feel their actions and sensations in our own cortex as if we would be doing these actions and having those sensations."

Except when we do not. In children with autism, "there may be a deficit in the mirror-neuron system," says Professor Lacoboni, which may explain why they are unable to infer the mental state and intentions of others. Without mirror neurons to serve as **bridges between minds**, everyone seems like a cipher.

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**LEADERSHIP:** Leadership consists of showing people how to do superior work, solving problems, getting along with people; mastering the art of getting someone else to do something you want done because he wants to do it.

Colin Powell, "**Leadership** is solving problems. The day soldiers stop bringing you their problems, is the day you have stopped leading them. They have either lost confidence that you can help or concluded you do not care. Either case is a failure of leadership."

Dwight D. Eisenhower, "**Leadership** is the art of getting someone else to do something you want done because he wants to do it."

John C. Maxwell, "**Leadership** is influence."

Synonyms:

**Trendsetter:** A trendsetter starts something completely new that attracts peoples' attention.

Jamie Lee Curtis, "When I did "Sesame Street" (1969), Elmo was not the worldwide phenomenon he is now. I understood Elmo was special, and I said that the only way I would do Sesame Street was with Elmo. Kevin Clash, the young man who did the voice for him, was a very sweet guy and I predicted Elmo's meteoric rise to fame way in advance. I am a **trendsetter** without knowing it. Two years later the Elmo craze began, but I was ahead of the curve."

**Trailblazer:** A trailblazer is the first person to do something or go somewhere, who shows that it is also possible for other people to do so.

Jonathan Miller, "I see them as a **trailblazer**. They're really the first to do something of this magnitude, and for a first step, I think it's fantastic."

**Pioneer:** A pioneer is a person who **blazes** new paths into the unknown.

William Gilmore Simms, "Genius is the very eye of intellect and the wing of thought; it is always in advance of its time, and is the **pioneer** for the generation which it precedes."

Mark Twain, "The true **pioneer** of civilization is not the newspaper, not religion, not the railroad--but whiskey!"

Eric Hoffer, "It is often the failure who is the **pioneer** in new lands, new undertakings, and new forms of expression."

Manager: A manager is the person in charge of organizing, planning, and execution of an enterprise.

Peter Drucker, "A **manager** is responsible for the application and performance of knowledge."

Scott Adams (The Dilbert Principle quoted in The Economist, November 16, 2002), "Management 'is the delusion that you can change people. Leadership 'is deluding other people instead of deluding yourself'."

John Gotti, "'If you think your **manager** is stupid, remember: you wouldn't have a job if he was any smarter."

Casey Stengel, "The key to being a good **manager** is keeping the people who hate you away from those who are still undecided."

He/She needs to be in the forefront, in command, and in control. It is impossible for them to take a back seat even for a moment.

They are people who stand out as effortless leaders. They get chosen for leadership positions with little to no descent.

He/She is a natural executive type.

People believe he/she is confident about what he/she is doing. They follow him/her without a second thought.

He/She needs to be in command. He/She has the skills to create effective organizational structures.

Their energy and enthusiasm is contagious. They inspire, motivate, and bring out the best in others.

They create exciting environments. Anything can happen there. Their upbeat, dynamic ways ensures a positive impact on whatever activities are going on.

They are able to create organizational structures, bring order out of chaos, and organize as well as direct the goals needed to achieve success.

They have exceptional qualities found in charisma and charm that are needed to become outstanding leaders.

This person aggressively commands power and authority. They will be on top no matter what.

He/She demands everyone know their place in the organization and stay in it.

A power structure, drawn with clear lines of authority, provides an indispensable level of comfort that he/she needs and demands.

He/She is goal-directed, highly structured, and pursues pragmatic approaches when confronted with challenges. He/She will achieve his/her objectives, regardless of what it takes.

You can call on this individual when dirty work needs to be done. He/She doesn't shrink from difficult jobs.

He/She doesn't worry about reporting bad news or making bad news more palatable for the boss. He/She is a straight shooter not concerned with making a good appearance for the sake of making them self look good when it is not called for.

He/She is comfortable with his/her strong points, but less so with his/her weaknesses.

He/She doesn't respond well to criticism.

MANIPULATIVE: The term manipulative connotes the unscrupulous control of a situation or person as in, "She was sly, selfish, and manipulative," as well as marked by skillfulness in achieving a desired end by employing cunning, artifice, scheming, or craftiness to attain selfish ends.

J. R. Ward (Lover Eternal), "You are a **manipulator**. I like to think of myself more as an outcome engineer."

Anita Brookner (English Art Historian), "A complete woman is probably not a very admirable creature. She is **manipulative**, uses other people to get her own way, and works within whatever system she is in."

Jay Carr, "[Walter Burns is] the archetypical managing editor, ruthless, self-righteous, **manipulative**, down-right maniacal if it means an exclusive, especially one that it can congratulate itself for on its own front page."

Synonyms:

Exploit: To exploit refers to taking an unethical or unjust advantage of a person or situation for one's own ends.

Giacomo Casanova, "In fact, to gull (manipulate) a fool seems to me an **exploit** worthy of a witty man.

Mason Cooley, "Art seduces, but does not **exploit**."

Paul Eldridge, "Those whom we cannot **exploit** we denounce as selfish."

Expedient: Expedient refers to actions based on a concern for self-interest rather than observation of a principle. Political adeptness that is marked by artful prudence, expedience, and shrewdness calls for expediency.

Thomas A. Edison, "There is no **expedient** to which a man will not go to avoid the labor of thinking."

Horace, "A good and faithful judge ever prefers the honorable to the **expedient**."

Maneuver: Maneuver refers to an act designed to gain a tactical end or achieve a certain goal.

Winston Churchill, "Battles are won by slaughter, and maneuver. The greater the general, the more he contributes in **maneuver**, the less he demands in slaughter."

Jane Austin, "Marriage is indeed a **maneuvering** business."

Ben Nelson, "The lines are more clearly drawn, and there's very little room to maneuver."

Persuasive: Persuasive means to have the power to induce action or belief through reasoning or the use of temptation. Temptation is good.

Edward R. Morrow, "To be **persuasive** we must be believable; to be believable we must be credible; to be credible we must be truthful."

Patrick Susskind, "Odors have a power of persuasion stronger than that of words, appearances, emotions or will. The **persuasive** power of an odor cannot be fended off, it enters into us like breath into our lungs, it fills us up, imbues us totally. There is no remedy for it."

Janet Frame, "'For your own good' is **persuasive** argument that will eventually make a man agree to his own destruction."

He/She presents them self as diplomatic, taking the viewpoints and requirements of others into consideration and diminishes his/her personal desires and interests in order to make an equitable accommodation for all. The ultimate outcome of these **plays** is an insistence on having it his/her way. His/Her idea of compromise is to get part of what he/she wants now and the rest of what he/she wants later. Should he/she become thwarted or blocked in pursuit of what he/she wants, he/she pushes all the harder and is capable of trampling over anything or anyone who get in his/her way.

He/She is always calculating the odds and the costs. He/She appears to be flexible, while underneath is coldly calculating how to get around or over any road blocks in his/her way.

This sort of person cares deeply about the first impressions they make. They put extra importance on the first moment of contact. As they say, "You never get a second chance to make a good first impression." He/She or otherwise selects the right power suit, adorns them self with attractive fragrances, and artfully manages how he or she appears to others. He/She plays to the camera, the crowd, the audience.

He/She will be amiable and charming when he/she feels there is a good reason to do so in order to get others to do what he/she wants.

He/She does not have a reputation for using others in selfish, manipulative, or hurtful ways.



They capitalize on the strengths of other people and know how to turn a situation to every one's mutual advantage.

They manage to access with a combination of flattery and persuasiveness those all important, hard-to-reach decision makers. They have a proven track record of discretion. This approach persuades those in positions of power that they can trust them.

These persons have the ability to take on any behavior or role which serves their purposes in any particular situation. They are adroit impression managers. Their persona is an artfully and effectively contrived expedient self-image. They influence the people who are important for them in reaching their personal goals by exaggerating their positive qualities while leaving out the negative ones. They take the ideal qualities the person targeted values whole and model their approach to this target along the lines of these ideals knowing it is hard for a person to dislike someone that thinks highly of them.

This person makes it a point to appear to be accommodating, taking another's viewpoint seriously, and concede things to them that they say are important to them. He/She appears amenable when she wants something. He/She then proceeds smoothly to dominate the relationship. He/She always has things his/her way.

He/She is sweet to others. Later on these people realize they have had the ground cut out from under them.

They could play any situation for all it is worth. When it comes to signing on the bottom line, however, they demand to have things their way. They will not compromise.

He/She gives the impression of generosity and graciousness. This includes and conceals a distinctive self-orientation. They impress others with the importance to which they are entitled. They insist on the accommodation of the desires of the entitled ones without reserve. This resembles closely the old saying, "Beware of Greeks bearing gifts."

Imagine he/she proposes remodeling a room as an example of how his/her manipulations might work: The responsible decision maker says no. He/She simply makes small alterations to the proposal, each one being not much to argue about,

but cumulatively the end effect is that he/she gets the remodeling plan she wanted at the start. He/She bides his/her time manipulating /her/her way to his/her goal and getting his/her own way.

He/She influences others through artifice, cunning, charm, and intimidation. He/She identifies the wishes, desires and wants of others and exploits them through underhanded maneuvers towards the result he/she wants.

They use the attraction of their personal charm associated with their public success to influence people in ways that control the flow of events.

His/Her cunning mind is always on the alert to the possibilities for personal profit. He/She charms, amuses, and graciously indulges others in every situation they encounter. All the while he/she is working peoples' susceptibilities, vulnerabilities, and blind spots for profit, amusement, and the excitement greed produces.

They don't know how to get what they want using means that are appropriate for assertive negotiation. They resort to devious, deceptive, or indirect tactics to make up for their lack of useful methods of social influence in their behavioral repertoire.

### The Dark Side of Manipulation

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Manipulation is a type of interpersonal influence that aims to change the perception or behavior of others through underhanded, deceptive, or even abusive tactics. The goal is to advance of the interests of the manipulator, often at the other's expense, using such methods as charm, amuse, and the gracious indulgence others.

These maneuvers are considered exploitative, abusive, devious, and deceptive **depending on the context and motivations, interpersonal influence may constitute underhanded manipulation.**



Successful manipulation involves the manipulator behaving in a manner to:

1. Conceal aggressive intentions and behaviors from the mark (the person or persons targeted for manipulation).

2. Know the psychological vulnerabilities of the mark to determine what tactics are likely to be the most effective.
3. Having a sufficient level of ruthlessness to have no qualms about causing harm to the mark if necessary.

Consequently the manipulation is likely to be accomplished through covert aggressive (relational aggressive or passive aggressive) means.

#### Ways use to control marks

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##### Positive reinforcement:

Includes praise, superficial charm, superficial sympathy (crocodile tears), excessive apologizing; money, approval, gifts; attention, facial expressions such as a forced laugh or smile; public recognition.

##### Negative reinforcement:

This involves rewarding someone by removing them from a threatening situation as a reward.

##### Partial reinforcement:

Partial or intermittent negative reinforcement can create an effective climate of fear and doubt. Partial reinforcement is a particularly powerful form of forming habits and controlling behavior.

##### Punishment:

Punishing a mark via nagging, yelling, the silent treatment, intimidation, threats, swearing, emotionally blackmailing them, guilt tripping, sulking, crying, and playing the victim.

##### Traumatic one-trial learning:

Employing verbal abuse, explosive anger, or other intimidating behavior to establish dominance or superiority; even one incident of such behavior

can condition or train marks to avoid upsetting, confronting or contradicting the manipulator.

## Manipulative Techniques

### Lying

It is difficult to tell if somebody is lying at the time they do it. The truth may be apparent later when it is too late. One way to minimize the chances of being lied to is to understand that some personality types (particularly habitual manipulators) are **experts at the art of lying** and cheating, doing it frequently, and often in subtle ways.

#### Lying by omission

This is a subtle form of lying. It involves withholding a significant amount of the truth. This technique is also used in propaganda.

### Denial

The manipulator refuses to admit that he or she has done something wrong.

#### Rationalization

An excuse made by the manipulator for inappropriate behavior. Giving excuses is related closely to lying and convincing a person to go along with reaching the goal suggested by the manipulator or 'the spin'.

#### Deliberate Diminishing or Reduction by the Manipulator of the Harmful Effects of the Manipulators Behavior

This is a type of denial is coupled with excuse making. The manipulator asserts that his or her behavior is not as harmful or irresponsible as someone else was suggesting, for example the manipulator saying that a taunt or insult was only a joke.

#### Selective inattention or selective attention

The manipulator refuses to pay attention, brushing off anything that may distract from his or her agenda, saying things like "I don't want to hear it, shut up, and go away."

### Steering the Focus by Diversion

The manipulator does not giving a straight answer to a straight question and instead using the technique of diversion, steers the conversation onto another topic.

### Evasion

Evasion is similar to diversion. It employs giving irrelevant, rambling, vague responses and using weasel words to avoid a direct confrontation.

### Intimidation

The manipulator throws the mark into a defensive posture by using veiled subtle, indirect, or implied threats.

### Guilt Tripping

Guilt tripping is a special kind of intimidation tactic. A manipulator suggests to the honest conscientious mark that he or she does not care enough, is too selfish, or has it too easy in life. This makes the mark feeling guilty and a bad person, which drives the mark to feel self-doubt, anxious, and in the underdog, submissive position.

### Shaming

The manipulator uses sarcasm and put-downs to increase fear and self-doubt in the mark. Manipulators use this tactic to make others feel unworthy, which forces the mark to defer to them. Shaming tactics can be very subtle such as a fierce look or glance, a grating unpleasant tone of voice, rhetorical comments, and subtle sarcasm. Manipulators can make one feel ashamed for even daring to challenge them. It is an effective way to foster a sense of inadequacy in the mark.

### Playing the Pity ("poor me") Role

The manipulator portrays himself/herself as a victim of circumstances or a dupe of someone else's selfish behavior in order to gain pity, sympathy or evoke compassion. This gets something out of the mark by design. Caring and conscientious people cannot stand to see anyone suffering. The manipulator often finds it easy to play on sympathy to get cooperation.

### Vilifying the mark

This tactic, more than any other, is a powerful means of putting the mark on the defensive, while simultaneously masking the aggressive intent of the manipulator.

### Playing the Servant Ambassador role

The manipulator says they are working for a well-known national human service agency. They could say they are acting in a certain way out of respect and admiration of a powerful figure.

### Seduction

The manipulator uses charm, praise, flattery, and hitting on and overtly supporting others in order to get them to lower their defenses and give their trust and loyalty to him or her.

### Placing blame (The Blame Game)

Manipulators' scape goat in often subtle, hard-to-detect ways.

### Feigning Innocence

The manipulator suggests that any harm they did was unintentional or that they did not do something that they were accused of. The manipulator puts on a look of surprise or indignation. This tactic makes the mark question his or her judgment and possibly his/her own sanity.

## Feigning confusion

The manipulator plays dumb by pretending he or she does not know what the mark is talking about or is confused about an important issue brought to his attention.

## Brandishing Anger

The manipulator brandishes feigned anger and rage of sufficient emotional intensity to shock the victim into submission. The manipulator is not actually angry; he or she is just putting on an act. He just wants what he wants and gets "angry" when denied.

Manipulators exploit the following vulnerabilities (pushing the buttons) that may exist in the mark

The mark's "need to please."

The mark wants to earn the approval and acceptance of others.

The mark's lack of assertiveness and inability to say no.

The mark's blurred sense of where they begin and end in social interactions.

The mark's diminished sense of self-reliance.

The mark's conviction that others are in charge.

## Vulnerabilities that exist in the marks

### Naïveté

A lack of experience, understanding, or sophistication on the part of the mark makes it nearly impossible or just too hard for the mark to accept the idea that some people are cunning, devious and ruthless or to see or realize that he or she is being jeopardized or being placed in danger of being harmed.

### Over-conscientiousness

The mark is too willing to give the manipulator the benefit of the doubt and see their side of things.

### Low Self-Confidence

The mark doubts them self, lacks self-confidence, and assertiveness, and is likely to go on the defensive too easily.

### Over Thinking

The mark tries too hard to understand and believes the manipulator has some understandable reason to be hurtful.

### Emotional Dependency

The mark is submissive and trusting. The more emotionally dependent and trusting the mark is, the more vulnerable he or she is to being exploited and manipulated.

Manipulators generally take the time to scope out these characteristics and the vulnerabilities of their marks.

### Persons vulnerable to becoming manipulated

The mark is too trusting.

People who are honest often assume that everyone else is honest. They commit themselves to people they hardly know without checking credentials, etc. They rarely question so-called experts. (A badge! What badge? I don't need no stinking badge!) Police badges and official credentials are easily purchased on the internet.

The mark is too altruistic

This is the opposite of the manipulator; too honest, too fair, too empathetic.



The mark is impressionable and easily seduced by charm. For example, they might vote for the seemingly charming politician who kisses babies.

The Mark is too Naïve

They cannot believe there are dishonest people in the world or if there were they would not be allowed to operate as they do.

The Mark is Prone to Feeling Guilty

Manipulators take advantage the marks' lack of self-respect. They think the manipulators deserve it out of a sense of some personal guilt or failing.

The Mark is too Narcissistic

Narcissists are prone to falling for unmerited flattery.

The Mark is too Greedy

Greed and dishonesty makes the narcissist vulnerable to falling prey to a manipulator who can easily entice them to act in an immoral way.

The Mark is too Immature

The mark believes the manipulators' exaggerated advertising claims.

The Mark is too Materialistic

The mark is easy prey for loan sharks or get-rich-quick schemes.

The mark is too dependent

Dependent people need to be loved and are therefore gullible and liable to say 'yes' to something to which they should say no.

The Mark is L

Lonely people may accept any offer of human contact. A manipulating stranger may offer human companionship, but the price will be high.

The Mark is too Impulsive

The mark makes snap decisions about what to buy or whom to marry without consulting others.

The Mark is too Frugal

The mark cannot say no to a bargain even if they know the reason why it is so cheap.

The Elderly

The elderly can become fatigued and less capable of figuring things out correctly. When hearing a sales pitch they are less likely to consider that it could be a con. They are prone to giving money to someone with a hard-luck story.

## Manipulators Motivations

They need to advance over their marks no matter the cost to the marks.

They have an insatiable need to attain power and superiority over others.

They demand to be in control over others at all times.

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Some manipulators are opportunists who takes advantage of almost anyone they meet, while others are more patient, waiting for the perfect more fun and challenging mark to cross their path. In each case, the manipulator is constantly **sizing up** the potential usefulness of an individual as a source of money, power, sex, or influence. Some manipulators enjoy a challenge while others prey on people who are vulnerable. During the assessment phase, the manipulator is able to determine a potential victim's weak points and will use those weak points to seduce.

Once the manipulator has identified a victim, the 'fun' begins. A manipulator may create a persona (manufactured identity or mask) to hide their true intentions, specifically designed to 'work' for his or her target. A manipulator will lie to gain the trust of their victim. Manipulators' lack of empathy and guilt allows them to lie

with impunity; they do not see the value of telling the truth unless it will help get them what they want.

As interaction with the victim proceeds, the manipulator carefully assesses the marks' persona. The marks' everyday behavior and social identity gives the manipulator a picture of the traits and characteristics valued in the mark. The marks' evident social role may also reveal, to an astute observer, insecurities or weaknesses the victim wishes to minimize or hide from view. The manipulator is an ardent student of human behavior. The manipulator will test the inner strengths and needs that are part of the mark's private self and eventually build a personal relationship with the mark.

The persona of the manipulator's "personality" with which the mark is bonding does not really exist at all. It is built on lies, carefully woven together to entrap the mark. It is a mask, one of many, custom-made by the manipulator to fit the mark's particular psychological needs and expectations. The manipulation is predatory in nature. It leads to severe financial, physical, or emotional harm for the mark.

Healthy, real relationships are built on mutual respect and trust; they are based on sharing honest thoughts and feelings. The mark's mistaken belief that the manipulator's carefully crafted bond has any of these characteristics is the reason the manipulations are so successful.

When the manipulator decides that his or her mark is no longer useful the manipulator abandons his or her mark and moves on to another mark. In the case of romantic relationships, a manipulator will usually seal a relationship with their next mark before abandoning his or her current mark.

Sometimes, the manipulator has three individuals on whom he or she is running a scam: the one who has been recently abandoned, who is being toyed with and kept in the picture in case the other two do not work out; the one who is currently being played and is about to be abandoned; and the third, who is being groomed by the manipulator, in anticipation of abandoning the current "mark".

Maneuvers

Appeal to Emotion

This approach uses the manipulation of the recipient's emotions, rather than valid logic, to win an argument.

### Brainwashing

Any systematic effort aimed at instilling certain attitudes and beliefs in a person against their will and contrary to their best interests.

### Bullying

Bullying is a form of aggressive behavior manifested by the use of force or coercion to affect others' behavior. The behavior of the bully is habitual and involves the use of an **imbalance of power, a power favoring the manipulator.**

### Coercion

The practice of forcing another party by use of pressure or force to do what they are told and act without sufficient resistance or personal control.

### Trickster

Someone who leads you to believe something that is not true.  
This is a shifty person who swindles people by means of deception or fraud.

Professes beliefs and opinions that he or she does not hold to conceal his or her true feelings and emotions.

A person who is so vague as to pull the wool over your eyes making you believe something you would not have otherwise believed.

Someone who deceives you about his/her true nature or intentions in order to take advantage of you.

Someone who deceives a lover or spouse by carrying on a sexual relationship with someone else.

### Demagoguery

A **demagogue** or **rabble-rouser** appeals to the emotions, prejudices, and ignorance in order to gain power. Demagogues relentlessly advocated instant action, usually violent and without prior deliberation. Cunning, uncouth,

and always unprincipled, demagogues appealed directly to the emotions, pursuing power with ruthless ambition, telling lies to stir up hysterical rage, exploiting crises to intensify popular support for their calls to immediate action and increased authority, and accusing moderate opponents of weakness or disloyalty. Demagogues do these things relentlessly and without self-restraint.

### Dirty Tricks

The term "dirty trick" is used to refer to an underhanded technique to get ahead of an opponent. Manufactured, irrelevant, cruel, and incorrect rumors or outright falsehoods designed to damage or destroy another person are easily described as dirty tricks.

### Dumbing Down

Dumbing down is practiced by persons in power which involves the denial of the opportunities for an education to vulnerable persons by willful, deliberate keeping, and withholding of particular subject matters or knowledge bases from individuals. The resulting ignorance results in confusion and anger, which themselves result in the idolization of emotionalist and collectivist world-views: a mindless, emotional attachment to those persons doing the manipulation.

If an individual remains ignorant of a particular subject, the individual is forced to make appeals to experts, authority figures, and, depending on the individual's state of mind, a collective (mob rule) ensues. These uninformed, innocent **appeals to expert knowledge** are utilized to compensate for the individual's lack of knowledge. Through the blind faith in experts, authority figures and collectives, the distortion of data for political purposes arise. As distortion of data, which results in incremental detachment from reality, strengthens. The individual, being ignorant, is treated like a child or an irrational animal to be rounded up, controlled, and directed toward a manipulator's goals. The individual is dumbed down even further to keep the individual distracted from asking questions.

## Emotional Blackmail

Is a term used to cover a central form of manipulation, i.e. the use of a system of threats and punishment on a person in an attempt to control their behavior. Emotional blackmail involves two people who have established a close personal or intimate relationship. When subjected to emotional blackmail, the person becomes the manipulator's emotional hostage. Emotional blackmail is a powerful form of manipulation in which blackmailers that get close to the mark to threaten, either directly or indirectly, by revealing the secrets the mark has unwittingly revealed to them as punish to get what they want. They may know the victim's vulnerabilities and their deepest secrets. No matter how much the blackmailer cares about the victim, they use their intimate knowledge to win compliance.

## Fear Mongering

The use fear to make people agree with the decisions of the fear monger which they would otherwise find objectionable. There's no better way to deceive the public via the use of fear mongering than when the person without knowing exactly what was going on is scared to death. Deception is the key to fear mongering.

## Fraud

A deceit, trickery, sharp practice, or violation of a confidence, perpetrated for profit or to gain some unfair or dishonest, unfair advantage.

A person who is not what he or she pretends to be, an imposer, *also* one who cheats.

## Gaslighting

A form of mind control in which false information is presented with the intent of making a victim doubts his or her own memory and perceptions. The term gaslighting is used to describe manipulative behavior used to confuse people into thinking that they're crazy. It can be the denial by an accuser that previous

incidents ever occurred, or it could be the staging of bizarre events by the abuser with the intention of disorienting the victim.

### Shaming

Shaming is to cause another person to be filled with emotions of shame and disgrace. To manipulate a good person into doing something the manipulator wants the person to do in order to gain an advantage without rewarding the person for their trouble is to convince this person that they've done something wrong or behaved in a manner they should feel ashamed of and thereby do not deserve anything for their trouble.

### Spin Tactics

Utilizing spin tactics puts a manipulator in control. The manipulator is in a position to mould others' emotions and shape the reality that becomes subject to the individual interpretation of the targeted individual in an effort to influence them to react in a manner that gains and support the positions the manipulator wants.

### Blaming

Blaming is shifting the blame and placing the responsibility onto others to "win," dominate or control, but is subtle, underhanded, or deceptive enough to hide the manipulator's true intentions. They are not only skilled at finding scapegoats; they're expert at doing so in subtle, hard to detect ways.

This behavior is most appropriately labeled covertly aggressive. This powerfully manipulative maneuver involves avoiding any overt display of aggression while at the same time intimidating others into giving the manipulator what they want. This covert-aggression is most often the vehicle chosen for interpersonal manipulation. It is fast, cheap, and effective. It gets the blamer what they want.

## Weaseling

A person is regarded as sneaky or treacherous. The definition of the word 'weasel' includes: a sneaky, untrustworthy, or insincere person; to manipulate shiftily.

A weasel word (or phrase) can quite likely be understood to come from a position of intending to manipulate the communication, in a sneaky or underhanded manner. And "weasel words" is the expression referred to as words that suck the life out of the words next to them or to strip all sense and meaning of words.

A weasel is a person who is a cunning, sneaky person. They are often a liar, fake, or poser on internet forums. A weasel will try to extract information from you to share with others and then use this information against you. Shiftiness is employed to evade an obligation, commitment, or duty. They will make promises then renege on them.

A weasel is one who is particularly cunning, conniving, shifty, sneaky, scheming, and downright sly. Weasels are known for their ability to adapt to any situation. They manipulate with their adaptive talent to gain the benefits of their own Weasel Ways.



**MATERIALISTIC:** Materialistic is the preoccupation with or emphasis upon material possessions as being the most important issues in life rather than intellectual or spiritual concerns.

Richard Pryor, "There was a time in my life when I thought I had everything - millions of dollars, mansions, cars, nice clothes, beautiful women, and every other **materialistic** thing you can imagine. Now I struggle for peace."

Wilhelm Wundt, "The **materialistic** point of view in psychology can claim, at best, only the value of a heuristic hypothesis."

[Heuristic- refers to experience-based techniques for problem solving, learning, and discovery. This method includes using a rule of thumb, an educated guess, an intuitive judgment, or common sense.]

Marvin Olasky, "**Materialist** philosophies that treat human beings as machines or animals possess the high ground in our culture - academia, the most powerful media, and many of our courts."

Synonyms:

**Opulence:** Opulence is the state of being rich and affluent; having a plentiful supply of material goods, money and anything the heart desires.

Doug Larson, "Utility is when you have one telephone, luxury is when you have two, **opulence** is when you have three and paradise is when you have none."

Adam Smith, "With the greater part of rich people, the chief enjoyment of riches consists in the parade of riches, which in their eyes is never so complete as when they appear to possess those decisive marks of **opulence** which nobody can possess but themselves."

*Franz Grillparzer* (On Generosity), "You adorn me with your own opulence. May you never revoke all that you lent me! "

**Expensive:** Expensive refers in the main to objects having great material or monetary value especially for use or exchange.

James A. Baldwin, "Anyone who has ever struggled with poverty knows how extremely **expensive** it is to be poor."

Willie Nelson, "You know why divorces are so **expensive**? They're worth it."

Meryl Streep, "**Expensive** clothes are a waste of money."

Luxurious: Luxurious refers to the displaying of luxury, costly possessions, and great variety of things that furnish gratification to the pride of ownership.

Sonia Rykiel, "You have to be **luxurious** nude. It's difficult to move in the nude in front of a mirror. It's much easier to move when you're dressed. But if you can walk around in the nude easily in front of your man, if you can be **luxurious** in the nude, then you've really got it."

Alice Koller, "To me a lush carpet of pine needles or spongy grass is more welcome than the most **luxurious** Persian rug."

Luxury: Luxury refers to the possessions that grant a person great comfort, especially expensive and beautiful things that aren't basic necessities of life.

Jane Brody, "Real **luxury** is time and opportunity to read for pleasure."

Coco Chanel, "Some people think **luxury** is the opposite of poverty. It is not. It is the opposite of vulgarity."

Drew Barrymore, "I don't know what I'd do without my friends. I feel like I almost live my life to be able to have the **luxury** of being around them. And I feel like, if I've got in touch with what is important in life, my friends are the first thing on my list. They are my heart."

Extravagance: Extravagance refers to the striving for possessions and services that which is not absolutely needed to sustain life and which costs a great deal of money.

Imelda Marcos, "People say I'm **extravagant** because I want to be surrounded by beauty. But tell me, who wants to be surrounded by garbage?"

Franklin P. Jones, "An **extravagance** is anything you buy that is of no earthly use to your wife."

Imelda Marcos, "I was born ostentatious. They will list my name in the dictionary someday. They will use 'Imeldific' to mean ostentatious **extravagance**."

Profligate: To be profligate is to throw money around like there is not tomorrow. Wasteful, irresponsible management of wealth is its hallmark.

John Clare, "Still, I have been no one's enemy but my own. My easy nature, either in drinking or anything else, was always ready to submit to persuasions of **profligate** companions, who often led me into snares."

Jean Toomer,

"O land and soil, red soil and sweet-gum tree,  
So scant of grass,  
so **profligate** of pines."

Lord Byron, "As to 'Don Juan,' I confess that it is the sublime of that there sort of writing, it may be bawdy, but is it not good English? It may be **profligate**, but is it not life, is it not the thing? Could any man have written it who has not lived in the world?"

Lavish: Lavish is expending more than enough, or what would normally be considered sufficient, on extravagant displays on personal and social activities.

Mignon McLaughlin, "We **lavish** on animals the love we are afraid to show to people. They might not return it; or worse, they might."

William Cavendish, "Be always **lavish** of your caresses, and sparing in your corrections."

Wyndham Lewis, "The art of advertisement, after the American manner, has introduced into all our life such a **lavish** use of superlatives, that no standard of value whatever is intact."

Spendthrift: A spendthrift is someone who throws money around in a reckless way.

Charles Caleb Colton, "None are so fond of secrets as those who do not mean to keep them; such persons covet secrets as a **spendthrift** covets money, for the purpose of circulation."

Alfred E. Smith, "Nobody shoots at Santa Claus." ☺ [Had to throw that in.]

Pal Sherer, "Love is a **spendthrift**, leaves its arithmetic at home, is always in the red."

Anatole Broyard, "She was a **spendthrift** of the spirit, an American in Paris when, as Evelyn Waugh said, the going was good."

They have an intense interest in possessing material things. They are preoccupied with obtaining creature comforts that make them feel secure, important in the scheme of things, and the exercise of power over others and what it takes to control what happens to them.

Money occupies center stage in this person's life. Nothing else provides them with such enormous personal power, meaning, identity, and security.

The drive to acquire personal possessions, the accumulation of power, objects, and money is the Holy Grail of his/her existence.

He/She loves money and the comforts that it can buy.

Giving an expensive gift is hard on him/her. It takes a lot out of him/her to part with anything related to money. Poor dears!

People look down at them as cheapskates, cinchy, tight-fisted tight wads.

They have an inordinate need for holding on to money.

Their value of money and possessions occupies first place in their hierarchy of values. He/She does not value people. It would never occur to him/her.

They are proud to call themselves a capitalist. They believe that the accumulation of money is all that matters. They devote their life to gambling on the market, making trades, and organizing business deals that reward them with great wealth, affluence, power, and influence. They are electively blind to the welfare and fate of other people who have been less successful financially.

MOODY: Moody refers to frequent unpredictable changes of mood, especially sudden bouts of gloominess, or melancholy.

Princess Diana, "They say it is better to be poor and happy than rich and miserable, but how about a compromise like moderately rich and just **moody**?"

Betty White, "Animals don't lie. Animals don't criticize. If animals have moody days, they handle them better than humans do."

Mario Cantone, "I wouldn't live with me, believe me. I'm moody."

#### Synonyms:

Fickle: Fickle refers to frequent changes in one's loyalties, interests, or affections.

Marilyn Monroe, "Fame will go by and, so long, I've had you, fame. If it goes by, I've always known it was **fickle**. So at least it's something I experience, but that's not where I live."

Tom Brokaw, "TV is a **fickle** business. I'm only good for the length of my contract."

Mason Cooley, "Even the most **fickle** are faithful to a few bad habits."

Ellen Pompeo, "The trap is when you start to pay attention to that stuff and care, because in six months, they're going to be looking at someone else. You know how **fickle** everyone is. They love it, then they hate it, then they love it. So I'm going to enjoy it because it could be over at any minute."

Mercurial: Mercurial refers to being temperamental which implies sudden unpredictable changes of mood or thought.

Charles Ward, "He's a very **mercurial** personality. Employees never know which David is going to walk in the door at any moment. Yet despite that, he engenders enormous commitment and loyalty in the people who work for him."

Jeanette Winterson (*Art and Lies*), "The winged word. The **mercurial** word. The word that is both moth and lamp. The word that is itself and more. The associative word light with meanings. The word not netted by meaning. The exact word wide. The word not whore nor cenobite. The word unlied."

Changeable: Changeable refers to the unexpected, irregular, inconstant changes in behaviors.

Denis Van Outen, "Like a typical Gemini I'm **changeable**, I can be two different types of people. I can be very outgoing, but sometimes very shy."

Adrienne Rich, "The ocean, whose tides respond, like women's menses, to the pull of the moon, the ocean which corresponds to the amniotic fluid in which human life begins, the ocean on whose surface vessels (personified as female) can ride but in whose depth sailors meet their death and monsters conceal themselves... it is unstable and threatening as the earth is not; it spawns new life daily, yet swallows up lives; it is **changeable** like the moon, unregulated, yet indestructible and eternal.

Dennis Waitley, "Change the **changeable**, accept the unchangeable, and remove yourself from the unacceptable."

Unpredictable: Unpredictable refers to the incapability to say what will happen in the future.

Henry Ward Beecher, "Children are **unpredictable**. You never know what inconsistency they are going to catch you in next."

Aaron Sorkin, "There are some screw-ups headed your way. I wish I could tell you that there was a trick to avoiding the screw-ups... but they're coming for ya. It's a combination of life being **unpredictable**, and you being super dumb."

George Smith Patton, "Prepare for the unknown by studying how others in the past have coped with the unforeseeable and the **unpredictable**."

He/She has frequent unpredictable changes of mood, especially sudden bouts of gloominess, or melancholy.

His/Her loyalties, interests, or affections change frequently.

His/Her behavior is often unexpected, irregular, and inconstant.

They have more than their share of quirks, moodiness, and imperfections.

There are days when he/she just cannot get along with anyone.

His/Her procrastinating and switching his/her mind every other minute is guaranteed to put him/her at odds with most everybody.

His/Her changeable moody nature is upbeat and positive one moment, down and dejected the next. He/She tries to sort out his/her emotions but gets confused, which leaves his/her ability to sort things in disarray.

Frustration changes his/her mood rapidly and unpredictably.

He/She gets annoyed easily.

Flashes of temper erupt when he/she is provoked.

It is ill advised to take him/her at face value at any given moment. He/She runs hot and cold. His/Her changeableness calls for caution in saying anything to him/her at these moments. Waiting until he/she cools down and gets his/her act together is prudent.

His/Her bouts of moodiness are a bothersome burden for those who work around him/her.

They are sensitive to their marked mood swings. They are also responsive to the moods and feelings of the people around you.

Their feelings are mixed and often contradictory. He/She fluctuates between letting the world in and closing the world out, accepting people and freezing them out.

His/Her unpredictable shifts in emotion and mood disrupts routines and leaves others bewildered.

He/She runs hot and cold.

Narrow-Minded: Narrow-minded refers to a person who is lacking in tolerance or breadth of vision. A person who is OBSTINATELY or intolerantly devoted to his or her own opinions and prejudices; especially one who regards or treats the members of any group with hatred and intolerance, a small-minded person marked by pettiness, stinginess, or meanness .

Vincent Van Gogh, "It is better to be high-spirited even though one makes more mistakes, than to be **narrow-minded** and all too prudent."

Benjamin Disraeli, "Had it not been for you, I should have remained what I was when we first met, a prejudiced, **narrow-minded** being, with contracted sympathies and false knowledge, wasting my life on obsolete trifles, and utterly insensible to the privilege of living in this wondrous age of change and progress."

Zig Ziglar, " "A **narrow mind**, and a fat head invariably come on the same person."

Synonyms:

Opinionated: Opinionated means to stubbornly hold on to an opinion. One who for example attempts to put into effect an abstract doctrine or theory with little or no regard for the practical difficulties involved in making those changes which reality demands.

Marlo Thomas, "My mother was a strong-willed and **opinionated** woman, a Sicilian, and if she didn't like something, she'd let you know about it."

Aristotle, "Obstinate people can be divided into the **opinionated**, the ignorant, and the boorish."

Burt Lancaster, "We both came from, sort of, well, shall we say, humble beginnings. We were both young, brash, cocky, arrogant. We knew everything, were highly **opinionated**. We were invincible. Nobody liked us."

Intolerant: Intolerant refers to a person who is unwilling to grant or share social, political, or professional rights; a bigoted person.

Oscar Goodman, "Hatred is not what Las Vegas is about. We will have zero tolerance for anyone who is **intolerant**. [That's good Oscar] ☺

George Santayana, "**Intolerance** is a form of egotism, and to condemn egotism intolerantly is to share it."

Karl R. Popper, " "Unlimited tolerance must lead to the disappearance of tolerance. If we extend unlimited tolerance even to those who are **intolerant**, if we are not prepared to defend a tolerant society... then the tolerant will be destroyed, and



tolerance with them. We should therefore claim, in the name of tolerance, the right not to tolerate the **intolerant**."

**Biased:** Biased is an inclination to present or hold a partial perspective at the expense of (possibly equally valid) alternatives. Anything biased generally is one-sided, and therefore lacks a neutral point of view.

Lee Doren (*Please Enroll Responsibly: Avoid Indoctrination at College*), "...the most important thing you must remember when dealing with a politically **biased** professor is to be friendly."

Kurt Weldon, "The mainstream media has its own agenda. They do not want to print the facts. They have an agenda, they have a slant, and they have a **bias**. It is outrageous to me."

Henry Bessemer, "I had an immense advantage over many others dealing with the problem inasmuch as I had no fixed ideas derived from long-established practice to control and **bias** my mind, and did not suffer from the general belief that whatever is, is right."

**Rigid:** Rigid refers to a person who is deficient in or devoid of flexibility, stiff and unyielding, inflexibly set in their opinions, exacting, hard-line, rigorous, strict, stringent, and uncompromising.

Walter Lippmann, "Success makes men **rigid** and they tend to exalt stability over all the other virtues; tired of the effort of willing they become fanatics about conservatism."

Susan Orlean, "I remember, when I was a kid, watching my mother jam herself into her girdle - a piece of equipment so **rigid** it could stand up on its own - and I remember her coming home from fancy parties and racing upstairs to extricate herself from its cruel iron grip."

Virginia Wolff, "**Rigid**, the skeleton of habit alone upholds the human frame."

**Limited:** Limited refers to a person lacking breadth and originality.

Walter Horatio Pater (The Guardian), "But such reaction was effective only because an age had come--the age of a negative, or agnostic philosophy--in which men's minds must needs be **limited** to the superficialities of things, with a kind of narrowness amounting to a positive gift."

Virginia Woolf, "....a bit **limited**; a bit thick in the head."

Steven Brust (Lorich), "A stupid person can make only certain, **limited** types of errors; the mistakes open to a clever fellow are far broader. But to the one who

knows how smart he is compared to everyone else, the possibilities for true idiocy are boundless."

Mae Jemison, " Never be limited by other people's **limited** imaginations...If you adopt their attitudes, then the possibility won't exist because you'll have already shut it out ... You can hear other people's wisdom, but you've got to re-evaluate the world for yourself. "

They are intolerant of fools or people they consider to be fools. They are not easy persons to work for. There are many fools around. Fools do not tolerate people who are intolerant of fools. Fools get upset with people who think and say fools are fools. Fools can be wrong of course.

He/She throws up barriers between himself/herself and others. He/She does not look out for or listen to others' needs and concerns.

He /She insist on doing things 'the right way', that is his/her way. He/She knows exactly how he/she wants things done and insists on having it done right to the last detail.

He/She insists he/she is right all of the time.

Others cringe at their abusive, intimidating ways.

They have an overwhelmingly, unyielding high opinion of them self. They refuse to listen to the needs and wishes of those closest to them. They are convinced that they know what is good for all the others.

He/She is a bully and control freak. He/She does not just want to know others were doing every second, but what they were **thinking!** He/She would not credit people with intelligence or any initiative. He/She is a master at making people feel miserable.

They are persons with strong iron bound opinions. They believe in doing things their way. It is their way or the high way. They never settle for what anyone else wants without a fight.

He/She is a very demanding and stubborn person. Others are tossed aside and abandoned. He/She continues doing what he/she chooses to do.

Step outside the bounds of what they consider appropriate and they become piercingly confrontational in their criticism of what they consider the offending parties' behavior.

His/Her outlook is inflexible, rigid, and unyielding. He/She is an astonishingly poor listener. Their limited outlook is a barrier to gaining any of the benefits coming from considering other peoples' viewpoints.

He/She is an unambiguously opinionated person. His/Her fanaticism staunchly squashes others' ideas and views. He/She demands that others agree with them at all times, period.

He/She is narrow-minded to the point that it is impossible for him/her to make progress. He/She clings desperately to the same old views, regardless of evidence that these views and opinions are outmoded, unworkable, useless, and make him/her look stupid.

Forcing him/her to give up his/her long-held opinions alarms and threatens them. This is tantamount to his/her admitting there may, after all, be a better way of doing things, thinking about things, and yielding to other opinions, beliefs, and attitudes. All of this demands he/she admit that he/she was wrong all along. This is unbearable, unacceptable, and must be rejected out-of-hand.

A strict punitive upbringing conditioned him/her to look at the world the way he/she does.

He/She is satisfied with the principles and standards that he/she learned as a child.

He/She is closed off from progressive views.

They insist on working alone. They want to be left alone and uninterrupted. They focus on one specific area at a time. This approach overlooks the "big picture." They do not care much about the "big picture."

They will not listen to others or their ideas. His/Her ego driven unambiguously unpleasant misanthropic attitude makes life problematic for everyone.

Subordinates know their input is not needed. They are not listened to. Nor are they considered important to the operation.

Their exalted opinion of them shapes and distorts their judgment. At the same time it isolates them from their associates and blocks the discussion of the opinions these people bring to the table.

He/She lacks foresight and discernment. Hi/She personal myopia is nearly comedic if it were not so foolish and aggravating. He/She directs his/her energies exclusively to one task or one specific problem at a time within the larger scope of things. He/She does not see the purpose or goal towards which his/her efforts are directed.

He/She is blind to any progress towards reaching a goal except for those items he/she is working on.

The insecurity and apprehension he/she encounters over moving from a secure position to one whose outcome is uncertain or unknown limits his/her chances to change and grow.

**NEGATIVE ATTITUDE:** An attitude is a state of readiness to respond in a characteristic way to a stimulus (as an object, concept, or situation), i.e., a negative or hostile state of mind, a cool, cocky, defiant, arrogant manner, or on the other hand with a friendly and cooperative attitude.

John Waters (*Crackpot the Obsessions of John Waters*), "I've had it with being nice, understanding, fair, and hopeful. I feel like being negative all day. The chip on my shoulder could sink the QE2. I've got an **attitude problem** and nobody better get in my way...I'm in a bad mood and the whole stupid little world is gonna pay!"

C. JoyBell C, "No, I am not bitter, I am not hateful, and I am not unforgiving. I just don't like you."

Viktor Emil Frankl, "We who lived in concentration camps can remember the men who walked through the huts comforting others, giving away their last piece of bread. They may have been few in number, but they offer sufficient proof that everything can be taken from a man but one thing: the last of the human freedoms, to choose one's **attitude** in any given set of circumstances, to choose one's own way."

MICHEL DE MONTAIGNE (*Essays*) "Your **attitude** colors every aspect of your life. It is like the mind's paintbrush. It can paint everything in bright, vibrant colors--creating a masterpiece. Or it can make everything dark and dreary."

Synonyms:

**Fatalistic:** A fatalistic attitude is a belief that human beings are powerless to change things and/or the situations they face in their lives.

Eleanor Roosevelt, "I think I am pretty much of a **fatalist**. You have to accept whatever comes and the only important thing is that you meet it with courage and with the best that you have to give."

Virginia Woolf, "If we didn't live venturously, plucking the wild goat by the beard, and trembling over precipices, we should never be depressed, I've no doubt; but already should be faded, **fatalistic**, and aged."

**Pessimistic:** Pessimistic refers to a person who emphasizes the adverse aspects, conditions, and possibilities and expects the worst possible outcomes no matter what, i.e., defeatist, downbeat, and hopeless.

George Bernard Shaw, "A **pessimist** is a man who thinks everybody is as nasty as himself, and hates them for it."

Tamar Myers (*As the World Churns*), "I will be the first to admit that I am a **pessimist** by nature. It is, after all, the wisest way to be. We **pessimists** have

everything to gain, whereas optimists have a fifty-fifty chance of being disappointed."

Winston Churchill, "A **pessimist** sees the difficulty in every opportunity; an optimist sees the opportunity in every difficulty.

Suspicious: Suspicious persons does not trust other people thinking them to be dishonest, and of questionable character. They are wary, guarded, watchful, and edgy when the prospect of engaging with strangers and persons who have garnered their displeasure for one reason or another.

Oscar Wilde, "The world has grown **suspicious** of anything that looks like a happily married life."

Robert Duvall, "I don't have many people showing up at my door. Very few people come out. When they do, I get a little **suspicious**. I live way up on a hill, way, way back in the country."

William Shakespeare, "**Suspicion** always haunts the guilty mind."

Cautious: Cautious refers to a guarded approach to new situations.

Patrick Stewart, "Roddenberry had created quite a complex and at times mysterious character (Captain Jean-Luc Picard). Guarded, **cautious**, careful in showing his feelings in expressing his ideas about many things, I found that very interesting."

James Hillman, "I'm **cautious** about a lot of words."

James Cameron, "There are many talented people who haven't fulfilled their dreams because they over thought it, or they were too **cautious**, and were unwilling to make the leap of faith."

Skeptical: Skeptical is to doubt the truthfulness or factualness of something a person has been told or something they have read.

George Santayana, "**Skepticism**, like chastity, should not be relinquished too readily."

They always look for and see the worst in everything. Friends tell them they have a negative attitude, but they don't listen. They are still negative. They love the thrill of knowing that being negative is justified and the right way to be.

He/She is easily discouraged. He/She always anticipates harmful outcomes.

He/She is cold, cocky, defiant, and arrogant. His/Her attitude toward their life is decidedly negative. He/She routinely rejects and repulses others. He/She is not well liked.

He/She thinks he/she is powerless to change things and/or the situations they face in their lives.

Negativity, disappointments, and failures flow out of his/her pessimism. He/She conceals their hurt from others.

He/She always looks on the dark gloomy side of things; always expecting the worst.

He/She fears trusting anyone. He/She believes they are out to harm him/her.

He/She is tired, fatigued, and discouraged. His/Her outlook on life is Byzantine, Baroque, Medieval and sort of out of sorts.

He/She always finds the downside to every situation. No matter how well things are going, how many gains he/she has made, he/she finds the flaw in the ointments that are causing his/her failures.

His/Her failures are everyone else's fault.

After he/she makes negative comparisons between himself/herself and others he/she finds himself/herself on the losing end. He/She is cast into despair.

An all-pervasive negative attitude that she exhibits towards others conceals the dark smoldering pessimism rising up from the burning sulfurous pits of self-hatred.

He/She is hostile, wary, guarded, watchful, and edgy when confronting strangers and persons who are disagreeable for one reason or another. (But then who isn't?)





**Mediator:** A mediator is a person who proceeds with excellent reasoning, problem-solving, and peace-making strategies engaging in resolving disputes that reconciles differences between parties.

Jennifer Jason Leigh, "I'm a typical middle child. I'm the **mediator**. The one that makes everything OK puts their own needs aside to make sure everybody's happy. It's hard to change your nature, even with years and years of therapy."

Wilhelm Wundt, "The task of physiological psychology remains the same in the analysis of ideas that it was in the investigation of sensations: to act as **mediator** between the neighboring sciences of physiology and psychology."

Diane Ragsdale, "She always tried to be a **mediator**, a bridge-builder."

Synonyms:

**Intermediary:** An intermediary is a person who acts as a mediator or agent between parties.

Christopher Walken, "An actor really is a kind of **intermediary** between an audience and the piece, whether it's a play or movie."

Jean-Jacques Rousseau (*The Social Contract*), "What, then, is the government? An **intermediary** body established between the subjects and the sovereign for their mutual communication, a body charged with the execution of the laws and the maintenance of freedom, both civil and political."

**Strategist:** A strategist is a person who develops a scheme, program, a plan of attack, or method that is worked out beforehand to reach a goal or objective.

R. Buckminster Fuller, "A designer is an emerging synthesis of artist, inventor, mechanic, objective economist, and evolutionary **strategist**."

Russell Baker, "**Strategic** thinkers were naturally rattled to find this outsider fooling around with their work. They had been thinking **strategically** when Reagan was just another movie actor playing opposite a chimpanzee, for heaven's sake. They think Reagan is too naive, too innocent, to grasp the intellectual complexities of cold war strategy."

He/She is flexible in dealing with difficult people and negotiates when necessary.

He/She is also able to stand firm and not yield when it is called for.

He/She is skilled at bringing people together to negotiate win-win outcomes.

He/She brings for clients and community leaders together smoothing the way and builds positive relationships.

He/She attracts new customers through charm and schmoozing.

He/She does not play hardball with customers (clients, prospects, parties) ever.

He/She is a master negotiator. He/She brings out the best in others. He/She manages their situations artfully.

He/She gets people to work together.

He/She is talented at mediating problems between conflicting parties.

He/She would rather withdraw than fight when the odds of reaching an amicable solution are dim.

The workplace for him/her is a game where the opportunities are exciting and challenging.

He/She has a talent at getting different types of people together and negotiating solutions over the problems they have with one another.

He/She makes choices and stands firm after weighing all of the alternatives are present.

He/She cleverly maneuvers effectively in tight situations. His/Her shrewd approaches bring things around to his/her advantage and for all of the others engaged in the negotiations.

He/Se is ruthless when he/she needs to be. He/She refuses to back off for even an inch. He/She is fearless at the negotiating table.

He/She remains poker-faced at the negotiating table. He/She plays his/her cards close to his/her chest. His/Her opponents are left wondering what their part in the negotiation is all about and puzzle about what to do next.

He/She keeps his/her eye trained on the bottom line. He/She constantly works to arrange win-win situations for himself/herself and his/her clients as well as their organizations. He/She believes there is always a way to have his/her cake and eat it too.

His/Her excellent reasoning, problem solving, and peacekeeping strategies resolve disputes under control. The differences are reconciles successfully.

He/She is the go-to-person as the go-between professional in bargaining situations.

He/She develops a plans of attack before hand to manage negotiations.

**OBJECTIVITY:** Objectivity refers to judgment based on observations and uninfluenced by emotions or personal leanings or prejudices.

Karl Jaspers, "Even scientific knowledge, if there is anything to it, is not a random observation of random objects; for the critical **objectivity** of significant knowledge is attained as a practice only philosophically in inner action."

Peter Jennings, "I'm not a slave to objectivity. I'm never quite sure what it means. And it means different things to different people."

Wisdom quotes, "**Objectivity** means being able to assess what is real without being biased by self-interest, tribalism, agenda, ideology, or emotion."

Synonyms:

**Aloof:** Aloof is taking a position which stands the observer detached from feelings or personal interests.

Calista Flockhart, "Webster (her dog) and I are very **aloof**. The two of us go and sit there by ourselves. I sit by myself in the corner with my book and the newspaper. He kind of runs around a little bit, and then he goes and sits on top of the picnic table. He never plays with other little dogs."

Lynda Barry, "When an attractive but **ALOOF** ("cool") man comes along, there are some of us who offer to shine his shoes with our underpants."

Billie Burke, (On her husband, Florenz Ziegfeld) "Ziegfeld has been portrayed as a man who pursued women. I have even come across a word which, in regard to him, is not only vulgar but incredibly inaccurate. The word is "Chaser." By all the pink-toed prophets, Flo Ziegfeld was never that! Flo never pursued any woman. He was cool and **aloof** and difficult."

**Impartial:** Impartial refers to attitude of evenhandedness or fair-mindedness in judgment which opposes bias or prejudice.

Winston Churchill, "I cannot pretend to be **impartial** about the colours. I rejoice with the brilliant ones, and am genuinely sorry for the poor browns."

Ambrose Bierce, "**Impartial** - unable to perceive any promise of personal advantage from espousing either side of a controversy."

Monica Lewinsky, "a complete and **impartial** review of the evidence reveals that the president did in fact commit perjury before the grand jury."

He/She looks at life through the lens of cool analytical objectivity.

He/She accepts constructive criticism. He/She takes an objective, critical look at himself/herself. He/She has no difficulty making changes when necessary in his/her behavior or manner of working.

He/She takes an objective view towards improving his/her performance. He/She handles unfavorable reviews without taking criticism personally.

His/Her emotions interfere with his/her being objective.

In general the appeal to logic, rather than emotion, results in favorable outcomes.

He/She is not in the habit of showing his/her emotions. He/She avoids getting deeply involved in emotional exchanges. He/She favors standing back and taking a neutral position.

He/She is able to maintain a distance between himself/herself and the situations confronting him/her.

He/She makes impartial, objective judgments even when in those cases where his/her deepest prejudices are involved.

He/She has few personal involvements with others.

He/She/she is able to remain objective, detached, and analytical.

Flattery or criticism does not move him/her.

Flattery and criticism are not welcome. He/She turns a cold shoulder when approached with either.

He/She is unyielding in his/her convictions.

Taking the middle ground is often his/her preferred position in disputed situations.

His/Her views involve little or no emotion.

He/She focuses on the facts of a matter and puts his/her emotions aside.

His/Her views are wholly subjective.

His/Her imagination captures his/her attention to the point he/she is not able to distinguish the essentials from fantasy.

His/Her passion about everything makes it difficult for him/her to remain objective.

He/She does not maintain a distance from his/her emotions from those situations demanding dispassionate judgments.

He/She is able to tell the difference from what is real and not real.

The bias of self-interest, tribalism, agenda, ideology, or emotion is not part of his/her makeup.

He/She needs to keep his/her distance. Others interest her but do not attract him/her. He/She looks but is not touched.

OPEN-MINDED: Open-minded refers to being receptive to new and different new ideas, arguments, or the opinions of others.

Richard Dawkins, "By all means let's be **open-minded**, but not so open-minded that our brains drop out."

Albert Einstein, " "The mind that **opens** to a new idea never returns to its original size."

Michelle Obama, "My experiences at Princeton have made me far more aware of my 'blackness' than ever before. I have found that at Princeton, no matter how liberal and **open-minded** some of my white professors and classmates try to be toward me, I sometimes feel like a visitor on campus; as if I really don't belong."

Synonym:

Broadminded: To be broadminded is to be open to new ideas, arguments ready to entertain new ideas; "an open-minded curiosity"; 'open-minded impartiality'."

Art Buchwald, "People are **broad-minded**. They'll accept the fact that a person can be an alcoholic, a dope fiend, a wife beater and even a newspaperman, but if a man doesn't drive, there's something wrong with him.

George Saintsbury, "**Broadmindedness** is the result of flattening high-mindedness out."

He/She is receptive to new and different new ideas, arguments, and opinions of others.

He/She is open to new ideas, arguments ready to entertain new ideas; "an open-minded curiosity"; 'open-minded impartiality'."

He/She has a curious and questioning bent of mind. He/She questions everything. He/She cannot get enough information. He/She needs to know everything about anything.

He/She is open to the viewpoints of others. He/She is eager to take in their suggestions and recommendations. His/Her imagination brews up solutions to

problems based upon many of the suggestions and recommendations others give them.

He/She is willing to listen to and consider the views of others. He/She is ready to debate the issues involved until a solution comes to mind.

His/Her flexibility in decision-making permits them to change their minds should a better way to proceed present itself.

He/She considers any suggestions that have merit.

He/She entertains multitude alternatives and options simultaneously. Traditional standards of operating procedures are no obstacles to him/her.

He/She eagerly entertains the ideas that others. Their input is welcome, respected, and acted upon.

He/She is very aware of and sensitive to peoples' feelings. His/Her social skills are highly honed.

His/Her non-judgmental attitude is an asset which allows him/her to consider the meaning and impact of ideas, attitudes, and notions that he/she would not ordinarily act upon. He/She will transform the elements of opposing ideas into new initiatives, proposals, and actions which have prospects for positive and constructive impact.

He/She is open in the extreme to new experiences that have the potential to take up too much time of his/her time while he/she is exploring all possible options.

He/She is free from guile, cunning, or sham.

He/She is unable to hide his/her feelings.

He/She does not recognize or take into account the harm flowing out of the cunning, deceit, and guile of sneaky, scheming, underhanded, deceptive, greedy, selfish, devious, dishonest, double-dealing malefactors to mention only a few such types.



They are able to take two sided positions simultaneously. This can conflict with how they view other people's ideas. On the one hand they are capable of completely embracing two sets of conflicting opinions, and at other times they stand off unmoved by the conflicts in their position.

He/She is able to detect and decipher the emotions in faces, pictures, voices, and art including the ability to identify one's own emotions.

He/She is able to harness emotions to facilitate thinking and problem solving.

He/She capitalizes fully upon his or her changing moods to fit the task.

He/She possesses a wide-ranging ability to comprehend emotion language and to appreciate complicated relationships among emotions.

His/Her understanding of emotions encompasses the ability to be sensitive to subtle variations between emotions.

He/She manages his/her emotions effectively both their own and those of others as a situation demands.

He/She can harness his/her emotions, even the negative ones, and manage them to achieve specific goals.

**OPTIMISTIC:** Optimistic refers to expecting the best in this best of all possible worlds (Voltaire), while proceeding with cheerful expectations, looking on the brighter side of things.

Winston Churchill, "“A pessimist sees the difficulty in every opportunity; an **optimist** sees the opportunity in every difficulty.”

Carl Rogers, "When I look at the world I'm pessimistic, but when I look at people I am **optimistic**."

Steve Jobs, "I'm an **optimist** in the sense that I believe humans are noble and honorable, and some of them are really smart. I have a very **optimistic** view of individuals."

Synonyms:

**Cheerful:** Cheerful is having a happy disposition; in good spirits, enthusiastic.

Thomas Carlyle, "Wondrous is the strength of cheerfulness, and its power of endurance, the **cheerful** man will do more in the same time, will do it; better, will preserve it longer, than the sad or sullen."

Stephen Bailey, "We have a relationship of **cheerful** antagonism. I enjoy twisting his tail and he enjoys wagging his finger at me. "

**Hopeful:** Hopeful refers to those qualities that are promising, bright, and look forward to a successful future.

Charley Chaplin, "A tramp, a gentleman, a poet, a dreamer, a lonely fellow, always **hopeful** of romance and adventure."

Bob Hope, "I have seen what a laugh can do. It can transform almost unbearable tears into something bearable, even **hopeful**."

Aristotle, "**Hope** is a waking dream."

**Lighthearted:** Lighthearted is to be filled with cheer, good spirits, and jolly, merry, upbeat.

Colin Baker, "**One** way of watering down the effects of violence is to approach it in a more **lighthearted** way. I don't mean to say that you laugh when somebody has their arm sawn off, but you can diffuse fear with humour."

Eric Hoffer, "To our real, naked selves there is not a thing on earth or in heaven worth dying for. It is only when we see ourselves as actors in a staged (and therefore unreal) performance that death loses its frightfulness and finality and becomes an act of make-believe and a theatrical gesture. It is one of the main tasks of a real leader to mask the grim reality of dying and killing by evoking in his followers the illusion that they are participating in a grandiose spectacle, a solemn or **lighthearted** dramatic performance."

Johann Wolfgang Von Goethe, "It is a mistake for a taciturn, serious-minded woman to marry a jovial man, but not for a serious-minded man to marry a **lighthearted** woman."

Upbeat: Upbeat is a state of being happy and healthy and prosperous, smiled upon by good fortune.

Leonard Maltin, "I had the great good fortune to interview Peggy Lee. Her memories of working with Walt Disney and his team were warm and **upbeat**."

Chipper: Chipper refers to a cheerful, lively, and self-confident air.

Henry David Thoreau, "Nature herself has not provided the most graceful end for her creatures. What becomes of all these birds that people the air and forest for our solacement? The sparrow seems always Nature herself has not provided the most graceful end for her creatures. What becomes of all these birds that people the air and forest for our solacement? The sparrow seems always **chipper**, never infirm. We do not see their bodies lie about. Yet there is a tragedy at the end of each one of their lives. They must perish miserably; not one of them is translated. True, "not a sparrow falleth to the ground without our Heavenly Father's knowledge," but they do fall, nevertheless."

Seann William Scott, "I grew up in Minnesota and everyone is so nice there. It is like Fargo. Everyone's so **chipper** and you make friends just grocery shopping. We kill each other with kindness. [The 'chipper' is all for show. They do not really mean it. The writer grew up in North Dakota. Temperatures of 30° below zero happen. Everything becomes frozen there.]

Happy-go-lucky: Happy-go-luck is for people who are carefree, casual, easy-going, nonchalant, blithe spirit, heedless, devil-may-care, light-hearted, always laughing and joking.

Noel Gallagher, "I'm a **happy-go-lucky** character. I'm not that miserable. But I can never let anyone into my world."

Frank Wood, "He was the kind of guy, when things were down, he brightened them up. He was **happy-go-lucky** ... and that light shone around him all the time."

He/She expects the best in this best of all possible worlds (Voltaire), marches along with cheerful expectations, looking on the brighter side of things.

He/She looks at the world as promising, bright, and holds a successful future.

He/She is lighthearted, filled with cheer; good spirits, and is jolly, merry, and upbeat.

He/She is happy, healthy and looks upon the future as promising good fortune.

He/She has a bright, upbeat manner, a cheerful spirit. He/She does not stay down for long.

He/She deals with disappointments head-on. He/She picks himself/herself up and is immediately ready, willing, and able to get going again.

He/She doesn't bother looking backward worrying about a past that cannot be changed. He/She sees each new day as filled with promise. He/She gladly learns from his/her mistakes.

His/Her expects his/her optimism will be rewarded when things turn out well.

He/She is shaken, when his/her expectations go awry.

Their open attitude and optimism make them easy to be around. They are enthusiastic and high-spirited; they can do just about anything that interests them.

They are always positive and always looking forward toward success.

He/She has no doubts that he/she will achieve his/her goals.

He/She is besieged at times with flights of irrational exuberance. The irrational side of the exuberance promises him/her painful disappointments.

He/She expects the best possible outcome in every situation.

He/She inspires others with his/her spirit and optimism.

They are lively, enthusiastic types who find a smile, a laugh, and being happy irresistible. He/She experiences a wide range of emotional ups-and-downs. The darker moments don't last long. When they do occur he/she is soon 'back-on-top' of the world again.

He/She is easy to be around.

People are attracted to him/her.

He/She is easy to like.

He/She is outgoing and optimistic.

They keep telling them self that if they just hang in and keep smiling that everything will be better tomorrow.

His/Her sparkling enthusiasm shields him/her from melancholy moods and even stark disabling depressions.

His/Her dogged determination promises him/her that tomorrow will turn out better.

During those times when he/she is afraid that their hopes and dreams will amount to nothing his/her resolve keeps him/her hanging in there.

His/Her hopeful, happy-go-lucky attitude convinces others that things will turn out OK.

His/Her excited gushing optimism adds emotion power to any situation in which they find them self. This sparkling enthusiasm gives confidence in successfully reaching his/her goals and attracts the cooperation of others to help them do so.

He/She ignores any dark clouds that may be lurking nearby. He/She remains upbeat and positive.

He/She grins, approves of others cheerfully, speaks in cool tones, and possesses that social self-confidence and poise that allows him or her to be effective in a wide variety of social situations.

**ORGANIZATION/PLANNING ABILITY:** Planning ability is the ability to use time, energy, resources, etc. in effective ways to achieve things that are wanted. This required the management of time, keeping the workspace clutter-free, prioritizing projects, and staying on top of the schedule, being on time for meetings, never missing a deadline, and knowing how to maximize productivity.

Get things done on time. Supervisors can depend on them to do what they say they are planning to do. This includes the ability to plan, prioritize, and identify current and future goals and trends needed for planning for future goals.

Charles Darwin, "It is not the strongest of the species that survives, nor the most intelligent, but the most responsive to change."

Craig White and Paul Castelloe (Center for Participatory Change), An **organizational plan** is basically a "to do" list for an organization. It lists out the plan of work, programs, and organizational growth over a period of time six months, a year, and five years."

Dwight D. Eisenhower, "Plans are nothing; **planning** is everything."

Winston Churchill, "Let our advance worrying become advance thinking and planning."

Synonyms:

**Methodical:** Methodical refers to the ability to plan, prioritize, and identify current and future goals and trends.

Albert Camus, "Seventy-five million Jews deported or murdered, that's cleansing. I admire such thoroughness, such **methodical** patience! When one has no character, one must have a method.

Mark Swanger, "Garbage in, garbage out. If you have a dysfunctional process then good decisions occur only by accident. A functional, open, and honest process will lead to many good decisions. You go about it in a **methodical** way. You are soliciting input instead of rushing or pushing something through."

**Efficient:** Efficient refers to being effective which is getting things done without wasting time or effort or resources.

Gertrude Stein, "I could undertake to be an **efficient** pupil if it were possible to find an **efficient** teacher."

Steve Jobs, "Pointing is a metaphor we all know. We've done a lot of studies and tests on that, and it's much faster to do all kinds of functions, such as cutting and pasting, with a mouse, so it's not only easier to use but more **efficient**."

Elbert Hubbard, "It's pretty hard to be **efficient** without being obnoxious."

**Orderly**: Orderly refers to being free from disorder, being neat, making systematic arrangements, and adhering to method or system to produce a result.

Eric Hoffer, "A nation without dregs and malcontents is **orderly**, peaceful, and pleasant, but perhaps without the seed of things to come."

Sandra Bullock, "I'm controlling, and I want everything **orderly**, and I need lists. My mind goes a mile a minute. I'm difficult on every single level."

George Mikes, "An Englishman, even if he is alone, forms an **orderly** queue of one."

**Organized**: Organized refers to working and functioning within a formal structure governing the coordination and direction of activities.

George Carlin, "Electricity is really just **organized** lightning."

Woody Allen, "**Organized** crime in America takes in over forty billion dollars a year and spends very little on office supplies."

Charlie Kaufman, "We try to **organize** the world, which isn't **organized** the way our brains want to **organize** it. We tell stories about the people in our lives, we project ideas onto them. We project relationships with people; we make our lives into stories. I don't think we can avoid doing that."

**Systematic**: Systematic refers to activities that use step-by-step procedures, purposefully regularly, and methodical.

Karl Popper, "Science may be described as the art of **systematic** over-simplification."

Henry Brooks Adams, "Politics, as a practice, whatever its profession, has always been the **systematic** organization of hatreds."

Toni Morrison, "The **systematic** looting of language can be recognized by the tendency of its users to forgo its nuanced, complex, mid-wifery properties for menace and subjugation. Oppressive language does more than represent violence; it is violence; does more than represent the limits of knowledge; it limits knowledge. Whether it is obscuring state language or the faux-language of mindless media; whether it is the proud but calcified language of the academy or the commodity



driven language of science; whether it is the malign language of law-without-ethics, or language designed for the estrangement of minorities, hiding its racist plunder in its literary cheek - it must be rejected, altered and exposed. It is the language that drinks blood, laps vulnerabilities, tucks its fascist boots under crinolines of respectability and patriotism as it moves relentlessly toward the bottom line and the bottomed-out mind. Sexist language, racist language, theistic language - all are typical of the policing languages of mastery, and cannot, do not permit new knowledge, or encourage the mutual exchange of ideas."

He/She to keeps his/her work space neat, orderly, meticulously organizes his/her activities, and plans every moment of the day.

He/She has an over arching need for structure. He/She is desperate to know what is will happen next.

He/She approaches daily duties and responsibilities cautiously. He/She takes whatever time is required to handle matters correctly and to his/her satisfaction.

He/She organizes time efficiently.

He/She manages the most important as well as subordinates tasks competently.

Here is a well-organized, hard working individual who is most comfortable operating within a orderly, structured environment.

Mess and chaos unhinges him/her. He/She grabs hold of whatever it takes to create order out of this chaos.

Neglect or omission of details wrecks the organization of his/her plans. Any possible follow through is disrupted.

Efficient planning avoids his/her becoming a slave to arbitrarily imposed schedules.

He/She organizes his/her work before he/she starts a project.

He/She takes the initiative in preparing new projects.

He/She makes things run smoothly.

They plan their activities carefully.

They allocate their time and energy constructively.

They plan for all those pressing demands which affect the efficient use of available resources.

He/ She needs to know what to expect ahead of time.

Quick forwarding of all information to changes to in the schedule, work force, or specifications to him/her quickly is necessary.

He/She focuses is on what he/she is doing in the here-and-now. He/She looks ahead and keeps a clear view of the overall process. He/She plans, not only for the immediate needs, but also for the needs coming online in the near future.

Forward thinking focuses on achieving results. He/She calculates the costs, takes into account all the factors that affect outcomes, and visualizes a series of necessary alternatives to find the most efficient and effective answers involved in the processing of a project.

He/She keeps an eye on what is going on from moment to moment. He/She is able to make changes when they are required as he/she goes along.

He/She is not a slave to managing details but he/she is good at doing so when required.

He/She handles unexpected changes as they happen.

He/She does not waste time over-thinking all possible outcomes.

This dynamic, energetic worker with zest for life accomplishes his /her goals.

He/She is patient.

He/She plans for the long term and works the plan as events decide.

He/She measures his/her actions and words carefully.

He/She plans to gain a strategic edge. He/She bases decisions on information related to the demands of a project before proceeding.

He/Her plans are carefully crafted so that little to no margin is left to error.

He/She wants to accomplish the maximum amount possible in the shortest amount of time available.

He/She puts first things first, making sure the most important tasks are handled in the proper order.

They find it fun and entertaining to engage in sentimental reveries of insignificant details which erupt sporadically. Wasting time fantasizing over illogical future priorities is fun.

He/She is proud of his/her ability to insist on being factual and accurate.

He/She needs to know in advance how much time a project will require.

They have a well-organized lifestyle and working habits.

They are not exciting people all-in-all. They are boring really.

Obsessive-compulsive accurately describes him/her.

They have an innate sense of structure, timing, and the sense for accurately predicting outcomes.

Clear, well-organized, logical, and business-like, they handle details effortlessly, automatically, and effortlessly.

They rigidly adhere to their own exacting way of doing things. They react strongly to anything and anyone who interferes with them and upsets their plans.

He/She holds fast to the mantra, "Completely effective organization cannot be realized without a clear plan."

Taking on too many projects on at one time makes it is difficult, if not impossible, to see each project through to a successful completion. They cannot successfully combine all the details into a coherent picture.

This individual may lack the ability to see spatial relationships correctly.

His/Her ability to plan, prioritizes, and identifies current and future goals and trends needed for planning for future goals is exceptionally well developed.

He/She does not waste time, effort, or resources.

He/She is thorough, methodical, and patient, very patient.

He/She is highly efficient and obnoxious at the same time.

He/She is a hard taskmaster.

He/She is controlling, demanding, insistent, and organized to a degree that few master.

PACK RAT: A pack rat is a collector of useless objects that have an important but unknown emotional value to the person who is a collector.

Urban Dictionary, "My dad is such a **pack rat**. He still stores his stuff in my mom's house despite the fact that he is no longer married to her."

Elizabeth Svoboda (Field Guide to The Pack Rat: Closet Cases, January 01, 2009), It's the most extreme sufferers of '**packrat-itis**' revolves around their attachment to cherished items that get in the way of their judgment, making it almost physically painful for the pack rat to trash them. "They were something to hold on to when the days got tough, to bring me back to a good time in my life."

Synonyms:

Obsessive: Obsessive is being continually preoccupied with a particular activity, or thing.

Barbara Streisand, "I've been called many names like perfectionist, difficult and **obsessive**. I think it takes obsession, takes searching for the details for any artist to be good."

Eli Wiesel, "'Friendship marks a life even more deeply than love. Love risks degenerating into **obsession**, friendship is never anything but sharing."

Jarod Kintz (*A Letter to Andre Breton, Originally Composed on a Leaf of Lettuce With an Ink-dipped Carrot*), "Here's a haiku/palindrome I wrote called, "**Obsession**."

Bob, Bob, Bob, Bob, Bob,  
Bob, Bob, Bob, Bob, Bob, Bob, Bob,  
Bob, Bob, Bob, Bob, Bob"

Retentive: Retentive refers to a strong desire to acquire and possess things which may not have much use or function. A person who pays excessive attention to detail that the obsession becomes an annoyance to others and a hindrance to getting things done.

Madonna, "I'm anal **retentive**. I'm a workaholic. I have insomnia. And I'm a control freak. That's why I'm not married. Who could stand me?"

William Shakespeare,  
"Nor stony tower, nor walls of beaten neither brass,  
nor airless dungeon,  
nor strong links of iron,  
can be **retentive** to the strength of spirit."

Arthur Conan Doyle ("The Sherlock Holmes Series of Stories),  
"I am an omnivorous reader with a strangely **retentive** memory for trifles."

Collector: A collector is a person who collects or amasses objects. Gathering together or accumulating a large amount or number of valuable materials, objects, or things over an extended period of time.

Robert Mapplethorpe, "I don't think any **collector** knows his true motivation."

Greg Kinnear, "Cat lovers turn into cat **collectors**."

Hoarder: A hoarder is characterized by the excessive acquisition of any and everything as well as the inability and unwillingness to discard large quantities of objects that would seemingly qualify as useless or without value.

Anne Sexton, "...the disgust won and because of this I am **hoarder** of words  
I hold them in though they are dung, oh God I am a digger, I am not an idler am I?"

Michael Bedard (*Redwork*), "But there was so much that one had to pretend not to see the incredible clutter that threatened to overtake the entire flat save for those few narrow paths that the old man moved on; the acrid odor of dirt and neglect that pervaded the place and worked its way into your pores so that you carried it with you after you had left; his odd (**hoarder**) ways, born of living so long in an absence of mirrors."

NJ Despres Enterprises of RI Hoarding Help on Facebook (The Cost of Cleaning Out a **Hoarder** House), "The cost of cleaning up a **hoarded** property is so complex; it requires an on-site inspection and thorough interview with the owner and occupants."

Stingy: Stingy refers to being unwilling to give or spend; lacking in generosity or magnanimity, miserly, niggardly, skimpy, and parsimonious.

Harvey Fierstein, "A child's kiss is magic. Why else would they be so **stingy** with them?"

Vincent Gallo, "My parents took an interest in nothing; at home no books, no records. My mother and my father are the emblem of indifference, dryness, and bad taste. My father is also terribly **stingy**, in life as well as in feelings: I have never seen him filling up the bathtub."

Yiddish Proverb, "A rich man who is **stingy** is the worst pauper"

Jason French, "He was never **stingy** with a smile or a laugh."

Arabic Proverb, "The **stingy** has a big porch and little morality."

He/She is a pack rat, a collector of useless objects that have an important but emotional value unknown to anyone else but them.

He/She has a strong desire to acquire and possess things which may not have much use or function.

He/She pays excessive attention to details to the point that the obsession becomes an annoyance to others and a hindrance to getting things done.

He/She is a hoarder. His/Her excessive acquisition of any and everything along with the inability and unwillingness to discard large quantities of objects that would seemingly qualify as useless or without value is his/her hallmark.

He/She is just plain stingy. He/She lacks generosity or magnanimity. He/She is miserly, niggardly, skimpy, and parsimonious.

He/She controls people with promises of money which they never plan to keep.

He/She saves everything, neatly filing it away; thinking there is a possibility he/she might need it someday.

They do not give anything away freely. All gifts come with strings attached. There is a price to be paid by the person who receives the gift, eventually.

If you look at /his/her desk you are likely to find a neat fastidious kept 'to-do' list that he/she meticulously updates at the end of the day.

Useless junk fills his/her rooms, useless except to them. He/She cannot bear to part with anything.

His/Her stuff is treasure really. His/Her stuff might be useful and valuable someday you know.



He/She collects everything; bits of paper, pennies, and debts of people who owe him/her something. He/She stubbornly controls everything and anything. He/She lets go of nothing willingly.

He/She dreads giving anything away. He/She hangs on to old relationships; relationships that have long ago become fainter and receded further away in his/her heart. He/She clings to the remaining hollow echoes devoid of any meaning left in them.

He/She cannot let go of anything, money especially. He/She is indifferent to his/her friends, should they have any left who quite unthinkingly point out his/her stingy ways and lack of generosity. He/She continues on, unconcerned and indifferent, without a second thought.

His/Her stinginess, absence of generosity and kindness sabotage sharing their feelings, ideas, and time, precious time, with others. They will not go the "extra mile" for another person for any reason.

They are coldly indifferent to the needs, desires, and appeals from other people.

He/She takes an interest in nothing by them self.

He/She is an emblem of indifference, poor taste, and miserliness.

He/She never lets go of anything voluntarily.

He/She does not care what happens to other people, particularly family.

He/She cherishes himself or herself exclusively. There is no room felt for anyone else.

He/She skimps on everything. He/She can squeeze blood from a nickel or a turnip.

PERFECTIONIST: Perfectionists experience displeasure with anything that is not perfect or does not meet extremely high standards.

Michael Jackson, "I'm never pleased with anything; I'm a **perfectionist**, it's part of who I am."

Jack Nicklaus, "Sometimes, I'm an ogre. I can be short. I'll walk into the office some days and I've gotten up on the wrong side of the bed, and everybody knows it. I'm a **perfectionist**. I like to be organized, and I like to get everything done today."

Elsbeth Huxley (*The Flame Trees of Thika: Memories of an African Childhood*), "Tilly was downcast; as with all **perfectionists**, it was the detail others might not notice that destroyed for her the pleasure of achievement."

Synonyms:

Controlling: The term 'controlling' refers to people who stress control and demand regulation which exercises the direction over any activity through domination and restraint.

Sandra Bullock, "I'm **controlling**, and I want everything orderly, and I need lists. My mind goes a mile a minute. I'm difficult on every single level."

Michael Ende, "When it comes to **controlling** human beings, there is no better instrument than lies. Because you see, humans live by beliefs. And beliefs can be manipulated. The power to manipulate beliefs is the only thing that counts."

Louise J. Kaplan, "Mothers tend to encourage their sons to run away and romp.... Mothers of little boys often complain that "There's no **controlling** him." "He's all over the place...." The complaints are tinged with more than a little pride at the boy's marvelous independence and masculine bravado. It's almost as though the mother enjoyed being overwhelmed by her spectacular conquering hero."

He/She is a perfectionist. He/She drives them self mercilessly.

He/She is hard on himself/herself. He/She is hard on others.

They are as hard on them self as they are hard on others.

Their self-critical attitude is unrelenting.

He/She cannot compromise. It's his/her way or the highway.

Every act has to be just 'right.' He/She demands things be done his/her way. He/She has their own ideas of how each process should be handled. He/She controls over all the details involved in every activity.

He/She considers anything done less than perfectly is intolerable. His/Her high standards demand nothing less.

He/She is always tries to find the 'perfect' solution to all problems.

His/Her expectations are impossibly high.

He/She is exacting when it comes to his/her work. For example, it is critical that he/she iron out all the imperfections, errors, and faults in a speech he/she is to make before presenting it to an audience.

Their perfectionism demands constant editing and re-editing of their work before the results are acceptable and sometimes not even then.

They set high standards for achievement. Whatever they do is as near perfect as they can make it. They are never certain or satisfied. The pride they take in their work is always capped with anxiety.

He/She will not settle for a performance that is less than his/her best.

He/She struggles to complete everything required in a project on time. He/She gets so wrapped up in the details that he/she frequently runs over the dead line.

The quality of their work increases its value

His/Her perfectionism makes rapid progress impossible. His/Her focus on details overlooks the larger picture failing to grasp the essential meaning of the purpose of the project.

Perfectionism controls His /Her actions.

He/She strives to do everything right the first time.

He/She is aware of his/her striving to reject all imperfect personal achievements.

He/She is a stuffed shirt.

He/She sweats the speed limits.

They hug the speed limits.

They love rules no matter how ridiculous, ruinous, and stupid they may be.

His/Her perfectionism keeps him/her in tune with accepted traditional societal values.

Perfectionism is the ugly twin of procrastination. They drive hard to make sure their work is perfect. Often the work never gets finished.

He/She have put in an enormous amount of effort defining how others are to look at him/her. They require others follow their meticulously defined persona building script in dealing with him/her. If they think someone has seen a part of him/her that he/she wants to remain concealed they become upset.

He/She pretends that he/she is something he/she is not.

Having control over others and events is vitally important in their life. They put across an impression of exactly the kind of image they want others to see and believe is true of them. He/She is a persona person; all hat no cattle.

All hat and no cattle, that boy just ain't real  
All boots and no saddle, don't know how to make a cowgirl feel

Think I'm gonna tell him to pack up his act  
And go back where he came from  
'Cause all hat and no cattle ain't gonna get it done.

If he/she does not finish a demanding project, h/she does not have to worry about it being less than perfect 😊

His/Her perfectionism is a deeply satisfying form of procrastination. He/She engages in it whenever possibility arises.

Thoughts on Procrastination,

Edward Young (*The Complaint: Night Thoughts*, "Procrastination is the thief of time."

Lord Chesterfield (*Letter to His Son*), "Never put off till tomorrow what you can do today."

Don Marquis (*Archy and Mehitabel*), "Procrastination is the art of keeping up with yesterday."

**PERSISTENT:** Persistent refers to continuing resolutely or obstinately in a course of action in spite of difficulty or opposition.

Albert Einstein, "Reality is merely an illusion, albeit a very **persistent** one."

Henry Ward Beecher, "There is no faculty of the human soul so **persistent** and universal as that of hatred."

Ralph Fiennes, "Gardeners are good at nurturing, and they have a great quality of patience, they're tender. They have to be **persistent**."

Synonyms:

**Resolute:** Resolute refers to decisive, do-or-die, dogged, firm, hell-bent on, determined, single-minded attitude to get a task completed.

Theodore Roosevelt, "It is only through labor and painful effort, by grim energy and **resolute** courage that we move on to better things."

Ann Morrow Lindberg, "When the wedding march sounds the **resolute** approach, the clock no longer ticks, it tolls the hour. The figures in the aisle are no longer individuals, they symbolize the human race."

Eugene S. Wilson, "Only the curious will learn and only the **resolute** overcome the obstacles to learning. The quest quotient has always excited me more than the intelligence quotient."

**Stubborn:** Stubborn refers to actions performed or carried on in an unyielding, obstinate, persistent manner, adamant, bullheaded, dogged, hard-nosed, head strong, pigheaded, stiff-necked, obstinate, unbending, uncompromising, unrelenting, unyielding, and willful manner.

Mark Twain, "Facts are **stubborn**, but statistics are more pliable."

Barbara Streisand, "What is exciting is not for one person to be stronger than the other... but for two people to have met their match and yet they are equally as **stubborn**, as obstinate, as passionate, as crazy as the other."

Michel de Montaigne, "**Stubborn** and ardent clinging to one's opinion is the best proof of stupidity."

**Tenacious:** Tenacious refers to the persistence in clinging to an object or goal.

Honore de Balzac, "Women are **tenacious**, and all of them should be tenacious out of self respect; without esteem they cannot exist; esteem is the first demand that they make of love."

Kathryn Bigelow, "Perhaps the only thing in my favor is that I am very **tenacious**. I don't take 'no' very well."

Denis Diderot, "Impenetrable in their dissimulation, cruel in their vengeance, **tenacious** in their purposes, unscrupulous as to their methods, animated by profound and hidden hatred for the tyranny of man, it is as though there exists among them an ever-present conspiracy toward domination, a sort of alliance like that subsisting among the priests of every country."

Perseverance: Perseverance refers to staying the course, sticking to a plan, opposing efforts to block or stop an action from moving forward.

Samuel Johnson, "If your determination is fixed, I do not counsel you to despair. Few things are impossible to diligence and skill. Great works are performed not by strength, but **perseverance**."

George Eliot, "Failure after long **perseverance** is much grander than never to have a striving good enough to be called a failure. "

Julie Andrews, "**Perseverance** is failing 19 times and succeeding the 20th."

Determination: Decisiveness, stick-to-itiveness, a fixed intention to achieve a desired end.

Mario Andretti , "Desire is the key to motivation, but its **determination** and commitment to an unrelenting pursuit of your goal - a commitment to excellence - that will enable you to attain the success you seek."

Thomas Fuller, "An invincible **determination** can accomplish almost anything and in this lies the great distinction between great men and little men."

Colin Powell, "A dream doesn't become reality through magic; it takes sweat, **determination**, and hard work."

He/She will not take 'no' for an answer.

He/She is willing to do whatever it takes to get the job done.

He/She is unafraid of difficulties, hardships, or obstacles.

His/Her enthusiasm overcomes all objections and obstacles.

He/She does not give up easily. He/She perseveres. He/She marches on once he/she has set his/her sights on a goal no matter what obstacles stand in his/her way.

Persistence and determination is the spine of his/her continuing to conclude projects successfully.

Once he/she makes up his/her mind, he/she persists even when the odds are decidedly against him/her.

He/She is obstinate when confronted, but gets the job done no matter what.

He/She is in it for the long haul. He/She stays focused on the goal.

He/She does not give up easily. His/Her friendly manner hides an assertive personality. He/She keeps pushing onward until success is assured.

He/She overcomes all opposition and this is by definition the very soul of persistence.

He/She welcomes challenges and difficulties as opportunities to prove himself/herself.

He/She is incredibly persistent. He/She hangs in there until he/she wants.

They are not discouraged easily. They keep on trying to get it right over and over again.

They refuse to admit failure.



They are not easily discouraged.

They complete what they start.

They look for projects that require time and patience.

**PERSUASIVE:** Persuasive refers to the activity of swaying peoples' decisions to favor to one side or another or to favor one argument or another argument using the power in beautiful words to affect the feelings of readers and listeners, ultimately with an aim to change their behavior. The presentation of the arguments takes a neutral and well-accepted stance. The listener will accept such a stance without question.

Lao Tzu, "Truthful words are not beautiful; beautiful words are not truthful. Good words are not **persuasive**; **persuasive** words are not good."

Edward R. Murrow, "To be **persuasive** we must be believable; to be believable we must be credible; credible we must be truthful."

Mark Twain, "There is nothing in the world like a **persuasive** speech to fuddle the mental apparatus and upset the convictions and debauch the emotions of an audience not practiced in the tricks and delusions of oratory."

Synonyms:

**Compelling:** The word compelling refers to evoking interest, attention, or admiration in a powerfully irresistible way. A con artist persuades by forcefulness of argument and uses the power of beautiful words to induce action or belief.

Wallis Simpson, "A woman's life can really be a succession of lives, each revolving around some emotionally **compelling** situation or challenge, and each marked off by some intense experience."

Theodore Dreiser, "I believe in the **compelling** power of love. I do not understand it. I believe it to be the most fragrant blossom of all this thorny existence."

John Archibald Wheeler, "It is my opinion that everything must be based on a simple idea. And it is my opinion that this idea, once we have finally discovered it, will be so **compelling**, so beautiful, that we will say to one another, yes, how could it have been any different?"

**Convincing:** Convincing refers to being capable of causing someone to believe that something is true or real.

Max Planck, "A scientific truth does not triumph by **convincing** its opponents and making them see the light, but rather because its opponents eventually die and a new generation grows up that is familiar with it."

Will Rogers, "Advertising is the art of **convincing** people to spend money they don't have for something they don't need."

Oscar Wilde, "Arguments are to be avoided: they are always vulgar and often **convincing**."

Articulate: Articulate refers to expressing oneself easily in clear, fluent, coherent, and effective language.

Thomas Sowell, "Talkers are usually more **articulate** than doers, since talk is their specialty."

Martin Scorsese, "The most important thing is, how can I move forward towards something that I can't **articulate**, that is new in storytelling with moving images and sound? "

Thomas Mann, "A solitary, unused to speaking of what he sees and feels, has mental experiences which are at once more intense and less **articulate** than those of a gregarious man."

Smooth: A 'smooth talker' refers to a person who is ingratiatingly polite, agreeable, and having no grossness or coarseness in dress or manner and the use of tact in dealing with sensitive matters affecting people.

Barbara Walters, "Success can make you go one of two ways. It can make you a prima donna, or it can **smooth** the edges, take away the insecurities, and let the nice things come out."

Eminem, "I come from Detroit where it's rough and I'm not a **smooth** talker."

Isaac Mizrahi, "The last thing I want to become is one of those talking heads where everything is satiny **smooth** and you know what the next question is going to be." (An example of this is Bryan Williams of NBC News).

Eloquent: Eloquent refers to the skill and power of discourse to persuade other people to get what the speaker wants.

Blaise Pascal, "**Eloquence** is a painting of the thoughts."

David Hume, "**Eloquence**, at its highest pitch leaves little room for reason or reflection, but address itself entirely to the desires and affections, captivating the willing hearers, and subduing their understanding."

William Jennings Bryan, "**Eloquent** speech is not from lip to ear, but rather from heart to heart."

Fluent: Fluent refers to the ability to express oneself readily, smoothly, gracefully, and effortlessly.

Richard Brinsley Sheridan, "A **fluent** tongue is the only thing a mother does not like her daughter to resemble her in."

Buck Henry, "We need a president who is **fluent** in at least one language."

Greg Akcelrod, "I am just like 99% of my friends in France, who say on their resume they can speak **fluent** English. In reality, they can't even count up to three."

He/She knows how to get others to go along with his suggestions.

His/Her persuasive, compelling manner brings others around to his/her way of thinking.

He/She has the ability to make his/her clients feel that he/she is the one to solve their problems and effectively handle their needs.

Nothing diverts her from her goal. He/She smoothly prods people in the direction he/she wants them to go.

He/She make people feel good about bad news.

The way he/she tells people bad news ends up making them feel good about it.

His/Her energy and excitement over promoting his/her product generates energy and excitement in people persuading them his/her wares will make them healthy, beautiful, wise, and live forever (tongue-in-cheek).

He/She sells people unobtrusively. They do not know a pitch is coming their way.

His/Her enthusiasm generates excitement in his/her listening audience.

He/She is ideally suited to the sales field. He/She is, articulate, enthusiastic, and convincing. She learns quickly.

He/She does not accept superficial information. He/She will do his/her research on his/her own if necessary to find out the facts, the truth, and what is really going on.

He/She pushes hard. He/She can be unquestionably persuasive if necessary.

He/She is a natural wordsmith. He/She has a talent for language. He/She gets his/her point across crisply and in a few words.

He/She wheels-and-deals wheedles and coaxes, charms and cajoles, whatever it takes to talk you into doing what he/she wants.

His/Her oily smoothness concealed his/her true plans for getting everyone to do what he/she wants.

Smooth and persuasive, she knows how to sell herself and her ideas effectively.

He/She would far rather persuade than push. He/She does his/her best to keep things upbeat and pleasant.

He/She is a smooth talker. He/She has a talent for bringing others around to his point of view.

She has a way of making the most disagreeable information sound pleasant.

He/She can become passionate about the things that matter to him/her.

He/She uses all his/her considerable skills of persuasion to get the results he/she wants.

He/She is intimidating. He/She uses his/her position of authority to bring others into line with his/her objectives.

Quotations exemplifying the power of the word 'smooth' to describe ingratiating, glib, suave, eloquent, persuasive, pitches from disingenuous manipulators of

beautiful word to move guileless persons to do what they are told follow below:

Tom C. Boyle (on syllables), "... flow like wind on water."

James Crumley, "Glib as an auctioneer."

Russell Baker, "Go down like milk and molasses."

"Smooth as glass" or "Smooth as alabaster" Smooth can also apply to something easily done. This could also describe a glib, shrewd person as speaking as "Slick as an eel" and "Slick as grease."

Tallulah Bankhead, "Would make my life as slick as a sonnet."

James Lee Burke, "Slick as spit."

George Garrett, "Slick as a water snake."

Paige Mitchell, "Slick as black satin,"

Jonathan Kellerman, "Slick as snot."

Linda Barnes, (Of a Voice), "Smooth as mink oil."

O. Henry, "Everything goes smooth as silk."

References from [www.freedictionary.com](http://www.freedictionary.com)

PLEASURE ORIENTED: Pleasure oriented refers to sensation seeking, indulgence in pleasurable feelings, sensual gratification, a devotion, or adaptation to luxurious tastes, especially in drinking and eating, or obtaining gratification through sensual pleasures.

Clarence Darrow, "I have never killed a man, but I have read many obituaries with great **pleasure**."

Sigmund Freud, "Illusions commend themselves to us because they save us pain and allow us to enjoy **pleasure** instead. We must therefore accept it without complaint when they sometimes collide with a bit of reality against which they are dashed to pieces."

William Shakespeare, "**Pleasure** and action make the hours seem short."

Jane Austin, "The person, be it gentleman or lady, who has not **pleasure** in a good novel, must be intolerably stupid."

George Orwell, "Serious sport has nothing to do with fair play. It is bound up with hatred, jealousy, boastfulness, disregard of all rules and sadistic **pleasure** in witnessing violence. In other words, it is war minus the shooting."

Niccolo Machiavelli, "It is double **pleasure** to deceive the deceiver."

Synonyms:

Luxury: Luxury refers to indulgence in and enjoyment of rich, comfortable, and sumptuous living.

Oscar Wilde, "There is a **luxury** in self-reproach. When we blame ourselves we feel no one else has a right to blame us."

Coco Chanel, "Some people think **luxury** is the opposite of poverty. It is not. It is the opposite of vulgarity."

Stendhal, "The great majority of men, especially in France, both desire and possess a fashionable woman, much in the way one might own a fine horse - as a **luxury** befitting a young man."

Comfort: Comfort refers to a condition or feeling of pleasurable ease, well-being, and contentment, the easy life, the good life.

Katherine Mansfield, "I always felt that the great high privilege, relief, and **comfort** of friendship was that one had to explain nothing."

Aristotle, "In poverty and other misfortunes of life, true friends are a sure refuge. The young they keep out of mischief; to the old they are a **comfort** and aid in their weakness, and those in the prime of life they incite to noble deeds.

Christopher Hitchens, "Littera scripta manet - 'The written word will remain'. That's true, but it won't be that much **comfort** to me."

Hippocrates, "Cure sometimes, treat often, **comfort** always."

They turn to pursuits that gratify, such as good music sumptuous meals and times of relaxation.

He/She is torn between taking a conservative approach to life and being a spendthrift.

His/Her desires for acquiring more money and material possessions are in conflict with a need to hold on to what she already has.

Their number one priority is taking care of his/her comforts. Everything else takes a back seat.

Sensual pleasures are first on the list of things to do.

They are intractably self-serving creatures. Their overweening ambition in life is to enjoy the finer things. This prompts them to go after the wealth that supports a lavish life style.

The love greed and pleasure.

He/She likes to feel good.

He/She indulges him/her self with anything that feels good.

He/She soaks up sensuous experiences like a sponge.



He/She has turned lounging in a hot tub into an art form.

'Shop 'til you drop' is his/her motto.

He/She firmly believes a Mercedes Benz is far classier than a used Chevy.

He/She holds firmly to the belief that his/her body is the temple of his/her soul and people should worship there.

Liquor sliding down his/her throat is an insistent reminder of what his/her body is all about.

He/She loves pleasure more than anything else in life.

He/She is a raconteur and connoisseur par excellence. He/She loves everything considered classy, upbeat, and expensive.

He/She is intensively in love with himself/herself.

He/She plays with himself/herself enthusiastically.

PRIDE: With a positive connotation, *pride* refers to a satisfied sense of attachment toward one's own or another's choices and actions, or toward a whole group of people. It is a product of praised, self-love, independent self-reflection, or a feeling of belonging to a special group or family.

Pride as hubris is an inwardly directed emotion that carries a negative connotation. Pride here refers to an inflated sense of one's personal status and accomplishment.

Steve Jobs, "Remembering that I'll be dead soon is the most important tool I've ever encountered to help me make the big choices in life. Because almost everything, all external expectations, all **pride**, all fear of embarrassment or failure, these things just fall away in the face of death, leaving only what is truly important."

Thomas Merton, "**Pride** makes us artificial and humility makes us real."

Jane Austen, "Vanity and **pride** are different things, though the words are often used synonymously. A person may be proud without being vain. **Pride** relates more to our opinion of ourselves; vanity, to what we would have others think of us."

Eric Hoffer, "Nationalist **pride**, like other variants of pride, can be a substitute for self-respect."

Drew Barrymore, "Being a Barrymore didn't help me, other than giving me a great sense of **pride** and a strange spiritual sense that I felt OK about having the passion to act. It made sense because my whole family had done it and it helped rationalize it for me."

#### Synonyms:

Self-respect: Self-respect is a way of thinking, feeling, and acting that implies that you accept, esteem, trust, and believe in yourself. It is also a judgment that reflects a person's overall emotional evaluation of his or her own worth.

Dale Turner, "It is the highest form of **self-respect** to admit our errors and mistakes and make amends for them. To make a mistake is only an error in judgment, but to adhere to it when it is discovered shows infirmity of character."

Bruno Bettelheim, "Punishment may make us obey the orders we are given, but at best it will only teach an obedience to authority, not a self-control which enhances our **self-respect**."

Ralph Waldo Emerson, "There are other measures of **self-respect** for a man, than the number of clean shirts he puts on every day. "

Arrogance: Arrogance is an overbearing pride confirmed by a superior snobish manner toward persons considered as inferiors or from the lower classes, such as

some of the British aristocracy's attitude toward what some of its members term 'The Little People' or 'The Estates' who were the upper classes' servants.

Frank Lloyd Wright, "Early in life I had to choose between honest **arrogance** and hypocritical humility. I chose the former and have seen no reason to change."

George Stevens, "I see myself capable of **arrogance** and brutality... That's a fierce thing, to discover within yourself that which you despise the most in others."

Mehmet Oz, "As a surgeon you have to have a controlled **arrogance**. If it's uncontrolled, you kill people, but you have to be pretty **arrogant** to saw through a person's chest, take out their heart, and believe you can fix it. Then, when you succeed and the patient survives, you pray, because it's only by the grace of God that you get there."

Conceit: Conceit is an unduly high opinion of one's own abilities or worth. Conceit denotes excessive high regard for oneself: boasting that reveals conceit; imperturbable egoism; arrogance and egotism that obvious from a person's actions, and a narcissism that disdainfully shuts out everyone else.

Francois de La Rochefoucauld, "**Conceit** causes more conversation than wit."

Marcus Tullius Cicero, "Frivolity is inborn, **conceit** acquired by education."

David Lee Roth, "I'm not conceited. **Conceit** is a fault and I have no faults."

Vanity: Vanity is an excessive pride in one's appearance or accomplishments. It is revealed by ostentation justified by ambition.

Mark Twain, "It is just like man's **vanity** and impertinence to call an animal dumb because it is dumb to his dull perceptions."

Victor Hugo, "Stupidity talks, **vanity** acts."

Helen Rowland, "The woman who appeals to a man's **vanity** may stimulate him, the woman who appeals to his heart may attract him, but it is the woman who appeals to his imagination who gets him."

Victor Hugo, "Without **vanity**, without coquetry, without curiosity, in a word, without the fall, woman would not be woman. Much of her grace is in her frailty."

Garrison Keillor, "Even in a time of elephantine **vanity** and greed, one never has to look far to see the campfires of gentle people."

It is essential for him/her that others looked up to him/her with respect.

He/She works hard at developing his/her competence in whatever area he/she takes on in order to gain respect from others.

He/She wants to be respected and admired no matter what.

His/Her achievements give him/her an indispensable sense of have a good reputation.

He/She works tirelessly to be viewed as being proficient.

They see them self as all-powerful, great, and grand. There is no verifiable evidence to back it up, however. Their grandiose plans pack a lot of energy but are overall unrealistic.

He/She revels in the thought that his/her skill and performance are being celebrated by others.

They make their own rules. Pride prompts him/her to show off their best side at each-and-every occasion. They make every effort to impress others to view them in the very best possible light.

His/Her sense of self worth reflects genuine pride and dignity.

They do not tolerate sloppiness or chaos. His/Her rigid and uncompromising standards generate high levels of performance, i.e. levels of performance that they are unwilling to negotiate.

He/She is proud to the point of simple-mindedness.

He/She gets satisfaction from doing a good job.

He/She serves others needs and wishes well.

He/She is susceptible to criticism.

He/She is thin-skinned.

He/She is self-conscious to a fault.

A penetrating sense of pride safeguards him/her from ever considering behaving in a manner that placing himself/herself in a bad light.

Pride will not protect him/her from criticism.

His/Her arrogance eliminates failure as being an option.

He/She cherishes a flattering and unduly high opinion of his/her own abilities and worth.

He/She has an excessive high regard for him/her self.

His/Her boasting betrays his/her conceit.

His/Her imperturbable egoism, arrogance, and selfishness gush out of all of his/ her actions.

His/Her self-absorption and conceit shuts everyone else out.

He/She needs them self to love. No one else comes close to being adequate lovers.

Procrastination: Procrastination refers to the needless often disastrous putting off doing something, especially out of habitual carelessness or laziness; to postpone doing something because it would be boring, tedious, disgusting, unimportant, and uninteresting.

Christopher Parker, "**Procrastination** is like a credit card: it's a lot of fun until you get the bill."

Edward Young, "**Procrastination** is the thief of time; year after year it steals, till all are fled, and to the mercies of a moment leaves the vast concerns of an eternal state. At thirty, man suspects himself a fool; knows it at forty, and reforms his plan; at fifty chides his infamous delay, pushes his prudent purpose to resolve; in all the magnanimity of thought, resolves, and re-resolves, then dies the same."

Synonyms:

Hesitant: Hesitant is a term connoting the inability to act quickly and decide decisively.

Patricia Schroeder, "Many women have more power than they recognize, and they're very **hesitant** to use it, for they fear they won't be loved."

Nikki Giovanni, "Writers don't write from experience, although many are **hesitant** to admit that they don't. ...If you wrote from experience, you'd get maybe one book, maybe three poems. Writers write from empathy."

Johan Huizinga, "During medieval times, all those emotions were missing which have made us cautious and tentative in matters of justice: the insight into diminished capacity, the concept of judicial fallibility, the awareness that society has to share in the blame for the guilt of individuals, the question whether an individual ought not be rehabilitated rather than made to suffer. Or, perhaps, better stated: a vague sense of all this is not lacking, but rather concentrates itself, un verbalized, in instant impulses of charity and forgiveness, unconcerned with the issue of guilt, which could suddenly break through the cruel satisfaction over the administration of justice. While we administer a **hesitant**, toned down justice, partially filled with a guilty conscience, the Middle Ages knew only two extremes: the full measure of cruel punishment or mercy."

Apprehensive: Apprehension refers to fear of the future. Apprehension is the situation of being uneasy, upset over possible misfortune and danger, antsy, nervous, and tense.

Lucius Annaeus Seneca, "There are more things to alarm us than to harm us, and we suffer more often in **apprehension** than reality."

Abraham Harold Maslow, "“I can feel guilty about the past, apprehensive about the future, but only in the present can I act. The ability to be in the present moment is a major component of mental wellness.”

William Shakespeare,  
“So in the world: 'tis furnished well with men,  
And men are flesh and blood, and **apprehensive**;  
Yet in the number I do know but one  
That unassailable holds on his rank,  
Unshaked of motion; and that I am he.”

Insecure/Insecurity: Insecure refers to a lack of self-confidence and anxiety.

Bobby Darin, “Any fool knows that bravado is always a cover-up for **insecurity**. That's the truth. And on that note, I'll say goodnight. God love you.”

Johnny Depp, “As a teenager I was so **insecure**. I was the type of guy that never fitted in because he never dared to choose. I was convinced I had absolutely no talent at all. For nothing. And that thought took away all my ambition too.”

Jenny McCarthy, “I'm not as hard on myself anymore. I'm comfortable exactly where I am, though it took me until I was 34 years old! I still have things I'm really **insecure** about, but I've changed by loving me - C-section scars, stretch marks, and all.”

Cher, “I'm **insecure** about everything, because... I'm never going to look in the mirror and see this blond, blue-eyed girl. That is my idea of what I'd like to look like.”

Uncertain: Uncertainly refers to an anxious lack of self-confidence or self-assurance.

Hugh Mackay, “Nothing is perfect. Life is messy. Relationships are complex. Outcomes are **uncertain**. People are irrational.”

Niccolo Machiavelli, “There is nothing more difficult to take in hand, more perilous to conduct, or more **uncertain** in its success, than to take the lead in the introduction of a new order of things.”

Winston Churchill, “True genius resides in the capacity for evaluation of **uncertain**, hazardous, and conflicting information.”

Indecisive: Indecisive refers to vacillating decisiveness and a lack of firmness in resolve.

Rock City, "I know you don't like it whenever I'm **indecisive** but I just can't help myself. I know its hard loving someone who's constantly changing, never being the same thing."

Tommy Cooper, "I used to be **indecisive**, but now I am not quite sure."

Jules Feiffer, "At sixteen I was stupid, confused, and **indecisive**. At twenty-five I was wise, self-confident, prepossessing, and assertive. At forty-five, I am stupid, confused, insecure, and **indecisive**. Who would have supposed that maturity is only a short break in adolescence?"

Irresolute: Irresolute refers to a person being uncertain as to just how to act or proceed.

Winston Churchill, "They are decided only to be undecided, resolved to be **irresolute**, adamant for drift, solid for fluidity, all-powerful to be impotent."

William Strunk, Jr., "It is worse to be **irresolute** than to be wrong."

T. S. Eliot,

"Issues from the hand of time  
the simple soul  
**Irresolute** and selfish, misshapen, lame,  
Unable to fare forward or retreat...."

Vacillating: Vacillating is swing indecisively from one course of action or opinion to another.

Franz Grillprazer, "This searching and doubting and **vacillating** where nothing is clear but the arrogance of quest. I, too, had such noble ideas when I was still a boy."

L. G. Elliott, "**Vacillating** people seldom succeed. They seldom win the solid respect of their fellows. Successful men and women are very careful in reaching decisions and very persistent and determined in action thereafter."

Robert Crumb, ""When I come up against the real world, I just **vacillate**."

He/She fears the future.



He/She is undecided about his/her plans.

He/She puts off making firm decisions.

Procrastination causes him/her to put things off until the last minute. He/She needlessly postpones making decisions and delays acting.

He/She is an anxious soul. He/She repeatedly puts off making decisions.

He/She changes his/her mind frequently.

He/She habitually resists making decisions.

He/She cannot keep commitments.

He/She does not keep to a definite course of action.

He/She faces the phantom of the responsibility to be in control of all elements of a complex plan brings insurmountable pressures to bear. Perplexing decisions must be made. Out of the phantoms of perplexity rises the ugly head of procrastination. Progress such as it may be is slow, uncertain, and uneven.

Their overweening need to be in control interferes with deciding upon and initiating new projects.

They control what and when they will or will not respond to the demands of any particular situation.

They shape and manage all demands made of them.

They become paralyzed, incapacitated, stuck in one spot for fear of making a wrong move. They put off taking any action.

Everything becomes pointless as they stay undecided and of two minds. They do not commit to a definite achievable goal. This can be an effort on their part to avoid being judged harshly for any failures they could possibly make.

He/She always leaves the future open-ended. This inertia coupled with the anticipation of things to come makes it hard for him/her to get started to take the first step toward engaging in a project.

He/She is known for putting off doing something, especially out of habitual carelessness or laziness; to postpone or delay needlessly completing projects.

He/She is unable to act or decide quickly or firmly.

He/She is: fearful about the future; uneasy; upset over possible misfortune or danger; antsy, nervous, and unable to relax.

He/She lacks self-confidence; weighed down by anxiety.

PROGRESSIVE: Progressives refers to individual change, continuous improvement, and reform, as opposed to wishing to maintain things as they are, the status quo.

Will Durant, "Education is a **progressive** discovery of our own ignorance."

Salvador Dali, "**Progressive** art can assist people to learn not only about the objective forces at work in the society in which they live, but also about the intensely social character of their interior lives. Ultimately, it can propel people toward social emancipation."

Johann Kaspar Lavater, "There are three classes of men; the retrograde, the stationary and the **progressive**."

Synonyms:

Enterprising: Enterprising refers to a willingness to undertake new ventures that require imagination, initiative, and energy.

Thomas Jefferson, "A strong body makes the mind strong. As to the species of exercises, I advise the gun. While this gives moderate exercise to the body, it gives boldness, **enterprise**, and independence to the mind. Games played with the ball, and others of that nature, are too violent for the body and stamp no character on the mind. Let your gun therefore be your constant companion of your walks.

Winston Churchill, "Some people regard private **enterprise** as a predatory tiger to be shot. Others look on it as a cow they can milk. Not enough people see it as a healthy horse, pulling a sturdy wagon."

Niccolo Machiavelli, "No **enterprise** is more likely to succeed than one concealed from the enemy until it is ripe for execution."

Liberal: Liberal attitudes favor freedom of action, especially with respect to matters of personal belief and expression."

Robert A. Heinlein, "Political tags, such as royalist, communist, democrat, populist, fascist, **liberal**, conservative, and so forth, are never basic criteria. The human race divides politically into those who want people to be controlled and those who have no such desire."

Ambrose Bierce, "Conservative refers to those who are enamored of existing evils, as distinguished from the **Liberal** who wishes to replace them with others."

Carter Glass, "A **liberal** is a man who is willing to spend somebody else's money."

Forward-looking: Forward-looking refers to looking ahead and making provisions for the future.

Steve Jobs, "You can't connect the dots **looking forward**; you can only connect them looking backwards. So you have to trust that the dots will somehow connect in your future. You have to trust in something, your gut, destiny, life, and karma, whatever. This approach has never let me down, and it has made all the difference in my life."

The Writer, "**Forward-looking** planners had better have a good rear-view mirror."

Broadminded: The broad-minded are not easily shocked, accepting of a wide variety of viewpoints, and tolerant.

Robert Frost, "A liberal is a man too **broadminded** to take his own side in a quarrel."

Art Buchwald, "People are **broad-minded**. They'll accept the fact that a person can be an alcoholic, a dope fiend, a wife beater and even a newspaperman, but if a man doesn't drive, there's something wrong with him."

Unknown Author, "**Broadminded** people create big opportunities; small minded people create big problems. Choose who you associate with carefully."

Will Rogers, "Nothing makes a man **broadminded** like adversity."

George Saintsbury, "**Broadmindedness** is the result of flattening high-mindedness out."

Risk-taking: Risk-taking refers to the challenge of engaging in activities that court danger and have a high possibility of suffering loss, risk physical injury, and personal and financial loss.

Mary Wesley, "Of course **risk-taking** does not always pay off, but it's a lot of fun!"

Robert Traver, (Political **risk-taking** with a mass of people is) "... as chancy and fickle as a whore's heart."

Challenger: A Challenger is a competitor who is aggressive and willing to take chances. Challengers question statements of fact and demand justifications for the facts' being offered.

Mark Twain (A Tramp Abroad), "My acquaintanceship with a party to the coming contest had the effect of giving me a kind of personal interest in it; I naturally wished he might win, and it was the reverse of pleasant to learn that he probably would not, because, although he was a notable swordsman, the **challenger** was held to be his superior."

Geoff Davis, "This campaign was special because we always kept the **challenger** mentality we had from the start. We managed to keep the against-all-odds, can-do spirit that kept us going when no one thought we could win."

**Results-oriented:** Results-oriented refers to setting specific, measurable improvement goals and match resources, tools, and action plans to the requirements of accomplishing success. A results-driven organization concentrates on meeting objectives, delivering to the required time, cost, and quality, and holds performance to be more important than procedures.

Myrko Thum, "I recently made some changes in how I approach my daily work life. I switched more to a **result-oriented** thinking. Since I already learned the value of **result-oriented** thinking when it comes to getting things done."

Fast Company Magazine, "Executive coaches are not for the meek. They're for people who value unambiguous feedback. If coaches have one thing in common, it's that they are ruthlessly **results-oriented**."

He/She focuses on exclusively on progress, development, and encouraging others to follow him/her by challenging them.

The prime driving force in his/her life is making improvements in the world.

If he/she is stuck in a place where things stay the same with no room for change his/her creative drive will wither and die.

Tradition and stability are anathema to him/her. He/She is on the lookout for ways to do things differently.

This maverick scrambles ahead, forging change, and refusing to be stuck in a rut or suffocate stuck in routine.

He/She is a quick learner. He/She digests information rapidly.

His/Her progressive outlook is always on the lookout for alternative ways of getting things done.

The inflexibility of traditionalism blocks him/her from acquiring new ideas and methods. In the face of this he/she pushes himself/herself forward breaking old molds and searching for new and unfamiliar territories.

They are complex persons. As they keep on growing new sides of their personalities are continually emerging.

Their entire focus is on growth.

The future is much more interesting than the present.

They continually look ahead, stretching out towards the immerging outcomes of their actions.

They are willing to listen and learn during personnel evaluations. Negative as well as positive feedbacks confront them with challenges for new growth and improvement.

He/She quickly sees where there is room for improvement and sees to it that happens.

She is willing to risk failure.

He/She needs to break new ground.

He/She wants to see concrete results for his/her efforts.

He/She is not interested in creating movement for its own sake.

He/She does not wait for opportunities to come along.

He/She creates his/her own breaks.

He/She looks failure right in the eye.

Failure is an exciting opportunity to prove them self and prove them self right.

He/She is a visionary.

He/She has far-reaching ideas.

He/She has the expertise to back their ideas up and put them into action.

"But that's the way we've always done it" immobilizes him/her.

A dynamic environment is the type of milieu in which he/she needs to grow and flourish.

This is not somebody who will remain stationary for long.

His/Her mind is constantly churning out new ideas, dreams, and fancies.

This is the person people call on when they want something done.

Their talents and insights enable them to deal effectively with problems.

**REBELLIOUS:** Rebellious refers to a person who resists authority, rejects being controlled by others or submitting to conventional mores and social rules with defiant, oppositional, unmanageable, incorrigible, disobedient, and insubordinate behaviors all designed to frustrate reasonable legitimist expectations.

Drew Barrymore, "Becoming emancipated at 14, my life wasn't normal. I didn't have to go to school, so I didn't. I was **rebellious** by nature. I spent my 20s focusing on my company, Flower Films, and producing movies. Now that I'm almost 30, I would like to try other things in life. I'm crazy about photography, and I want to take an art history class."

Kevin Spacey, "I went through a period of great rebellion within my family, when I was about 9 or 10. I was mad, I had no focus, had no real interest in anything, and so I started to do things that were just **rebellious** and stupid."

Marc Jacobs. "It's sometimes said that I'm **rebellious** and I do things to push people's buttons, but I just like the challenge."

Synonyms:

**Passive-aggressive:** Passive-aggressive refers to sets of chronic behaviors that habitually withhold effort via passive foot-dragging resistance to demands for adequate performance in occupational or social situations. This manifests itself through procrastination, stubbornness, sullenness, and deliberate inefficiency. These behaviors assure failure of supervision. These frustrate the person responsible for supervision to the point a blow-up becomes inevitable. The supervisor may lash out to punish the passive-aggressive party. The moment this occurs the passive-aggressive party has won by fiat, at least in their own mind. The blow-up has validated any of many reasons the passive-aggressive party may have had to justify their sabotage and resistance guaranteeing bad feelings upon which the person responsible for supervision will base their future dealing with the malcontent.

Passive-aggressive behavior lets a person dodge irritating unpleasant chores while sneakily avoiding confrontations. Repercussions are not usually immediate, but instead accumulate over time as the individuals affected by the passive-aggressive person recognize its impact upon them.

Passive-aggressive behavior refers to furtive, obstructionist resistance to following an authority's instructions in interpersonal or occupational situations. It can manifest itself as resentment, willful incompetence, stubbornness, procrastination, sullenness, or repeated failure to accomplish requested tasks for which one is explicitly, held responsible.

Passive-aggressive behavior upsets authorities. It is deliberately designed to do so. Authorities frequently react with angry confrontations, backstabbing, and delight in generating one way or another bad recommendations.



Adam S. McHugh, "“When introverts are in conflict with each other...it may require a map in order to follow all the silences, nonverbal cues, and **passive-aggressive** behaviors!”

Camille Paglia, “Despite popular opinion, there are no important parallels between Madonna and Monroe, who was a virtuoso comedienne but who was insecure, depressive, **passive-aggressive**, and infuriatingly obstructionist in her career habits. Madonna is manic, perfectionist, workaholic. Monroe abused alcohol and drugs, while Madonna shuns them. Monroe had a tentative, melting, dreamy solipsism; Madonna has Judy Holliday's wisecracking smart mouth and Joan Crawford's steel will and bossy, circus master managerial competence.”

Joreen (Jo Freeman), “Bitches are **aggressive**, assertive, domineering, overbearing, strong-minded, spiteful, hostile, direct, blunt, candid, obnoxious, thick-skinned, hard-headed, vicious, dogmatic, competent, competitive, pushy, loud-mouthed, independent, stubborn, demanding, **manipulative**, **egoistic**, driven, achieving, overwhelming, threatening, scary, ambitious, tough, brassy, masculine, boisterous, and turbulent. A Bitch takes shit from no one. You may not like her, but you cannot ignore her.” (This is not always so.)

Defiant: Defiant refers to bold, blunt, and obnoxious opposition to authority.

Will Durst, “Comedy is **defiance**. It's a snort of contempt in the face of fear and anxiety. And it's the laughter that allows hope to creep back on the inhale.”

Hugo Black, “We believe trial judges confronted with disruptive, contumacious, stubbornly **defiant** defendants must be given sufficient discretion to meet the circumstances in each case.”

Joan Jett, “Aggressive, tough and **defiant** may describe me, but that leaves the impression I'm mean and I'm not. People expect me to have fangs.”

Resistant: Resistant refers to people who are defiant of established authority.

Gustave Flaubert, “Stupidity is something unshakable; nothing attacks it without breaking itself against it; it is of the nature of granite, hard and **resistant**.”

Gordon W. Allport, “If a person is capable of rectifying his erroneous judgments in the light of new evidence he is not prejudiced. Prejudgments become prejudices only if they are reversible when exposed to new knowledge. A prejudice, unlike a simple misconception, is actively **resistant** to all evidence that would unseat it. We tend to grow emotional when a prejudice is threatened with contradiction. Thus the difference between ordinary prejudgments and prejudice is that one can discuss and rectify a prejudgment without emotional resistance.”

Barbara Ehrenreich, "Crime seems to change character when it crosses a bridge or a tunnel. In the city, crime is taken as emblematic of class and race. In the suburbs, though, it's intimate and psychological--**resistant** to generalization, a mystery of the individual soul."

Unruly: Unruly refers to a failure to submit to rule or discipline.

Giuliana Rancic, "If you meet a guy, and you take his phone number and he takes yours, and three days later he hasn't called, the truth of the matter is he probably wasn't interested in you in the first place, or he's not going to call you. So what good is it having his number? The problem is, you have a couple of glasses of wine with your friends on day three, and you find yourself calling him. You're a little **unruly**, and you're having a little too much fun, and then you wake up the next morning and you regret it. You can't believe you called him. So I think it's just dangerous. If he likes you, he will call you."

Cathy Rindner Tempelsman "The daily arguments over putting away the toys or practicing the piano defeat us so easily. We see them coming yet they frustrate us time-and-time again. In many cases, we are mothers and fathers who have managed budgets and **unruly** bosses and done difficult jobs well through sheer tenacity and dogged preparation. So why are we unable to persuade someone three feet tall to step into six inches of water at bath time?"

William Shakespeare,

"The **unruly** waywardness  
that infirm and choleric years  
bring with them."

He/She does not take orders well, if at all.

He/She works independently without supervision. He/She will usually accept orders once he/she knows what he/she needs to do.

He/She deliberately upsets people in authority. He/She sabotages the authorities' desires, instructions, plans, and expectations. He/She is adept at 'slow-play', i.e. dawdling, inefficient movements meant to delay or defeat the completion of an assignment.

He/She deliberately scuttles projects if they can get away without being noticed.

This person gets his/her own way whenever it is possible.

He/She resists supervisor by submissively resisting demands for adequate performances. They make an initial impression they will go along with demands and instructions. They are underhanded sorts.

Their rebelliousness stands out from the crowd.

He/She is a tough, callous, hard character who stands out as aloof, indifferent, and detached. When caught out this exerts itself often in a final display of angry threatening rebelliousness. They do not like having a spade called a spade, especially when the spade applies to them.

He/She reacts with contempt whenever an authority calls him/her out.

He/She opposes everything just for the principle of it. It does not matter what the subject or situation happens to be, he/she refuses to see it other peoples' way.

His/Her manner at first is low-keyed and outwardly respectful. He/She is not about to submit or yield to anyone for any reason.

He/She actively looks for reasons to be uncooperative when another person is calling the shots.

He/She needs to be his/her own boss at all times. He/She rejects any attempts to influence or direct his/her movements, activities, or ambitions.

He/She is amongst other things, aggressive, assertive, domineering, overbearing, strong-minded, spiteful, hostile, direct, blunt, candid, obnoxious, thick-skinned, hardheaded, vicious, dogmatic, competent, competitive, pushy, loud-mouthed, independent, stubborn, demanding, manipulative, sneaky, egoistic, driven, achieving, overwhelming, threatening, scary, ambitious, tough, brassy, boisterous, and turbulent. He/She takes shit from no one. You may not like him/her, but you cannot ignore him/her. Outside of these qualities, he/she is an OK sort of person.

RECOGNITION, The NEED FOR: The need for recognition refers to being **praised** recognized, acknowledged, receiving approval, and rewarded with positive credit.

Marianne Williamson, "Maturity includes the **recognition** that no one is going to see anything in us that we don't see in ourselves. Stop waiting for a producer. Produce yourself."

Theodore Roosevelt, "Appraisals are where you get together with your team leader and agree what an outstanding member of the team you are, how much your contribution has been valued, what massive potential you have and, in **recognition** of all this, would you mind having your salary halved."

William James, "What every genuine philosopher (every genuine man, in fact) craves most is praise although the philosophers generally call it **recognition!**"

Synonyms:

Acknowledgement: Acknowledgment refers to praise, appreciation, approval, and acceptance directed at an individual.

Lucy Liu, "You respect all of these people that you know in the business as actors. And they sort of turn around and say, we really like your work. ^ It's a nice **acknowledgment**."

William Hazlitt, "As hypocrisy is said to be the highest compliment to virtue, the art of lying is the strongest **acknowledgment** of the force of truth."

Acceptance: Acceptance refers to receiving personal approval, a favorable reception, and the willingly embrace of others.

Bryan Tracy, "The greatest gift that you can give to others is the gift of unconditional love and **acceptance**."

Daniel Radcliffe, "I'm thrilled of the **acceptance** I get abroad. The people are so hearty, warm, and grateful and I feel privileged having seen so many countries and some of the greatest monuments."

Ben Stiller, "I've had a very good career and I'm grateful that the public has had some level of **acceptance** and appreciation of my work."

Appreciation: Appreciation refers to giving thanks or gratitude for the true worth or value of a person.

François-Marie Arouet aka 'Voltaire', "**Appreciation** is a wonderful thing: It makes what is excellent in others belong to us as well."

Carl Gustav Jung, "One looks back with **appreciation** to the brilliant teachers, but with gratitude to those who touched our human feelings. The curriculum is so much necessary raw material, but warmth is the vital element for the growing plant and for the soul of the child."

Hugh Jackman, "Meditation is all about the pursuit of nothingness. It's like the ultimate rest. It's better than the best sleep you've ever had. It's a quieting of the mind. It sharpens everything, especially your **appreciation** of your surroundings. It keeps life fresh."

They hope others will appreciate for their talents.

They daydream about success and glory.

Recognition for their accomplishments adds necessary icing to their cake.

With recognition and rewards for his/her contributions he/she gives back ten-fold.

He/She will do that little bit extra for clients.

He/She is willing to try harder when he/she receives recognition and personal attention for a good performance.

He/She expects recognition in the form of monetary rewards, too.

He/She takes pride in his/her accomplishments and expects recognition for his/her efforts.

Money is not enough to encourage him/her. He/She wants public recognition as well.

He/She values the sense of his/her personal identity. It is upper most in importance to him/her. The firm he/she works for takes second place at best.

Being overlooked hurts him/her to the quick. It is a personal affront.

Rewarding him/her with flattery is most welcomed.

A glow of pride wells up in them, knowing that others notice and appreciate him/her.

They are people-oriented, caring, generous, easygoing, and good-natured. Their amiability brings with it recognition and appreciation.

**REJECTION, FEAR OF:** The fear of rejection refers to social rejection experienced by and individual when a gang or group members or the members of a social group intentionally exclude them. This is mediated through bullying, teasing, ridiculing, deliberately ignoring (shunning) a person, or giving them "the silent treatment." Rejection can lead to loneliness, low self-esteem, aggression, and depression. It can also lead to feelings of insecurity and a heightened sensitivity to future rejection.

Liam Neeson, "For every successful actor or actress, there are countless numbers who don't make it. The name of the game is **rejection**. You go to an audition and you're told you're too tall or you're too Irish or your nose is not quite right. You're rejected for your education, you're rejected for this or that, and it's really tough.

Carol Vorderman, "There was a great strain in our family because my father didn't want anything to do with me. He was happy to see my brother and sister, but not me. I don't know why. Maybe it was shame. I don't know. But he never wanted anything to do with me. That **rejection** was terribly hurtful and it went on for years."

Al Pacino, "At this point in my career, I don't have to deal with audition rejections. So I get my **rejection** from other things. My children can make me feel rejected. They can humble you pretty quick."

Synonyms:

Rebuff: Rebuff means to reject, reprimand, or criticize sharply.

Robert Browning,

"Then, welcome each **rebuff**  
That turns earth's smoothness rough,  
Each sting that bids nor sit nor stand but go."

Lord Byron,

"But yet she listen'd--'tis enough—  
Who listens once will listen twice;  
Her heart, be sure, is not of ice,  
And one refusal no **rebuff**. "

**SNUB:** Snub refers to abruptly checking, overlooking, or attacking someone socially via rebuke, a cutting retort, or a slighting remark.

Winston Churchill, "It is hard, if not impossible, to **snub** a beautiful woman, they remain beautiful and the snub recoils."

Eleanor Roosevelt, 'A **snub**' defined the first lady, "is the effort of a person who feels superior to make someone else feel inferior. To do so, he has to find someone who can be made to feel inferior."

Note that this statement by Roosevelt in 1935 contained the key elements of the quotation that was assigned to her in the press in 1940. One person may try to make a second person feel inferior, but this second person can resist and simply refuse to feel inferior.

Miguel, "Miguel learned a difficult lesson about the politics of the music industry last evening when he didn't receive a single mention on the list of the 2012 Grammy Awards nominations. However, the R&B singer wasn't shy about sharing his feelings about the **snub** and took to Twitter to discuss the incident.

Venting about being "pissed" regarding the event, Miguel rightfully indicated that either his 'All I Want Is You' debut album or urban smash hit 'Sure Thing' should have received a nod for next year's show.

Brush-off: A brush-off is a quick curt disdainful dismissal; a cold shoulder, kiss-off, or heave-ho.

Urban Dictionary defines 'brush-off' as,

1. Dismissing an individual because they are irrelevant or insignificant.
  2. The act of standing someone up either by ignoring their phone calls, not returning their calls, or failing to meet social arrangements with the person due to being too busy for the person, lack of interest in the person, or the need to just be left alone.
1. "Ever since Jessica found a new boyfriend she's been **brushing off** her ex, Tony."
  2. "Mike continued to **brush off** the unattractive girl that kept trying to study with him."

Difficult unpleasant people make him/her feel rejected. He/She gets discouraged quickly.

The apprehension and foreboding of facing unknown people and unpredictable circumstances paralyzes him/her.



If he/she could only sit at a desk making phone calls all day the likelihood the successful would be a lot better. When he/she is required to spend a lot of time out in the field, dealing with strangers the outlook is dismal.

He/She does not know how to deal with people socially. This makes other people uneasy. They do not really know why he/she is so clumsily in dealing with the subtleties and niceties of socializing.

He/She is hesitant, shy, and awkward in most social situations.

The prospect of rejection threatens him/her to the point he/she reacts aggressively in order to push people away.

Any hint of rejection is alarming, distressing, and disorienting.

He/She hesitates to speak up for fear people will laugh at him/her.

He/She keeps people he/she does not know at arm's length. Her/She is afraid of ridicule if she reveals anything about his/her personal life.

RESENTFUL: Resentful refers to a feeling of indignation and displeasure as well as.

Carrie Fisher, "**Resentment** is like drinking poison and waiting for the other person to die."

Lord Chesterfield, " Let your enemies be disarmed by the gentleness of your manner, but at the same time let them feel, the steadiness of your **resentment**."

Jack Schwartz, " The metaphor of Exodus is one that has dogged the Jews from the outset. Their very success attracts **resentment**."

Synonyms:

Bitter: Bitter refers to exhibiting intense animosity and hostility. The aggravation of bitter emotionally charged injuries, which have become filled with rancor, is never ending.

William Shakespeare,

"But O, how **bitter** a thing it is to look into happiness through another man's eyes."

William Shakespeare

"Bitter to me as death."

Bill Cosby, "People can be more forgiving than you can imagine. But you have to forgive yourself. Let go of what's **bitter** and move on."

Erik Fromm, "To die is poignantly **bitter**, but the idea of having to die without having lived is unbearable. "

Hostile: Hostile refers to an angry, intentionally unfriendly attitude towards someone and a readiness to bicker with them. Hostility is enmity, ill will, as well as exceptionally unfriendly or antagonistic behaviors.

Carl Sagan, "The universe seems neither benign nor **hostile** merely indifferent."

Norman Mailer, "I'm **hostile** to men, I'm **hostile** to women, I'm **hostile** to cats, to poor cockroaches, I'm afraid of horses. "

William Tecumseh Sherman, "This war (American Civil War) differs from other wars, in this particular. We are not fighting armies but a **hostile** people, and must make old and young, rich and poor, feel the hard hand of war."

Angry: Angry refers to being mad, annoyed, cross, furious, huffy, irate, offended, sullen, and generally out of sorts with just about anything at all.

Mark Train, "**Anger** is an acid that can do more harm to the vessel in which it is stored than to anything on which it is poured."

Maya Angelou, "Bitterness is like cancer. It eats upon the host. But **anger** is like fire. It burns it all clean."

Mark Twain, "When angry count to four; when very **angry**, swear."

He/She harbors feelings of indignation and displeasure.

He/She entertains persistent ill will directed at those they regard as doing them a wrong, and insult, or an injury.

He/She seethes with rancour, embitterers, gall, burning resentment, and hatred. He/She is also disagreeable for the most part.

He/She is mad, annoyed, cross, furious, huffy, irate, offended, sullen, and generally out of sorts with just about anything that comes his/her way.

He/She does not give second chances. They carry grudges. Anyone who hurts them will not get another opportunity to do so.

He/She does not forgive insults, grievances, or hostility.

He/She is prepared to plot, plan, and execute revenge on anyone who has offended him/her.

He/She feels fierce resentment towards those who have taken advantage of him/her.

He/She has amassed angry, resentful feelings for a long time. His/Her resentments burst out unpredictably. They do not need to have much, if anything, to do with the insult or injury that provoked the emotional outburst.

His/Her resentments are absolute living breathing festering sores spilling morbid pus over all those who meet him/her.

He/She cannot let go of past sadness, misfortunes, and calamities.

His/Her resentments bind them to histories of being manipulated and punished by people who held the power over their lives. These resentments provoke angry rancorous feelings.

He/She finds them self stuck in a ferocious circle of unresolved injuries that never heal.

They hold on to grudges, sensitivity associated with exploitation, and fill up with hatred towards everything in their life and just everybody in general.

Life sucks!

**RESOURCEFUL:** Resourceful refers to the ability to act effectively or imaginatively, especially in difficult situations as well as having the ability to find clever ways to overcome difficulties.

Scott Adams, "There's nothing more dangerous than a **resourceful** idiot."

Jeff Bezos, "Life's too short to hang out with people who aren't **resourceful**."

Sandra Lee, "Raising myself and caring for my brothers and sisters allowed me the benefit of a lot of information that I wouldn't have otherwise gotten. I had to be frugal, thoughtful, and **resourceful**. I didn't have anyone to tell me, 'You can't.'"

Synonyms:

**Original:** Original refers to a work composed firsthand. A person gifted with fresh initiative or inventive capacity that is also independent and creative in thought or action.

Oliver Wendell Holmes, "The mind, once expanded to the dimensions of larger ideas, never returns to its **original** size."

Samuel Johnson, "Your manuscript is both good and **original**; but the part that is good is not **original**, and the part that is **original** is not good."

Ingrid Bergman, "Be yourself. The world worships the **original**."

**Inventive:** Inventive refers to breaking new ground, being innovative, and adept at making original creations using imagination.

Steve Martin, "I was not naturally talented. I didn't sing, dance or act, though working around that minor detail made me **inventive**."

Wyndham Lewis, "When we say 'science' we can either mean any manipulation of the **inventive** and organizing power of the human intellect: or we can mean such an extremely different thing as the religion of science the vulgarized derivative from this pure activity manipulated by a sort of priest craft into a great religious and political weapon."

Jean Piaget, "The principle goal of education in the schools should be creating men and women who are capable of doing new things, not simply repeating what other generations have done; men and women who are creative, The principle goal of education in the schools should be creating men and women who are capable of doing new things, not simply repeating what other generations have done; men and women who are creative, **inventive** and discoverers, who can be critical and verify, and not accept, everything they are offered."

Unique: Unique is being the only one of a particular type; single; sole; without equal or like; unparalleled. A comparison is impossible. Unique is also existing alone or consisting of only one individual.

Oscar Wilde, "A work of art is the **unique** result of a **unique** temperament."

Walt Disney, "The more you like yourself, the less you are like anyone else, which makes you **unique**."

Viktor E. Frankl, "Everyone has his own specific vocation or mission in life; everyone must carry out a concrete assignment that demands fulfillment. Therein he cannot be replaced, nor can his life be repeated, thus, everyone's task is **unique** as his specific opportunity to implement it."

He/She makes changes, just for the sake of change, even if there is not enough at hand to improve upon already.

His/Her takes existing ideas and turns them into something new and innovative. His/Her vision and foresight makes him/her a valuable person to have around in any enterprise.

He/She eagerly applies new methods to new challenging situations.

He/She tackles anything that comes along.

He/She gets pleasure from brainstorming new ideas. He/She doesn't worry about deadlines or procedural constraints. He/She wants the freedom to think through anything he/she undertakes and proceeds to implement changes as they come up.

He/She reaches out to learn how to solve problems from new information.

Anything that is routine and repetitive turns him/her off.

He/She has different ways of seeing things that frequently do not coincide with the views, ideas, or preconceived notions of others. A lot of explanation is needed to bring others around to seeing what he/she sees in any problem solving situation.

He/She puts interesting unique twists on many of the concepts he/she encounters.

He/She does not feel tied down to conventional, conservative, ways of looking at the world.

He/She is always excited to learn anything new.

He/She reaches out to touch the unique, the atypical, and the unparalleled.

He/She is an expert at problem solving. He/She especially welcomes new challenging, and fascinating problems.

He/She unravels details at the core of a challenging problem out of which he/she starts creating solutions.

He/She plunges into the middle of something brand new, picks up the pieces, and begins improvising solutions.

He/She creates completely new concepts, generates unlimited options, and alternatives.

He/She ignores traditional ways of doing and looking at things. He/She always looks for new and better ways to do things. Say, 'it can't be done' becomes challenge for him/her.

He/She never takes 'no' for an answer, but comes up with whatever is required, one-way or another.

'Some things are best left as they are'. Overlooking this fact of life can be and embarrassment to him/her.

Novel plans are after all only novel plans to the person who thinks them up☺

He/She looks at things in ways that most people cannot grasp. Good bosses with even the smallest smidgeon of imagination and ambition leap at the chance to take him/her on and support him/her as his/her projects move along.

He/She visualizes unlimited possibilities and outcomes that come imbedded in a variety of scenarios.

He/She is a problem solver who is happier dealing with potentials than carving out the actual implementation of the solutions.

His/Her talents are most effective in positions that demand someone of vision, rather than a hands-on, down-and-dirty type of manager.

They will not stick with the 'tried and true' standard methods of operating.

They are only at home with the freedom to create his/her techniques.



**RESPONSIVE:** Responsive refers to readily reacting or replying to people or events or stimuli as well as being susceptible to the attitudes, feelings, or circumstances of others.

Willa Cather (My Antonia), "She was so gay and **responsive** that one did not mind her heavy, running step, or her clattery way with pans."

Teresa Stover, "Independent thought leads to an inquiring mind, a mindset that eventually leads to the questioning of authority figures, and that is the one thing that inadequate leaders do not want. When a leader discourages questioning of his/her leadership style, actions, and motivations, that is a sign that they have something to hide, that they may not be worthy of the public's trust. A **responsive** leader welcomes and encourages questions from the citizens that have entrusted them with their safety, economic stability, and their confidence that a certain level of civility in society will be constant. **Responsive** leaders would be appalled, disappointed, and disgusted if the public did not question such factors."

Jef Raskin, "An interface is humane if it is **responsive** to human needs and considerate of human frailties."

Anton Seidl, "It always makes me sad when I think of how I saw Wagner wasting his vitality, not only by singing their parts to some of his artists, but acting out the smallest details, and of how few they were who were **responsive** to his wishes."

Synonyms:

**Compassionate:** Compassionate refers to sympathetic comprehension of the feelings of other people.

Jacob and Wilhelm Grimm, "As he had a **compassionate** heart he pulled out his needle and thread, and sewed her together."

George Washington Carver, "How far you go in life depends on your being tender with the young, **compassionate** with the aged, sympathetic with the striving and tolerant of the weak and strong. Because, someday in your life you will have been all of these."

**Understanding:** Understanding refers to comprehending, discerning, and empathic perception of peoples' situations. It is having the perceptive eye for others' emotions and quick apprehensions of another's reactions to their circumstances.

Steve Jobs, "A lot of people in our industry haven't had very diverse experiences. So they don't have enough dots to connect, and they end up with very linear solutions without a broad perspective on the problem. The broader one's **understanding** of the human experience, the better design we will have."

Soren Kierkegaard, "People **understand** me so poorly that they don't even **understand** my complaint about them not **understanding** me.

Sympathetic: Sympathetic refers to accepting and expressing understanding others' feelings as well as showing a tender, considerate, and helpful attitudes towards others' state of affairs. Walking a mile in another person's shoes expresses this well.

Isadora Duncan, "Perhaps he was a bit different from other people, but what really **sympathetic** person is not a little mad?"

Tilda Swinton, "I've been on the other side of the table many times, trying to get people to be **sympathetic** to projects, and I've been the victim of that kind of intense kindness masking extreme stupidity."

Lynn Wein, "I try to find what makes even the worst, most despicable character **sympathetic** at his or her core."

He/She readily reacts and responds to people or events.

He/She has the perceptive eye for others' emotions and quick apprehensions of another's reactions to their circumstances.

He/She reacts swiftly to everything going on around her.

He/She has walked a mile in another person's shoes.

He/She handles crises well. His/Her immediate comprehension at the instant he/she understands what is going on shifts him/her to start improvising solutions right away.

His/Her sensitivity makes him/her vulnerable to getting hurt.

His/Her reflexive responsiveness to everything that is happening around him/her opens him/her up to hazards he/she does not see coming at him/her.

Exposure to TV, news broadcasts, and the print media has him/her taking on the ills of the world. Depressing personal experiences ring in sympathy with the cruelty found everywhere in the world.

He/She takes on responsibilities no matter what.

He/She is demanding of himself/herself and his/her colleagues.

He/She is a warm, sympathetic, and understanding friend.

He/She is readily influenced by the attitudes, feelings, or surroundings and events affecting others.

His/Her perceptive eye straight away grasps another person's emotional reactions to his/her circumstances.

RESTLESS: Restless refers to the inability to be still or quiet. Restless is to be uneasy, continually moving, an unable to inhibit the urges to move.

Charlotte Bronte, "A ruffled mind makes a **restless** pillow."

Laura Linney, "I can scarcely stand to have a manicure. I have to have them because you don't want to look like a disgusting human being, it's self-care and it has to happen, but I get very **restless**."

Buffalo Bill, "My **restless**, roaming spirit would not allow me to remain at home very long."

Synonyms:

Agitated/Agitation: Agitated refers to the condition of being excited, shaken up, fired up, worked up, distraught, and overwrought.

Alfred Adler, "The greater the feeling of inferiority that has been experienced; the more powerful is the urge to conquest and the more violent the emotional **agitation**."

David Hume, "What a peculiar privilege is this little **agitation** of the brain which we call thought."

Lord Byron, "It is odd, but **agitation** or contest of any kind gives a rebound to my spirits and sets me up for a time."

Nervous: Nervous refers to being uneasy, apprehensive, highly-strung, excitable, sensitive, edgy, and worried.

Catherine Deneuve, "I get irritated, **nervous**, very tense or stressed, but never bored."

Amy Winehouse, "When I'm **nervous**, I stutter, and I had to keep stopping and starting."

Temple Grandin, "Pressure is calming to the **nervous** system." (Literally in Professor Grandin's life physical pressure pressed upon the body brought relief from anxiety)."

Uneasy: Uneasy refers to being troubled or uncomfortable, apprehensive, antsy, uptight.

William Shakespeare,

"**Uneasy** lies the head that wears a crown. "

George Eliot, "There is a sort of jealousy which needs very little fire; it is hardly a passion, but a blight bred in the cloudy, damp despondency of **uneasy** egoism."

Josh Billings, "Advice is like castor oil, easy enough to give but dreadful **uneasy** to take."

He/She springs into motion to every situation he/she encounters.

He/She is not concerned with thinking things through.

He/She needs to be physically in motion all of the time.

Constant motion gives him/her intense pleasure.

He/She finds it hard to relax.

He/She needs to be physically active.

It is imperative that he/she gets plenty of chances to stretch and move around.

He/She gets annoyed and irritated when forced to be inactive for very long.

Routine in work, friends, intimacy, and in all areas of his/her life is abhorrent to him/her. The principle mover inside of them is the chance for transformation in the continually seeking out the right moment, opportunity, sensation, and satisfaction in arriving at an end-point, the future coming to greet them.

He/She must be continually active, busy, and in motion. As soon as the action stops he/she is bored to distraction. Physical activity provides momentary release, but soon the impatience and restiveness begins again and the wheels turn relentlessly.

The distraction of an uncontrollable urge to move about and be in constant motion weights him/her down.

He/She finds it hard to achieve specific goals and invest his/her energy into the essentials needed for a successful outcome when his/her involvement in many conflicting activities bogs him/her down.

The opinions, thinking, and attitudes of others have an inordinate influence upon him/her.

He/She cannot form his/her ideas solidly enough to overcome the impact of others' attitudes, preference, and expectations. He/She is not able to focus clearly on the main objectives of the activities he/she wants to complete.

He/She is compelled to engage in physical activities and a wide variety of different pursuits to escape from tensions and frustrations.

He/She runs in too many directions at once.

His/Her restless nature demands stimulation.

Their best work is produced in environments that include stimulating inventive people, challenging assignments, and variety, all sorts of variety.

He/She loves to be on the run. His/Her jobs inevitably last too long. He/She soon becomes bored and must move on.

RIGID: Rigid refers to being inflexible, stiff and unyielding as in an inflexible set of opinions, making no concessions, rigorous, exacting, unbending, incapable of adapting, or changing to meet circumstances.

Virginia Wolfe, "**Rigid**, the skeleton of habit alone upholds the human frame."

Malcolm Bradbury, "I like the English. They have the most **rigid** code of immorality in the world."

Steven Cojocaru, "Because I am the most shallow person in the world, my mission is to see men's formal wear change a little bit. It is too **rigid**! Everybody looks like a penguin!"

Synonyms:

Stiff: Stiff refers to having difficulty comprehending or accepting anything with which they are not on easy terms. A person can present themselves as socially constrained, priggish, overly formal, awkward, or exceptionally formal.

Gilbert K. Chesterton, "A **stiff** apology is a second insult... The injured party does not want to be compensated because he has been wronged; he wants to be healed because he has been hurt."

F. Scott Fitzgerald, "Trouble has no necessary connection with discouragement. Discouragement has a germ of its own, as different from trouble as arthritis is different from a **stiff** joint."

Gustav Klimt, "Even when I have to write a simple letter I'm scared **stiff** as if faced with looming seasickness."

Obdurate: Obdurate refers to being hardened against feeling as in being hardhearted. Dealing with others with unfeeling resistance to their tender feelings, headstrong, strong minded, unbending, stiff-necked, and pig-headed are examples.

*Roselle Mercier Montgomery*

"The fates are not quite **obdurate**;  
They have a grim, sardonic way  
Of granting them who supplicate  
The thing they wanted yesterday. "



William Shakespeare

O tiger's heart wrapped in a woman's hides!  
How couldst thou drain the lifeblood of the child,  
    "To bid the father wipe his eyes withal,  
And yet be seen to bear a woman's face?  
Women are soft, mild, pitiful, and flexible;  
Thou stern, **obdurate**, flinty, rough, remorseless."

Roselle Mercier *Montgomery*, "The fates are not quite **obdurate**; they have a grim, sardonic way of granting them who supplicate the thing they wanted yesterday."

**Uncompromising**: Uncompromising refers to an unwillingness to make concessions to others, especially by changing one's ways or opinions, not being prepared to give ground, such as in an uncompromising stance.

**Constrained**: Constrained refers to keeping within close bounds, to severely restrict the scope and extent of an activity as well as to inhibit, restrain, or hold back. Constrained also refers to a lack of spontaneity, being forced, reserved, guarded, inhibited, subdued, unnatural, and reticent.

Frances Burney, "This perpetual round of **constrained** civilities to persons quite indifferent to us is the most provoking and tiresome thing in the world, but it is unavoidable in a country town, where everybody is known...Tis a most shocking and unworthy way of spending our precious irrecoverable time, to those who know not its value."

Rene Descartes, "At the end I feel **constrained** to confess that there is nothing in all that I formerly believed to be true, of which I cannot in some measure doubt."

He/She is happiest when he/she knows what to expect.

He/She is not comfortable with last minute changes to his/her plans.

When someone is late for an appointment or behaves in an unexpected way he/she feels put out and upset.

He/She cringes at surprises.

It is hard for them to accept changes, especially when the changes are reasonable and necessary.

He/She demands that things are done the right way.

He/She is unnecessarily rigid and inflexible.

His/She sense of humor leaves something out.

He/ She wants others to think of him/her as easygoing and fair-minded. He/She is a little bit delusional on this point.

The sudden arousal of feelings, appetites, and physical needs is managed by clamping down hard on them. Any expression of them is halted before they get out of hand. His/Her powerful and persistent compulsion to control everything is everywhere.

It is impossible for them to relax and be spontaneous. He/She conducts himself/herself in a particularly rigid fashion that trying something new is unthinkable.

His/Her rigidity restricts the scope and extent of any of his/her activities. This blocks him/her from experimenting with novel approaches that could solve everyday problems.

Much of life's satisfactions go missing for him/her.

Their conservative life type keeps him/her chained to the status quo.

Temporary setbacks when confronted with adapting to new environments have him/her at a disadvantage. This is true as well when dealing with the demands of jobs requiring flexibility, teamwork, and proficiency in social skills.

He/She does not have the ability to adjust to rapidly changing situations.

The door to compromise is closed. He/She does not give up anything to anyone. He/She does not yield to a contrary opinion or plan. This is so even when it is to his/her advantage to gain time and understanding to come up with a counter maneuver, ones needed to disrupt the plans of those who oppose them.

Viewpoints that are different from his/her own are threatening to him/her.

Many inhibitions prevent him/her from acting freely and spontaneously.

SECURITY, (NEED FOR: The need for security refers to the state of being free from danger or threat, and freedom from risk, danger, doubt, anxiety, fear, poverty, want, danger or injury. Security is may also reflect the state of being secure and free from financial failure.

Dwight D. Eisenhower, "If you want total **security**, go to prison. There you're fed, clothed, given medical care and so on. The only thing lacking...is freedom."

Thomas Jefferson, "For a people who are free, and who mean to remain so, a well-organized and armed militia is their best **security**."

Benjamin Franklin, "Distrust and caution are the parents of **security**."

Synonyms:

Safety: Safety refers to a safe place, refuge; protection against physical, social, spiritual, financial, political, emotional, occupational, psychological, educational, or other types or consequences of failure, damage, error, accidents, or harm.

H. L. Mencken, "The whole aim of practical politics is to keep the populace alarmed (and hence clamorous to be led to **safety**) by menacing it with an endless series of hobgoblins, all of them imaginary."

Alan Shepard, "It's a very sobering feeling to be up in space and realize that one's **safety** factor was determined by the lowest bidder on a government contract."

H. L. Mencken, "The one permanent emotion of the inferior man is fear - fear of the unknown, the complex, the inexplicable. What he wants above everything else is **safety**."

Protection: Protection refers to fending off harm, injury, loss, and adversity.

Sigmund Freud, "I cannot think of any need in childhood as strong as the need for a father's **protection**."

Susan B. Anthony, "I declare to you that woman must not depend upon the **protection** of man, but must be taught to protect herself, and there I take my stand."

Clare Boothe Luce, "A woman's best **protection** is a little money of her own."

He/She is a fish out of water in strange environments.

Confrontations with the new, the novel, and the unknown demand he/she learn new ways to deal with them.

He/She must learn new ways of handling things when Life has been hard on him/her.

He/She worries that provision for his/her future health and well-being are inadequate.

He/She looks for positive personal relationships to give him/her the support and protection he/she requires to be successful.

He/She looks to his/her partners to offer him/her the support that is essential for a sense of security.

The need for comfort and security is all-important to them.

Building up financial security is the number one priority in his/her life.

He/She focuses on financial success and lots and lots of money.

**SELF-CONSCIOUS:** Self-conscious refers to the full, focused awareness on the person's self as an individual who is aware of his or her own being, actions, or thoughts. An acute sense of self-awareness is present. A preoccupation with oneself is paramount. This defines people who are aware of even the smallest of their own actions while working for their own self-interests, and the achievement of their own happiness as the primary goal of their lives (Ayn Rand).

Ray Bradbury, "Don't think. Thinking is the enemy of creativity. It's self-conscious, and anything **self-conscious** is lousy. You can't try to do things. You simply must do things."

Heather Matarazzo, "I did get bullied and I did get picked on and I did have that feeling in my gut of being incredibly **self-conscious**. I naturally gravitated towards my elders because I didn't know how to speak or be present with my peers."

Victoria Beckham, "I'm getting really **self-conscious** about the fact I do constantly look like a miserable bitch."

Synonyms:

**Calculated:** Calculated refers to planning future ventures after considering the likelihood of success or failure. This also includes deliberate, intentional, planned, and purposeful strategies designed to gain an advantage through stealth and deception.

George S. Patton, "Take **calculated** risks. That is quite different from being rash."

Theodor Adorno, "When all actions are mathematically **calculated**, they also take on a stupid quality."

Michael Douglas, "When you're making pictures out of heartfelt passion, it hurts when someone calls them a **calculated** business move."

**Premeditated:** Premeditated refers to making plans, arrangements, or plotting in advance, which includes rationally considering the timing or method of doing an act in order to increase the likelihood of success, and when necessary to evade detection or apprehension.

David Packard, "I am perfectly aware that HP has never guaranteed absolute tenure status to its employees but I also know that Bill and Dave never developed a **premeditated** business strategy that treated HP employees as expendable."

**Appearances** mean everything to him/her. He/She expends a great deal of energy on creating the right social image so that he/she looks and feels right before presenting himself/herself to others. He/She becomes nervous when things are out of place.

He/She has cleverly constructed an attractive social facade that contributes in many ways to his/her achieving his/her goals.

He/She understands how favorably people respond to appearances.

His/Her persona, that transparent mask he/she assumes and displays in public or society, is radically different from that that is their true inner self. One could say, "They are two faced."

He/She has created a crafty mask, a personal façade, as the dynamic visible aspect of his/her social public image, which often becomes as fragile and imperiled as Humpty Dumpty sitting on the wall is.

The persona he/she presents to other people will differ according to the demands of the social milieu in which he/she engaged.

The persona presented to others will differ from the persona he/she presents when he/she appears in a secluded or private setting.

They worry about what others think of them.

Putting the brakes on their ability to act spontaneously is a discipline they have learned well.

They must always consider the impact of how they look, move, and are received by others, especially those important others.

His/Her public appearance carefully conceals his/her true self.

He/She is a skilled secret keeper.

His/Her disguise could become so complete he/she forgets who he/she really is. It may not even be important to him/her any more come to think of it.

He/She operates behind the scenes.

He/She avoids the spotlight.

He/She is comfortable in the shadows.

He/She is careful to think out his/her (dis)guises in advance.

He/She is a studied, shrewd, crafty, calculatingly, conniving, (take your pick) secret keeper.

He/She is stealthy, underhanded, and furtive.

He/She becomes alarmed if suddenly confronted by people he/she does not know.

He/She engages in the plans new ventures carefully taking into account the likelihood of success or failure.

He/She does not shy away from using deliberate, intentional, planned, and purposeful strategies designed to gain an advantage through stealth and deception.

He/She is a Bayesian thinker. All odds are important and calculated before deciding to act.

He/She has an acute sense of self-awareness.

He/She is unusually preoccupied with himself/herself.

He/She is acutely aware of even the smallest of his/her actions.

He/She controls the expression of these self-images and their possible impact on important others while he/she maneuvers himself/herself towards getting what he/she wants.



The achievement of happiness is the primary goal of his/her life. (Ayn Rand knew what she was talking about).

He/She coldly and rationally considers the timing and methods involved in an act in order to increase the likelihood of success.

He/She calculates every act in advance to evade detection or apprehension.

SELF-CONTROL: Self-control refers to the ability to exercise restraint or control over one's feelings, emotions, and reactions.

Maggie Stiefvater (*Shiver* Trilogy, "Sam: "You—you greatly overestimate my self-control."

Grace: "I'm not looking for self-control."

Sheldon B. Kopp (*If You Meet the Buddha on the Road, Kill Him: The Pilgrimage Of Psychotherapy Patients*). On self-control: "But after a while, she began to experience the new reality of each person as being as strong and as weak as anyone else. Slowly, she learned that each of us grown-ups has as much and as little power as the other, and that we had best learn to take **care of ourselves** (83)."

Bruno Bettelheim, "Punishment may make us obey the orders we are given, but at best it will only teach an obedience to authority, not a **self-control** which enhances our self-respect."

SELF-DISCIPLINE: Self-discipline refers to people training themselves to control their conduct. This is also acting to discipline and control the expression of one's own feelings and desires.

Jesse Owens, "We all have dreams. But in order to make dreams come into reality, it takes an awful lot of determination, dedication, **self-discipline**, and effort."

Ann Landers, " "Class is an aura of confidence that is being sure without being cocky. Class has nothing to do with money. Class never runs scared. It is **self-discipline** and self-knowledge. It's the sure-footedness that comes with having proved you can meet life."

Ernst Jünger (*Eumeswil*), "The Anarch's study of the history of the Caesars has more of a theoretical significance for him; it offers a sampling of how far rulers can go. In practice, **self-discipline** is the only kind of rule that suits the Anarch. He, too, can kill anyone (this is deeply immured in the crypt of his consciousness) and, above all, extinguish himself if he finds himself inadequate."

[The Anarch is a metaphysically ideal figure of a sovereign individual, conceived by Ernst Jünger in his novel *Eumeswil* (1977). The Anarch is the soul of the anarchist sticking to facts, not ideas, and who demands something worth believing in.]

He/She is in command of her feelings and actions at all times. He/She refuses to be at the mercy of external forces and rejects the pull hither and yon pull of his/ her emotions.

He/She is agreeable and ready to adapt to circumstances. He/She also has a strong backbone. He/She will stand firm when he/she feels pushed too far.

Attacks on his/her integrity are vigorously repelled.

He/She stubbornly defends himself/herself against anything that might compromise his/her principles.

He/She is not at ease expressing his/her emotions. His/Her upbringing taught him/her to control his/her emotions and now he/she routinely suppress the expression of his/her feelings.

He/She monitors his/her feelings filtering them carefully before giving voice to them.

He/She monitors the expression of his/her feelings while waiting for the right moment to tell others what he/she feels and thinks.

Maintaining self-control takes a lot of willpower and energy. Self-restraint needs time, self-control, and training to do it successfully.

Conflicts among feelings and emotions are stressful requiring a person to stifle their expression. This stress can make a person moody, irritable, and grumpy.

He/She is disciplined, controlled, and precise about revealing what he/she chooses to through his/her behaviors.

He/She maintains control over his/her behavior at all times. His/Her life experiences have taught him/her that this is the most efficient way to get on in life safely.

He/She is acutely aware of how they behave and act.

He/She is aware that not all compliments are genuine, well meant, or kindhearted.

He/She avoids calling undue attention to them self.

From time to time he/she gets irritated with others. He/She does not show this irritation. It boomerangs too often.

## Adjectives Often Associated with Narcissism

**SELFISH:** Selfish refers to a person devoted exclusively to caring only for their selfish interests, benefits, and welfare. This exclusivity ignores concern for others.

Russell Brand, "I recognize that I have the ability to be **selfish**, but I also recognize that you can't be happy if you only care about yourself at the expense of other people."

Eric Fromm, "**Selfish** persons are incapable of loving others, but they are not capable of loving themselves either.

Richard Whately, "A man is called **selfish** not for pursuing his own good, but for neglecting his neighbor's."

Gustave Flaubert, "To be stupid, **selfish**, and have good health are three requirements for happiness, though if stupidity is lacking, all is lost."

### Synonyms:

**Egocentric:** Egocentric refers to regarding the self as the center of all things and ignores other people as well as social issues as well as being so self-centered and demanding that their demands weigh heavily on the time and patience of others.

Idries Shah (*Reflections*), "An **egocentric** pessimist is a person who thinks he hasn't changed, but that other people are behaving worse than before."

Zizi Jeanmaire, "As you get older you become more understanding. When I was young it was all about me. I was very **egocentric**. Now it is a pleasure to work with young people who have talent. It is continuity for me. It is a way to go on, and, I think, a way to grow old."

Carl Gustav Jung, "An inflated consciousness is always **egocentric** and conscious of nothing but its own existence. It is incapable of learning from the past, incapable of understanding contemporary events, and incapable of drawing right conclusions about the future. It is hypnotized by itself and therefore cannot be argued with. It inevitably dooms itself to calamities that must strike it dead."

**Narcissistic:** Narcissistic is having an undue fascination with oneself, vain as well as having an exceptionally overdriven interest in and admiration for oneself.

Sylvia Plath, "I think writers are the most **narcissistic** people. Well, I mustn't say this, I like many of them, a great many of my friends are writers."

Sam Vaknin, ""The sadistic **narcissist** perceives himself as Godlike, ruthless and devoid of scruples, capricious and unfathomable, emotion-less and

non-sexual, omniscient, omnipotent and omni-present, a plague, a devastation, an inescapable verdict."

Eric Fromm (The Art of Loving), ""The main condition for the achievement of love is the overcoming of one's narcissism. The **narcissistic** orientation is one in which one experiences as real only that which exists within oneself, while the phenomena in the outside world have no reality in themselves, but are experienced only from the viewpoint of their being useful or dangerous to one. The opposite pole to narcissism is objectivity; it is the faculty to see other people and things *as they are*, objectively, and to be able to separate this *objective* picture from a picture which is formed by one's desires and fears."

### Considerations of Narcissistic Traits

A pointed and obvious self-focus in interpersonal exchanges.

They pretend to be more important than they really are.

They brag persistently and exaggerating about their achievements.

They claim to be an "expert" at many things.

They are unable to view the world from the perspective of other people.

They deny of having remorse and do no express gratitude to anyone for anything.

Shamelessness: Shamelessness refers to being without decency or modesty and the inability to acknowledge and admit to embarrassment over wrongdoing or dishonest behavior in honest ways.

Salman Rushdie, ""Between shame and **shamelessness** lies the axis upon which we turn; meteorological conditions at both these poles are of the most extreme, ferocious type. **Shamelessness**, shame: the roots of violence."

Emile M. Cioran, "Reason is a whore, surviving by simulation, versatility, and **shamelessness**."

*Brigitte Bardot*, "I am leaving the town to the invaders: increasingly numerous, mediocre, dirty, badly behaved, **shameless** tourists."

Magical thinking: Magical thinking is thinking that one's thoughts can bring about effects on the world or that thinking something corresponds with doing it. This can also be said that personal thought has a direct effect on the rest of the world.

Arrogance: Arrogance refers to a narcissist whose bad behavior draws rebuke will puff up and aggrandize their self-importance simultaneously shrilly diminish, debase, and degrade those who tell them they are less than perfect and most likely will be called jerks, if not worse.

Friedrich Nietzsche, "**Arrogance** on the part of the meritorious is even more offensive to us than the **arrogance** of those without merit: for merit itself is offensive.

Frank Lloyd Wright, "Early in life I had to choose between honest **arrogance** and hypocritical humility. I chose the former and have seen no reason to change."

Theodore Bikel, "What moves me is neither ethnocentric pride nor sectarian **arrogance**. I make no claim that Jewish culture is superior to other cultures. But it is mine.

Envy: Envy refers to a person proclaiming superiority and self-importance while comparing them self to another person's abilities and accomplishments.

Eubie Blake, "Never trust anyone who wants what you've got. Friend or no, **envy** is an overwhelming emotion."

Marilyn Monroe, "Success makes so many people hate you. I wish it wasn't that way. It would be wonderful to enjoy success without seeing **envy** in the eyes of those around you."

Viktor Hugo, "The wicked **envy** and hate; it is their way of admiring."

Entitlement: Entitlement describes an attitude held dear, i.e. the unreasonable expectations of receiving favorable treatment and automatic compliance with their wishes because they consider themselves special. Failure to comply is considered an attack on their superiority. The perpetrator is an 'awkward', 'difficult', defective degenerate. Defiance of the narcissist's willfulness is a direct injury to the narcissist's pride that can trigger narcissistic rage and retaliation.

Candice Bergen, "Though beauty gives you a weird sense of **entitlement**, it's rather frightening and threatening to have others ascribe such importance to something you know you're just renting for a while.

Guy Kawasaki, "**Entitlement** is the opposite of enchantment."

William Shakespeare (The Rape of Lucrece),

“Those that much covet are with gain so fond,  
For what they have not, that which they possess  
They scatter and unloose it from their bond,  
And so, by hoping more, they have but less;  
Or, gaining more, the profit of excess  
Is but to surfeit, and such griefs sustain,  
That they prove bankrupt in this poor-rich gain.”

Exploitation: This takes many forms. It involves using of others sometimes but not always without regard for their feelings or interests. Often the other can be a subservient position where resistance could become difficult or impossible.

Mason Cooley, “Innocence is thought charming because it offers delightful possibilities for **exploitation**.”

Paul Theroux, “Friendship is also about liking a person for their failings, their weakness. It's also about mutual help, not about **exploitation**.”

Bret Easton Ellis, “**Exploitation** is a harsh word, I know that, but on a certain level, to me that is the central Hollywood story.”

Personal Limits Issues:

Personal boundaries are socially defined subjective guidelines, rules, or limits that a person creates to identify ways that are reasonable, safe, and permissible ways for other people to behave around him or her and how he or she will respond when someone steps outside those limits. They are built out of a mix of beliefs, opinions, attitudes, past experiences and social learning.

Bad boundaries: Narcissists do not recognize that they have boundaries. They are unaware that others are separate from them and are not extensions of them self's. Others either exist to meet the narcissist's needs or may as well not exist at all. Those who provide the narcissist with copious supplies of praise and adulation are treated as if they are part of the narcissist themselves and are expected to constantly live up to the narcissist's expectations. In the mind of a narcissist there are no boundaries between them self and others.

He/She is outgoing and likes being around other people; however he/she isn't willing to put herself out on behalf of someone else.



The gratification of his/her needs comes first and foremost. He/She can be abrupt and rude when he/she does not want to make socially obligatory adjustment to other people's expectations.

He/She is territorial about his/her working space. Don't even think about intruding upon his/her space or borrowing his/her supplies and 'stuff'.

The world revolves around his/her personal needs. He/She gives little if any thought to anyone else's needs or interests.

He/She demands constant admiration. He/She smoothly diverts attention away from anyone else. He/She fishes for compliments if he/she doesn't hear enough flattering remarks coming his/her way.

His/Her associates and 'friends' can count on his/her not being available to lend a hand or give needed assistance to them when it is obviously required.

He/She is cold, uncaring, cunning, and empty of empathy.

All his/her feelings and strivings revolve around his/her own wishes. He/She is oblivious to the needs, concerns, and expectations of everyone else.

He/She reacts with outrage when criticized. He/She does not see himself/herself as having any flaws or responsibilities at all!

His/Her exaggerated, grandiose sense of self-importance imbues him/her with ideas about his/her talents and achievements that are obviously illusory, occasionally delusional, and always comedic.

He/She is convinced that he/she is entitled to whatever he/she wants. When he/she sees something that he/she covets, he/she assumes it belongs to him/her as a basic right.

He/She refuses to wait his/her turn in a theatre queue. He'll/She'll push his/her way to the front, and then squeeze in at the head of the line.

He/She is convinced that his/her problems are unqualifiedly unique. He/She thinks that everyone must understand what he/she is going through and be sympathetic and supportive of their travails. People do not respond to their plight as a rule. Those unsympathetic persons go to the 'dolt' list.

He/She cannot sustain worthwhile relationships.

He/She is clueless to the impact his/her behavior has on others.

They do not distinguish what belongs to them as opposed to what belongs to others.

He/She is hyper-sensitive to actual or imagined insults.

He/She reacts with shame rather than guilt when he/she is caught having done something wrong.

His/Her pretentious, conceited, swaggering body language, disdain for others, scornful, condescending, proud, snobbish, arrogant, and supercilious lording-it-over people contains the prospect of explosive confrontations.

He/She gleefully inhales flattery from people who praise and admire him/her.

He/She detests those who do not acknowledge and admire him/her.

He/She shamelessly uses people without considering the costs to them.

He/She is perfect. He/She attacks others who point out the less-than-perfect traits of their behavior.

**SENSITIVE:** Sensitive refers to the astute mental or emotional sensitivity to be responsive to the feelings, emotions, and thoughts of other people.

Emily Post, "Manners are a **sensitive** awareness of the feelings of others. If you have that awareness, you have good manners, no matter what fork you use."

Jeff Bridges, "Most cynics are really crushed romantics: they've been hurt, they're **sensitive**, and their cynicism is a shell that's protecting this tiny, dear part in them that's still alive."

Henry David Thoreau, "It is usually the imagination that is wounded first, rather than the heart; it being much more **sensitive**."

Synonyms:

**Impressionable:** Impressionable refers to being easily influenced, gullible, and suggestible.

Kathy Griffin, "I was told repeatedly, 'You would be pretty if it weren't for that nose, You'd work more if it weren't for that nose. Hey have you considered getting a nose job?' You would think I had a nose the size of Texas'. I was young and **impressionable** and I was told that enough that I started to believe it, so I got a nose job.

Muriel Spark, "All my pupils are the crème de la crème. Give me a girl of an **impressionable** age, and she is mine for life."

**Susceptible:** Susceptible refers to being vulnerable, easily influenced, subject to, or unable to resist emotional suggestions.

Brian Eno, "Feelings are more dangerous than ideas, because they aren't **susceptible** to rational evaluation. They grow quietly, spreading underground, and erupt suddenly, all over the place."

Catherine the Great, "You philosophers are lucky men. You write on paper and paper is patient. Unfortunate Empress that I am, I write on the **susceptible** skins of living beings."

Jonathan Franzen, "The personality **susceptible** to the dream of limitless freedom is a personality also prone, should the dream ever sour, to misanthropy and rage."

**Compassionate:** Compassionate refers to the virtue of empathy for the suffering of others. It is a fundamental part of human love also associated with co-suffering, which gives rise to an active desire to alleviate another's suffering.

Robert Frost, "There never was any heart truly great and generous that was not also tender and **compassionate**."

Rita Mae Brown, "I became a lesbian because of women, because women are beautiful, strong, and **compassionate**."

Dave Grohl, "When you have kids, you see life through different eyes. You feel love more deeply and are maybe a little more **compassionate**."

Mary Elizabeth Donaldson, "Seven years is a long time, and he was there for me, when my mum died. He was very **compassionate** at that time. I couldn't have found anyone better in that situation."

Empathetic: Empathetic refers to experiencing emotions that match another person's emotions, to knowing what the other person is thinking or feeling without confusing or blurring the line between self and another person. One person is able to 'feel' into what another person is experiencing.

Major Ed Dames, "On a bell curve, we're all born with certain skills. Some people are better track runners than others, and on and on, and everyone knows this. But there are some people who are more psychic, more tuned in. If you're too far above average, you can walk down the street, go into information overload, be **empathic**, be an empath, pick up all the feelings of all the people around you... and your life can be miserable."

Pamela Stephenson, "The work of a psychotherapist involves being **empathic** and insightful with one's patients without getting too lost in their painful stories to be helpful."

Daniel Goleman, "Motivation aside, if people get better at these life skills, everyone benefits: The brain doesn't distinguish between being a more **empathic** manager and a more **empathic** father.

Understanding: This is a sympathetic attitude towards people based upon personal experiences with others. It has in it the ability to learn, judge, and make appropriate decisions. It grasps the significance, implication, and importance of a situation.

Ann Landers, "Love is friendship that has caught fire. It is quiet **understanding**, mutual confidence, sharing, and forgiving. It is loyalty through good and bad times. It settles for less than perfection and makes allowances for human weaknesses."

Maya Angelou, "My mother said I must always be intolerant of ignorance but **understanding** of illiteracy. That some people, unable to go to school, were more educated and more intelligent than college professors."

John Ruskin, "The first test of a truly great man is his humility. By humility I don't

mean doubt of his powers or hesitation in speaking his opinion, but merely an **understanding** of the relationship of what he can say and what he can do."

He/She easily, intuitively, and swiftly puts them self in the shoes of the other person.

The other person's hurt is their hurt too.

He/She is sensitively attuned to the emotions of those surrounding him/her.

He/She is a gentle soul, compassionate even to the most reprobate of scoundrels, villains, and jerks.

He/She puts on the act of being a hard-boiled person. He/She is really sensitive to criticism though.

They are sensitive and caring people.

They enjoy close loving friendships.

They avoid hurting people's feelings.

They know how it feels to be hurt.

He/She is quick to turnoff others who do not respond thoughtfully to his/her needs. He/She gives them the 'cold shoulder' which irritates these dolts greatly☺

People know they can count on him/her to not take advantage of them.

He/She avoids stepping on co-workers' toes. He/She will not stick his/her nose into other peoples' business, personal lives, or reputation.

If someone they respect criticizes them personally, his/her heart suffers and his/her feelings badly hurt.

He/She is exquisitely sensitive to personal criticism.

He/She works hard to do a good job to avoid critical comments.

He/She is adept at concealing his/her disappointments over censure under any-and-all circumstances.

His/Her sensitivity to criticism makes him/her feel worthless. He/She ducks such reproaches with a smiley face, polite repartee, and then calms up. An icy detached calm takes over masking the pain of it all.

He/She avoids putting himself/herself in vulnerable positions which would inevitably cost him/her the ability to protect himself/herself.

He/She is exceptionally self-critical.

He/She is cautious in putting himself/herself forward.

It is hard for him/her to release the stresses and tensions coming out of adversarial confrontations.

He/She is always alert and watchful to his/her surroundings.

He/She permits others to infringe too often on her space and personal business.

Isolation pervades his/her life.

He/She is easily hurt emotionally.

His/Her loneliness leaves him/her undefended unsupported, and defenseless to being hurt emotionally.

He/She reads too much into any thoughtless, insensitive criticisms, or negative remarks coming from those ubiquitous dolts who surround everyone.

He/She responds well to praise.

He/She does not like criticism at all.

He/She takes criticism way too personally.

Personal remarks, good or bad, shake him/her up.

He/She is touchy and on guard to off-putting comments.

Innocent remarks can set him/her up for a slow burn or an angry confrontation.

He/She feels the ills of the world as if every one of them were his/her own.

A disaster on the other side of the world may as well have happened in his/her backyard.

He/She is ready and willing to make sacrifices for those special people in their life.

He/She looks for the good in others.

He/She overlooks the bad in others. This leaves him/her without the needed defenses to defend themselves.

He/She has a bottomless capacity for caring about others.

They enjoy pleasing those they care for as they put real efforts into meeting their needs and wishes.

Sporadic bouts of impatience, sarcasm, and hyper-sensitivity to criticism are part of his/her history. He/She gets over these spells quickly.

He/She dreads criticism. Critical remarks reawaken the memories of painful emotional scars from prior denigrations.

Even if the criticism is justified, he/she takes it as an overall insult to his/her worth as a person while ignoring the meaning of the current situation.

As with most people he/she avoids admitting his/her mistakes, shortcomings, and blunders. Who wants to think a 'simply goof-up' would bring the house down.

He/She reads more into criticism than was originally intended. His/Her sensitivity to personal remarks morphs a simple misunderstanding into a sense of the malignant unfairness and deliberate cruelty focused directed at him/her.

There are raw spots left over from previous criticisms that leave a bitter taste.

Surprise attacks will come without warning from out of the future. They grasp the sinister meanings instantly.

The uneasiness of more unfavorable severe comments hovers in the air like cold, stale, drifting, smelly tobacco smoke.



**SENSUAL:** Sensual/ more often applies to the physical senses or appetites, particularly those associated with sexual pleasure. Marked by the appetites and passions of the body; "animal instincts"; "carnal knowledge"; "fleshly desire"; "a sensual delight in eating"; "music is the only sensual pleasure without vice".

James A. Baldwin, "To be **sensual**, I think, is to respect and rejoice in the force of life, of life itself, and to be present in all that one does, from the effort of loving to the making of bread."

Karl Wilhelm Friedrich Schlegel, "Wit as an instrument of revenge is as infamous as art is as a means of **sensual** titillation."

Jock Struges, "I will always admit immediately to what's obvious, which is that Homo sapiens are inherently erotic or inherently **sensual** from birth."

#### Synonyms:

**Hedonistic:** Hedonistic refers to the pursuit of or devotion to pleasure, especially to the pleasures of the senses. The desire for pleasure and receiving the pleasure masochistic pain is one such motivation.

P. J. O'Rourke, "Name me, if you can, a better feeling than the one you get when you've half a bottle of Chivas in the bag with a gram of coke up your nose and a teenage lovely pulling off her tube top in the next seat over while you're doing a hundred miles an hour in a suburban side street."

Jorge Luis Borges, "Personally, I am a **hedonistic** reader; I have never read a book merely because it was ancient. I read books for the esthetic emotions they offer me, and I ignore the commentaries and criticism."

Raquel Welch, "After the '60s happened, as great as it was to throw the whole culture on its ear and shake things up; things became so **hedonistic** in the '70s and '80s, where everybody was just into pleasing themselves, to such a point that there was just no room for any relationship. Because that would mean you would have to really consider, and not just be considerate, all the time, 24 hours a day, someone else and their way of being. That's the totally unselfish thing. And you can't do that when you're walking around with adolescent behavior. I mean, it was fun, but I made so many mistakes that way."

Richard Bach, "Life does not require us to be consistent, cruel, patient, helpful, angry, rational, thoughtless, loving, rash, open-minded, neurotic, careful, rigid, tolerant, wasteful, rich, downtrodden, gentle, sick, considerate, funny, stupid, healthy, greedy, beautiful, lazy, responsive, foolish, sharing, pressured, intimate, **hedonistic**, industrious, manipulative, insightful, capricious, wise, selfish, kind or sacrificed. Life

does, however, require us to live with the consequences of our choices."

**Voluptuous:** Voluptuous refers to behavior that is provocative and sexually alluring, especially through shapeliness or fullness of bodies that have strong sexual appeal. This includes women who have large bosoms, pleasing curves, as well as fully plump derrieres and the hourglass figure.

Drew Barrymore, "God made a very obvious choice when he made me **voluptuous**; why would I go against what he decided for me? My limbs work, so I'm not going to complain about the way my body is shaped."

Susan Sontag, "Tamed as it may be, sexuality remains one of the demonic forces in human consciousness; pushing us at intervals close to taboo and dangerous desires, which range from the impulse to commit sudden arbitrary violence upon another person to the **voluptuous** yearning for the extinction of one's consciousness, for death itself. Even on the level of simple physical sensation and mood, making love surely resembles having an epileptic fit at least as much as, if not more than, it does eating a meal or conversing with someone."

*Francois Marie Arouet Voltaire*, "The wicked can have only accomplices, the **voluptuous** have companions in debauchery, self-seekers have associates, the politic assemble the factions, the typical idler has connections, princes have courtiers. Only the virtuous have friends."

He/She is a willing companion in debauchery.

Dangerous desires sneak up and fill them with to overload with naughty sensations, which they struggle with most times unsuccessfully.

He/She is provocative, enticing, and sensuously tempting.

He/She lusts after the pleasures found in the finer things of life, especially those offered by the body.

He/She is devoted to the pursuit of pleasure, especially to physical pleasures.

Sharing fine food and music, having beautiful things, and enjoying the beauty of nature stimulates the sensual imagination and baser emotions.

He/She decorates his/her home with artistic beauty and good taste.

His/Her hunger for sensual titillation snaps into overdrive as he/she takes a walk along a deserted beach at sunset; savors the invigorating aroma of luscious strawberries; catching a glimpse of a voluptuous figure, and is enamored but the beauty of a rose in full bloom.

He/She soaks up beauty, pleasing and harmonious qualities, and perfectly executed objects through his/her skin.

Delicate textures, subtle colors, and intricate forms seduce him/her at every turn.

The allure of curvaceous bodies as they pass by grabs them by the eyes.

He/She chases after every sensuous delight that chooses to present itself, especially encounters with fleshy scented flesh.

**SEXUALITY:** Sexuality refers to the practice of finding satisfaction in activities related to fleshly desires and appetites, especially the sexual ones.

P. J. O'Rourke, "There are a number of mechanical devices which increase **sexual** arousal, particularly in women. Chief among these is the Mercedes-Benz 380SL convertible."

Rita Rudner, "Men reach their **sexual** peak at eighteen. Women reach theirs at thirty-five. Do you get the feeling that God is playing a practical joke?"

Woody Allen, "Don't knock masturbation - it's sex with someone I love."

Synonyms:

**Lust:** Lust refers to the practice of finding satisfaction in activities related to fleshly desires and appetites, especially the sexual, i.e., to look at amorously, longingly, covetously, or lustfully; to look at with bedroom eyes; to flirt.

Mason Cooley, "Love begins with an image; **lust** with a sensation."

Camille Paglia, "If you live in rock and roll, as I do, you see the reality of sex, of male **lust** and women being aroused by male **lust**. It attracts women. It doesn't repel them."

William Harvey

"There is a **lust** in man no charm can tame:  
Of loudly publishing his neighbor's shame:  
On eagles wings immortal scandals fly,  
while virtuous actions are born and die."

He/She gets relief from his/her sexual tensions through medley of sexual activities.

His/Her interest in his/her partner is using them as an object to relieve his/her constant sexual strain. The partner is a mechanical device, a sexual vibrator so-to-speak.

She comes off as flirtatious, teasing, and tempting. She fails to back up her implied promises with physical action though. 'All flirt, no dirt'.

He/She masturbates with someone they love.

He/She is committed in his/her relationships.

## SOCIAL Forms and STYLES:

### Styles:

Affable refers to being easy to approach and talk to, friendly, cordial, warm in disposition, and polite.

Cyrano de Bergerac, "A large nose is the mark of a witty, courteous, **affable**, generous, and liberal man."

L. Vincent Majestic, "Man is little more than densely compressed layers of epidermis upon a vertebrate skeletal frame tightly wrapped in cyclical contradiction. Being conceived with a brain that renders him ambulatory and self-sufficient distinguishes him from no earthen species. Reasoning however, above logic, makes him more **affable** than alligators and infinitely more dangerous."

William Shakespeare,

"In faith, he is a worthy gentleman,  
Exceedingly well read, and profited  
In strange concealments, valiant as a lion,  
And wondrous **affable**, and as bountiful  
As mines of India.

Aloof: Aloof refers to keeping a distance from others, being emotionally cool, detached, remote, avoiding others, and unsocial.

Janeane Garofalo, "To combat social awkwardness, I would just act like I couldn't be bothered, that kind of **aloof** persona or aloof demeanor. It's so off-putting."

James Vincent Cunningham, "Like an old brandy after a long rain, distinguished, and familiar, and **aloof**."

*Christina Georgina Rossetti*

"The irresponsive silence of the land,  
The irresponsive sounding of the sea,  
Speak both one message of one sense to me:--  
'**Aloof, aloof**, we stand **aloof**."

Lauren Myracle (*Bliss*), "She holds herself with such reserve. She smiles, but the smile doesn't reach her eyes, even in the company of the girls she's chosen to eat with. Why? I have no clue, and I really don't want to spend my time worrying about it. But my brain pushes at the question anyway. Why are people **aloof**? Because they don't want to let others in. Why don't they want to let others in? Well, sometimes because they're shy, and sometimes because they're convinced of their

own superiority. But those aren't the only reasons. Sometimes it's because they have something to hide."

**Appropriate:** Appropriate refers to sociability marked by successful interactions and behavior intended for and fitting to an occasion or situation.

Philip K. Dick, "It is sometimes an **appropriate** response to reality to go insane."

Michael Bloomberg, "Stubborn isn't a word I would use to describe myself; pigheaded is more **appropriate**. "

Hippocrates, "Extreme remedies are very **appropriate** for extreme diseases."

**Conventional:** Conventional refers to behavior that generally conforms to accepted and standards of conduct and social attitudes.

Charles Dickens, "I have known a vast quantity of nonsense talked about bad men not looking you in the face. Don't trust that **conventional** idea. Dishonesty will stare honesty out of countenance any day in the week, if there is anything to be got by it."

Bertrand Russell, "Conventional people are roused to fury by departure from the **conventional**, largely because they regard such departure as a criticism of themselves."

Hedy Lamarr, "I'm a sworn enemy of convention. I despise the **conventional** in anything, even the arts."

Joseph Conrad, "Who knows what true loneliness is, not the **conventional** word but the naked terror? To the lonely themselves it wears a mask. The most miserable outcast hugs some memory or some illusion."

**Friendly:** Friendly refers to a warm, friendly and responsive person who is helpful to others, shows goodwill, is welcoming, affable, and amicable.

Soren Kierkegaard, "I see it all perfectly; there are two possible situations, one can either do this or that. My honest opinion and my **friendly** advice is this: do it or do not do it - you will regret both."

Alan King, "Banks have a new image. Now you have 'a friend,' your friendly banker. If the banks are so **friendly**, how come they chain down the pens?"

W. H. Auden, "God bless the USA, so large, so **friendly**, and so rich!

Congenial: Congenial refers to a person who has the same nature, disposition, or tastes as you; a kindred spirit.

Marshall McLuhan, "Appetite is essentially insatiable, and where it operates as a criterion of both action and enjoyment (that is, everywhere in the Western world since the sixteenth century) it will infallibly discover **congenial** agencies (mechanical and political) of expression."

Giacomo Casanova, "I always made my food **congenial** to my constitution, and my health was always excellent."

V. S. Pritchett, "The secret of happiness is to find a **congenial** monotony."

Intrusive: Intrusive refers to questionable unwelcomed or uninvited behavior.

Kristen Ashley (*Mystery Man*),

"You're bossy, arrogant, **intrusive**, annoying... "

His minor grin amplified.

See! Totally unrepentant...

"Do I have anything going for me?"

"... you can be sweet, you're a cuddler,  
and you carried me out of a burning building..."

"I'm a cuddler?"

"You spoon."

( British for a foolish useless person)

His brows went up.

"That's important enough to be on your list?"

"Uh... yeah."

[He's grinning] "F-----' ridiculous what women think is important."

Robbie Coltrane, "The person who comes up to you and makes the most noise and is the most **intrusive** is invariably the person in the room who has no respect for you at all, and it's really all about them."

Pushy: Pushy refers to offensively assertive, aggressive, brash, presumptuous, or forceful behavior.

Jo Freeman, aka 'Joreen', "Bitches are aggressive, assertive, domineering, overbearing, strong-minded, spiteful, hostile, direct, blunt, candid, obnoxious, thick-skinned, hard-headed, vicious, dogmatic, competent, competitive, **pushy**, loud-mouthed, independent, stubborn, demanding, manipulative, egoistic, driven, achieving, overwhelming, threatening, scary, ambitious, tough, brassy, masculine,



boisterous, and turbulent. A Bitch takes s--- from no one. You may not like her, but you cannot ignore her."

Reserved: Reserved refers to behaviors that are restrained, laconic, and delivered in a reticence manner in word and action.

Horace, "Usually the modest person passes for someone **reserved**, the silence of a sullen person."

Steve Martin, "I loved to make people laugh in high school, and then I found I loved being on stage in front of people. I'm sure that's some kind of ego trip or a way to overcome shyness. I was very kind of shy and **reserved**, so there's a way to be on stage and be performing and balance your life out."

Ward Churchill, "My comments are **reserved** for reputable journalists." ☺

Shy: She refers to being bashful, timid, retiring, and being wary of others and life in general.

Johnny Depp, "I'm **shy**, paranoid, whatever word you want to use. I hate fame. I've done everything I can to avoid it."

Friendly, Congenial, Affable Forms

He/She has a friendly, outgoing manner and is comfortable getting along with all sorts of people.

His/Her social skills are finely tuned. He/She engages people easily and has a special knack for networking and deal making.

He/She is outgoing, friendly, and expansive.

He/She does not wear his/her heart on his/her sleeve in any case.

He/She enjoys participating in group-activities. He/She wants to be in the company of other people in order to be able to do so.

He/She makes people feel good.

Other people want to be around him/her.

He/She is always smiling even when he/she does not get a friendly response back.

He/She is an easygoing, pleasant, good-natured person. He/She suits himself/herself to the occasion and people around them.

He/She creates a harmonious work place. Here the acknowledgement of other peoples' work and contributions is forthcoming.

He/She likes to mix with other people at work.

His/Her down to earth manner makes other people feel at-home.

His/Her natural ability to relate to others on their own level lets them know they are understood.

He/She makes new acquaintances with ease.

He/She deals comfortably with all kinds of different types.

He/She adjusts his/her manners and etiquette to suit whoever he/she is with at-the-moment.

He/She is charming, approachable, and enjoys the presence of people.

He/She knows when to speak up and when to keep quiet.

He/She loves surprises. Being on both the giving and receiving end is OK with him/her.

He/She attracts companions who share his/her sense of adventure and what makes for fun.

He/She enjoys taking part in social activities.

He/She is eager to get involved in exciting conversations.

He/She is a natural host. He/She calls people by their name at the first meeting and remembers their names ever after.

He/She has a wide circle of friends.

He/She makes people feel wanted and appreciated. He/She actively includes everybody in their activities.

He/She touches people with grace and charm.

He/She is good friend; compassionate, understanding, and always able to offer a good ear.

He/She keeps to an orderly routine life. He/She makes efforts to exclude who drop in unexpectedly.

He/She appreciates people who show consideration for others' schedules. Those who respect his/her need for privacy, give him/her the personal space to regain the peace and energy lost in the grueling stresses of the give and take found in customary social exchanges are especially valued.

Getting to know him/her is a pleasure. He/She puts others quickly at ease. He/She gets great pleasure in creating a pleasant environment. Friends and family find his/her home warm, inviting, and with plenty of food and drink on hand for all whenever they drop in.

He/She thrives on socializing daily with as many people as possible.

He/She is outgoing, ebullient, and talkative.

He/She genuinely likes people. He/She enjoys getting to know their person lives.

His/Her knack for making others feel at ease is a real asset.

He/She is sociable and friendly. He/She wants to embrace the whole world and share it with everyone.

He/She has ingenious ways of anticipating and solving difficulties presented by complex social problems.

His/Her goal is to maintain existing relationships, create new ones, and keep people happy.

Intrusive, Pushy Form:

He/She is a loud, intrusive, and abrasive individual.

People do not like him/her.

He/She creates problems for co-workers.

He/She is intrusive and pushy.

He/She does not know when to keep putting his/her nose into private conferences or discussions.

He/neither senses or accepts what are his/her personal business and the private affairs of other people.

Boundary issues abound. ☺

Snobbishness verging on arrogance undermines and scuttles subtlety, tact, and diplomacy.

As he/she tears and ploughs into other peoples' affairs tact and discretion evaporate.

His/Her affronts to people are offensive.

He/She wants to be pleasant, patient, upbeat, and objective in the face of the demands and expectations of their supervisors is a heavy unwanted burden for him/her. He/She cannot maintain a proper working relationship with both superiors and subordinates.

His/Her take on human relations is he/she is far more important in the scheme of things than anybody else is. His/her rights and privileges trump everyone else's.

To get where he/she wants to go he/she walks over others as if they were not even there. He/She uses the lives and energies of others as if they were available to him/her for his/her sole benefit.

His/Her mottos are, "Shape up or ship out"; "My way or the highway."

He/She has a finely tuned sense of how to keep a proper distance between themselves and others in social situations.

Appropriate/Conventional Form

He/She rigorously observes appropriate social protocols in all of his/her relationships.

He/She does not invite anyone to become overly friendly with him/her.

He/She engages vigorously in businesses and community group activities. His/Her familial life is another matter, however. There he/she guards and protects his/her privacy in a manner that is nonpareil.

He/She takes an impartial and impersonal view of his/her place in the social structure and expects others to keep out of each other's personal business.

He/She has a deep, abiding, and often times fawning respect for authority.

He/She looks for authoritative guidance and instructions in all of the socially sensitive activities that he/she undertakes.

Social image is all-important to him/her.

He/She blends in well with people of all types.

He/She wants to be well accepted and well thought of.

He/She goes out of his/her way to be flexible and cooperative.

His/Her humility and unassuming manner allow him/her fit into any group.

Reserved/aloof/shy Form

He/She is cold and remote. At the same time he/she is straightforward and candid. This is a greatly puzzling.

He/She is an affectedly snobbishly superior high-toned intellectual 'brainy' manager. The emotional needs of those he/she supervises are 'outer space' for him/her.

They are selective about who they allow in their inner circle of friends.

He/She enjoys the company of hanging out with a few others.

He/She avoids loud parties.

He/She is a quiet and reserved person who is able to relate well socially.

They show their love through their actions, not their words.

He/She uses consideration and diplomacy in dealing with others.

He/She limits his/her associations with others to those individuals who share interests similar to their own.

There is a strong sense of reserve holding others at arm's length.

He/She keeps a distinct professional distance from his/her co-workers. Co-workers know there is a line that they are not invited to cross when dealing with him/her is necessary.

He/She comes across as cold and aloof. His/Her emotions are segregated from the business at hand.

He/She cuts down on the small talk and gets right down to business.

He/She keeps a professional distance from others is unusually difficult for others to cross.

He/She is as polite and charming as their position and personae dictate.

He/She gets impatient with idle chatter, pointless conversation, and talking for its own sake.

He/She needs a lot of elbowroom. He/She has a reputation of resorting to scathing sarcasm and nastiness to push others away from him/her to keep them at a safe distance.

In reality he/she is the quintessential introvert quietly immersed in their thoughts, flights of fancy, and dreams. He/She has trained himself/herself to be outgoing and gregarious. He/She has to make a real effort to push himself/herself to meet new people.

The sense of reserve around him/her makes others wonder what he/she is holding back.

He/She is friendly and at the same time reserved. He/She is interested in other people and wants to be involved with them. A strong inner restraint does not allow him/her to open up and be unreservedly outgoing.

They are lively entertaining companions when in the company of people they trust and know well.

They are not in the habit of trusting people they meet for the first time.

There is a part of him/her that is held back even when engaging in intimate relationships.

There is a great deal going on inside him/her that he/she either is not willing or does not know how to share.

He/She is sensitive to and acutely aware of other people and their feelings.

He/She relates best from a comfortable distance.

He/She feels isolated yet is not lonely for the most part.

They prefer to keep to themselves.



Emotional closeness conflicts with the threat of suffocation from his/her needs for affections. Vanishing emotionally and physically without an explanation is the most effective protection for him/her to regain his/her sense of independence and equilibrium.

He/She keeps a social distance until he/she is certain that he/she feels free to get on more friendly terms.

They are outgoing and congenial when social conventions require it.

A strong level of reserve keeps a ample distance between him/her and others socially.

He/She has difficulty-trusting people. He/She lets his/her guard down only after knows a lot about them and the life they have led.

He/She is selective about who he/she chooses to be his/her friends.

He/She tries to be logical and objective in deciding with whom to spend their time. This does not always guarantee success, however.

He/She warms slowly to others. He/She keeps his/her distance until he/she can trust them.

It takes a long time before he/she is willing to admit someone into their private life and world.

He/She must keep a private space between himself/herself in a relationship to enable him/her to feel secure in the other's presence.

It is ill advised to snoop into or take personal liberties with his/her personal affairs or friendships.

His/Her reserve puts a damper on spontaneity and enthusiasm.

His/Her sense of dignity controls the release of his/her emotions.

He/She deliberately controls the expression of his/her aggressiveness.

He/She keeps his/her drives in check.

He/She is careful to hide his/her personal frustrations from others.

He/She wishes above all else for others to look on him/her as easy going.

The arousal of sudden unruly feelings and erotic impulses are clearly uncomfortable. He/She clamps down upon them with force to hide them from others, and if possible or fortunate to obliterate them from memory.

He/She is standoffish and socially facile. At the same time he/she is deeply in need of friendship with others.

A reserved nature makes him/her appear distant and aloof to people.

People experience him/her as aloof, but he/she lives in a shell of shyness and reserve.

He/She has a hard time making the first move when they meet someone new. His/Her spontaneity and freedom from artificiality and quiet warmth soon takes over and he/she relaxes and connects.

He/She is a follower and not the one to take risks.

He/She prefers to remain socially distant and detached.

A deep seated sense of self-doubt and anxiety conceals a fear people will harm him/her for no particular reason at all.

He/She turns into a porcupine with pointy sharp quills or a hard shelled turtle when ever he/she they feels threatened.

He/She is an enigma to friends and associates.

Working or living in crowded areas affects his/her health.

He/She is friendly but at the same time remote from assistants and colleagues.

He/She does not trust people easily.

Co-workers do not form comfortable relationships with him/her.

An all prevailing sense of chill isolation, emptiness, and emotional voids prevent him/her from making close relationships with others.

He/She pays no attention to communicating with others considering them irrelevant.

He/She cannot express feelings easily.

He/She is devoid of emotions.

He/She is withdrawn from others.

His/Her cool, indifferent, and distant attitude forces others further away from any emotional support.

SOPHISTICATED/CULTURED/WORLDLY-WISE: Worldly wise means to be experienced in the ways of the world. Sophisticated implies refinement, urbanity, cleverness, cultivation, the admiration of complexity for complexities sake, and independence on speech, style, and the vulgar. Sophisticated ignores the simple, straight-forward, concrete, and down-to-earth where mention of the truth is side stepped or distained.

Eartha Kitt, "In essence, I'm a **sophisticated** cotton picker."

Christian Louboutin, "I hate the idea of natural. For example, I prefer gardens to wild nature. I like to see the human touch. High heels are a complete invention - an extravagance. They're far from natural, but it's the impracticality that I adore. I prefer the useless to the useful, the **sophisticated** to the natural."

Mehmet Os, "We're all human beings, but some of us are more **sophisticated** at covering our flaws. We're just smart enough to lie to ourselves that everything is OK."

Synonyms:

Blasé: Blasé implies a lack of responsiveness to common everyday joys as a result of a real or pretentious excess of experience and cultivation. The **blasé** are bored, indifferent, weary, apathetic, mundane, and cynical and have seen it all before. (Blasé comes out of the Dutch via French for 'chronically hung over').

Top Magazine (Gay Entertainment Report: Coming Out 'Straight' Film Opens, "The film is so **blasé** about bisexuality that many viewers might miss its inclusion entirely."

Lara Adrian (*Midnight Awakening*), "By the **blasé** flatness of Tegan's expression as he approached, he might as well have just come back from taking a p---."

"Everything good in there?" Niko quipped. "You need back up or anything? Bag of marshmallows to roast over that little campfire you just started?"

"It's handled."

"No s---."

Worldly wise suggests a close and practical knowledge of the affairs and manners of society and an inclination toward materialism along with a philosophy of personal entitlement and superiority.

Mason Cooley, "Aphorisms have never seduced anybody, but they have fooled some into considering themselves **worldly wise**."

Cosmopolitan: Cosmopolitan refers to a person so sophisticated as to be at home in all parts of the world, especially one who is tolerant and free of national prejudices.

William Osler, "The great minds, the great works transcend all limitations of time, of language, place, and race, and the scholar can never feel initiated into the company of the elect until he can approach all of life's problems from the **cosmopolitan** standpoint."

*Benjamin Disraeli*, "**Cosmopolitan** critics are men who are the friends of every country save their own."

Well-bred: Well-bred refers to well-mannered and refined persons whose social demeanor is cultivated and genteel; polished and smooth; savoir-faire (knowing how to behave).

Oscar Wilde, "The **well bred** contradict other people. The wise contradict themselves."

Lord Chesterfield, "Observe it, the vulgar often laugh, but never smile, whereas **well-bred** people often smile, and seldom or never laugh. A witty thing never excited laughter; it pleases only the mind and never distorts the countenance."

Inara Serra, "Every **well-bred** petty crook knows that the small, concealable weapons always go to the far left of the place setting."

Mark Twain, "She was not quite what you would call **refined**. She was not quite what you would call unrefined. She was the kind of person that keeps a parrot."

Thomas Mann, "One always has the idea of a stupid man as perfectly healthy and ordinary, and of illness as making one **refined** and clever and unusual."

James Joyce, "The artist, like the God of the creation, remains within or behind or beyond or above his handiwork, invisible, **refined** out of existence, indifferent, paring his fingernails."

Urbane: Urbane refers to marked by refinement in taste, speech, and manners; genteel; delicate, refined, discerning, and erudite.

Timothy Ferris, "The differences between the two men were pronounced. Galileo was an **urbane** gentleman who loved wine (which he described as "light held together by moisture"), women (he had three children by his mistress, Marina

Gamba), and song (he was an accomplished musician). Kepler sneezed when he drank wine, had little luck with women, and heard his music in the stars."

Camille Paglia, "As revolutionary sexual personae, Byron and Presley had early and late styles: brooding menace, then **urbane** magnanimity. Their everyday manners were manly and gentle. Presley had a captivating soft-spoken charm. The Byronic hero, says Peter Thorslev, is "invariably courteous toward women." Byron and Presley were world-shapers, conduits of titanic force, yet they were deeply emotional and sentimental in a feminine sense."

Bill Berkeley (The Graves Are Not Yet Full), "Taylor comes across as an intelligent man, suave and **urbane**, articulate and smooth as butter."

Cultivated: Cultivated refers to person who are well educated, elegant, urbane, refined in taste and manners, polished, and accomplished.

Charles Baudelaire, "I have **cultivated** my hysteria with pleasure and terror."

Paul Gauguin "There is always a heavy demand for fresh mediocrity. In every generation the least **cultivated** taste has the largest appetite."

Oscar Wilde (The Remarkable Rocket), "The only thing that sustains one through life is the consciousness of the immense inferiority of everybody else, and this is a feeling that I have always **cultivated**."

He/She is brilliant. He/She is attracted to fine arts, literature, music, and educational opportunities.

His/Her mannerly way of dealing with others makes them feel comfortable in a wide range of settings.

He/She remains sophisticated while under the pressure of rapidly situations encounters.

His/Her urbane style reflects charm and polished manners.

He/She turns up their noses at common, vulgar, popular enthusiasms, excitements, wild mob rock concerts, infectious emotional experiences, and all else that is different from their elitist patronizing attitudes toward 'the little people' that they stumble across in their world. (The British upper classes scornfully called the 'lower orders' or their servants, the 'Little people' and those living in the 'estates').

They are the true insiders. He/She lives in the inner circle, or at the very least, in the second more populated circle of the cognisanti, the movers and shakers, the elite.

He/She is experienced in the ways-of-the-world.

‘No wool is ever pulled over his/her eyes’.

He/She is sophisticated, refined, urbane, clever, and cultivated, admires complexity for complexities sake, and pursues independence in speech, style, and the ‘vulgar’ just for the entertainment they offer.

He/She ignores the simple, straightforward, and down-to-earth. Truth is shrugged off, distained, and side stepped.

He/She is bored stiff, indifferent, apathetic, and cynical.

He/She has seen it all before.

He/She has an international rather than a provincial outlook. He/She has a wide ranging international sophistication; a person who has lived and travelled in many countries.

He/She is well mannered and refined; cultivated and genteel; polished and smooth, a person with savoir-faire.

He/She knows how things work, how to do things acceptably, and slips in-and-out of the social situations he/she encounters.

He/She has a subtle, refined, free from coarseness or vulgarity; polite, had wide-ranging knowledge of the ways of the world that has been especially cultivated through wide experience. This mirrors a distillation of those complexities which demand skills that refine intricate structures of experiences into the simplicity of a seamless performance.

He/She is polite, polished, and elegant in manner that shows a high degree of civility, refinement, and the assurance that comes from extensive social experience.

He/She is smooth, very smooth.

He/She comes across as intelligent, suave and urbane, articulate and smooth as butter.

His/Her movements are refined in taste, speech, and manners.

He/She is genteel, delicate, refined, discerning, and erudite.



**STUBBORN:** Stubborn refers to showing a dogged determination not to change one's attitude or position on something, esp. in spite of good arguments or reasons to do so; performed or carried on in a perversely unyielding, obstinate, or persistent manner. A person who is difficult to handle, manage, or treat is stubborn.

John Adams, "Facts are **stubborn** things; and whatever may be our wishes, our inclinations, or the dictates of our passions, they cannot alter the state of facts and evidence."

Michel de Montaigne, "**Stubborn** and ardent clinging to one's opinion is the best proof of stupidity."

Alexander Herzen, "There is nothing in the world more **stubborn** than a corpse: you can hit it, you can knock it to pieces, but you cannot convince it."

Synonyms:

**Obdurate:** Obdurate refers to stubbornly refusing to change one's opinion or course of action; obstinate, headstrong, dogged.

William Shakespeare,

O tiger's heart wrapped in a woman's hide!  
How couldst thou drain the lifeblood of the child,  
To bid the father wipe his eyes withal,  
And yet be seen to bear a woman's face?  
Women are soft, mild, pitiful, and flexible;  
Thou stern, **obdurate**, flinty, rough, remorseless.

William Cowper, "There is no flesh in man's **obdurate** heart; he does not feel for man."

Orville Dewey, "Argument does not soften, but rather hardens, the **obdurate** heart."

**Inflexible:** Inflexible describes persons who are incapable of change; not making concessions; incapable of adapting or changing their ways to meet circumstances.

John Paul Jones, "It seems to be a law of nature, **inflexible** and inexorable, that those who will not risk cannot win."

Marguerite Gardiner, "The chief prerequisite for an escort is to have a flexible conscience and an **inflexible** politeness."

Peter Drucker, "Charisma becomes the undoing of leaders. It makes them **inflexible**, convinced of their own infallibility, unable to change."

Bull-headed: Bull-headed refers to an individual who won't take advice from anyone; is stupidly stubborn, hardheaded, ; hard-nosed, and headstrong.

Julia Quinn (*The Duke And I*), "To say that men can be **bullheaded** would be insulting to the bull."

Captain Cynic

### Getting Along with Stupid **Bullheaded** People

I think one my biggest fallacies are my inability to empathize, respect, and understand a stupid/ignorant person.

What I mean by stupid/ignorant very specifically is someone who is not "Aware" of themselves enough to question their actions or beliefs.

So for example, if someone is driving slow in the left lane and is blocking loads of traffic, most of the time they have no idea what they are doing.

And I hate them for it, but I shouldn't, because they aren't evil, they just don't understand. But I still feel like stabbing them in the neck with a pencil.

How do you cope? I'm sure in the workplace people are confronted with these things on a much more intimate level and it must be even more challenging.

What about **bullheaded** people? That is a lack of awareness too; a lack of comprehension and a lack of open mindedness, but again, they don't CHOOSE to be stupid and closed minded, it is just the way they are. But why do I feel the need to explain things to them?"

Why is it that we feel a need to change/fix/react to people who are less aware, and make them more aware?

Anyone got any tips on how to let it go and not attempt to do this?"

Lie to Me (TV Show) Clara, "You know, I told the governor that I owe my freedom to your **bull-headed**, obnoxious, no-holds-barred way of doing things."

Unbending: Unbending refers to those folks who are strict, stiff, and austere in one's behavior and attitudes, aloof and asocial, extremely reserved, marked by sternness or severity, and incapable of adapting or changing to meet circumstances.

Everett Dirksen, "I am a man of fixed and **unbending** principles, the first of which is to be flexible at all times."

Ralph Cudworth, "Truth is the most **unbending** and uncompliant, the most necessary, firm, immutable, and adamant thing in the world."

He/She likes methods that he/she already knows work and is comfortable using.  
He/She simply mows down a problem rather than finding ways of moving around it.

He/She can be stubborn and rigid. He/She digs in his/her heels. He/She will mutter, get his/her back up, and grumble a lot when pushed to far.

Usually he/she goes with the flow. He/She can, however, suddenly switch into being stubborn again when their habitual methods of doing things is challenged.

He/She doggedly resists outside influences.

He/She clings tenaciously to personal opinions that have always proven ineffective and wrong.

His/Her spontaneous handling of new situations is messy and at times comedic.

He/She is stubborn and resistant to change.

Attempts to change his/her behavior receive instant opposition.

He/She will be open to modifying his/her behavior only when he/she is lead to see that by doing so will benefit him/her directly.

His/Her belligerent antagonistic attitudes get him/her into a lot of hot water.

He/She demands doing things his/her way or not at all.

He/She stubbornly resists any intrusions into his/her personal affairs.

He/She has intense opinions.

He/She tenaciously sticks to his/her decisions.

He/She is stubbornly biased on how to get things ought to be done.

Pressure is necessary to force him/her to change his/her mind and methods.

He/She is so dreadfully stubborn.

They will not change their mind once it is made-up.

They are hard-necked, bull-headed, cold, and unfeeling towards anyone who gets in their way.

It becomes apparent to anyone who happens across them that her/she harbors a subtle, stubborn, steel-like resistance to change.

An pig-headed streak in his/her makeup quickly turns into a form of stubborn stupidity when he/she is faced with situations in which he/she finds himself/herself in way over his/her head.

He/She is difficult to handle or manage.

He/She is perversely persistent, unyielding, and obstinate.

He/She refuses to change his/her mind or attitude in spite of being faced with credible arguments to the opposite.

He/She is obstinate, headstrong, and dogged.

He/She is a bullheaded individual who won't take advice from anyone.

He/She is incapable of making changes in his/her behavior, or making concessions to anyone or any circumstances, or adapting to changing situations no matter how urgently compelling the conditions may be.

**SUPERFICIAL:** Superficial refers to persons who are concerned only with the obvious or apparent. They are concerned with or comprehending only what is right in front of their faces. They are not deeply emotionally or penetrating intellectually. These individuals are capable at the drop of a hat of putting on hyper-emotional dramatic shows on something having no substance or significance at all. They are incapable of taking seriously anything of gravity or substance.

Andy Warhol, "I am a deeply **superficial** person."

Will Durant, "The love we have in our youth is **superficial** compared to the love that an old man has for his old wife (and vice versa)."

Ava Gardner, "Deep down, I'm pretty **superficial**."

Charles Caleb Colton, "The soundest argument will produce no more conviction in an empty head than the most **superficial** declamation; a feather and a guinea (English Pound) fall with equal velocity in a vacuum."

Synonyms:

**Frivolous:** Frivolous refers to people who engage in purposeless, time wasting, and irrelevant pursuits, which lack merit and do not accomplish concrete goals. Their behavior lacks seriousness or sense. They are self-indulgent and unconcerned about any serious purpose.

Jonathan Miller, "It's not that Shakespeare is **frivolous**, but you spend your time just getting people to dress up in other people's costumes and pretending to be people that they're not, and you think, after the years go by, well, what on earth was all that about?"

Dale Ahlquist (*Common Sense 101: Lessons from G.K. Chesterton*, pp. 13-14), "He seems so **frivolous** and so careless, but he gives money to beggars, not **frivolously** or carelessly, but because he believes in giving money to beggars, and giving it to them "where they stand.

He says he knows perfectly well all the arguments against giving money to beggars. But he finds those to be precisely the arguments for giving money to them. If beggars are lazy or deceptive or wanting a drink, he knows only too well his own lack of motivation, his own dishonesty, his own thirst.

He doesn't believe in "scientific charity" because that is too easy, as easy as writing a check. He believes in "promiscuous charity" because that is really difficult. "It means the most dark and terrible of all human actions—talking to a man. In fact, I know of nothing more difficult than really talking to the poor men we meet."

Cynthia Heimel, "We must eschew anything trivial. We must embrace all that is **frivolous**.... Trivial things take up all your time and dull your senses, whereas **frivolity** is meaningful, profound, worth living and dying for.... If we devote our lives to **frivolity**, the world will be a far, far better place. Humanity will be better able to fulfill its primary goal, that of having a good time."

**Flighty**: Flighty refers to given to capricious, unstable, fickle, and impulsive behaviors.

J. K. Rowling (Albus Dumbledore), "And now Harry, let us step out into the night and pursue that **flighty** temptress, adventure."

Cecil Day-Lewis  
(In Memory of Dylan Thomas)

Now we lament one  
Who danced on a plume of words,  
Sang with a fountain's panache,  
Dazzled like slate roofs in sun  
After rain, was **flighty** as birds  
And alone as a mountain ash.  
The ribald, inspired urchin  
Leaning over the lip  
Of his world, as over a rock pool  
Or a lucky dip,  
Found everything brilliant and virgin.

William Shakespeare

Time, thou anticipat'st my dread exploits.  
The **flighty** purpose never is o'ertook  
Unless the deed go with it.  
From this moment  
The very firstlings of my heart shall be  
The firstlings of my hand.  
And even now,  
To crown my thoughts with acts,  
be it thought and done.

**Glib**: Glib refers to fluency of speech and writing that hints with insincerity and a lack of concern over the consequences of the impact that superficial discourse may cause, i.e., a glib denial; a slick commercial, or 'a smooth-tongued con-artist'.

Benjamin Franklin, Here comes **Glib**-tongue: who can out-flatter a Dedication; and lie, like ten Epitaphs."

Joost Meerloo, "It's among the intelligentsia that we often find the **glib** compulsion to explain everything and to understand nothing."

Charles Dickens (The Old Curiosity Shop, Chapter 35), "It was a maxim with Mr. Brass that the habit of paying compliments kept a man's tongue oiled without any expense; and that, as that useful member ought never to grow rusty or creak in turning on its hinges in the case of a practitioner of the law, in whom it should be always **glib** and easy, he lost few opportunities of improving himself by the utterance of handsome speeches and eulogistic expressions."

William Shakespeare

I want that **glib** and oily art  
To speak and purpose not,  
since what I well intend,  
I'll do't before I speak.

Shallow: Shallow is more derogatory, generally implying a lack of depth in knowledge, reasoning, emotions, or character. Such characters are shallow, perfunctory, skin-deep, cursory, and not able to think seriously or feel deeply.

To be shallow typically involves embracing stereotyped social personae, especially gender roles, placing excessive value on appearance, judging themselves and others entirely by their looks, and being vain and arrogant. The affect in their emotional displays is superficial, insincere, and shift rapidly. Their emotions are shallow. They fake their emotions directly.

Oscar Wilde, "Only the **shallow** know themselves."

Oscar Wilde, "Seriousness is the only refuge of the **shallow**."

Anne Morrow Lindbergh, "For sleep, one needs endless depths of blackness to sink into; daylight is too **shallow**, it will not cover one."

Dennis Miller, "There's nothing wrong with being **shallow** as long as you're insightful about it."



He/She is acutely aware of his/her surroundings. He/She skims the surface, touching lightly on every aspect of it. He/She notices everything comprehending little.

He/She never becomes deeply involved with anyone or anything.

He/ She keeps busy all the time. He/She does not study to prepare a plan or organize a project. He/She cherry picks obvious content that is sufficient to do the job.

He/She skims the surface. He/She does not ever dig deeply. He/She accepts existing situations and does not go any further.

He/She is easygoing and laid back.

He/She wants to get along with everybody without friction or conflict.

He/She avoids challenging situations and confrontations whenever possible.

Others see him/her as a superficial 'airhead'.

He/She never digs deeply into anything.

His/Her relationships stay on the surface.

He/She never allows anyone to get close to him/her.

He/She believes his /her veneer of sophistication fools everyone.

He/She wraps himself/herself in a facade of friendliness and greets everyone with a front of cordiality.

He/She glibly conceals something about him/her that is ordinary, mannerless, or vulgar.

He/She is emotionally shallow and indiscriminating intellectually.

He/She puts on dramatic displays that have no substance or significance.

He/She does not take anything of gravity seriously.

He/She engages in purposeless, time wasting, and irrelevant pursuits that have no merit and do not accomplish concrete goals.

His/Her behavior is devoid of seriousness or sense.

He/She speaks glibly without concern for the consequences or the impact that this may cause others.

He/She is a smooth-tongued con-artist at best.

He/She lacks depth of knowledge, reasoning, emotions, and character.

He/She is shallow, perfunctory, and unable to think seriously or feel genuine emotions.

His/Hers is a one-dimensional character who lacks depth.

He/She never seems to learn or grow.

TEAM PLAYER: This person willingly cooperates with others and subordinates their personal aspirations in the framework of a group in order to work in a coordinated effort with other members of a group, or team, in striving for a common goal. An example of a team player is someone working on a team project for school or work that does their fair share without complaining.

Woody Allen, "I failed to make the chess **team** because of my height."

Babe Ruth, "The way a **team** plays as a whole determines its success. You may have the greatest bunch of individual stars in the world, but if they don't play together, the club won't be worth a dime."

Jennifer Gardner, "I love the feeling of being on a **team**, rehearsing together, sharing a dressing room - I love that so."

Synonyms:

Cooperative: Cooperative refers to those activities that demand a person work with others for a common purpose or benefit.

James Cash Penny, "The keystone of successful business is **cooperation**. Friction retards progress."

William Arthur Ward, "The more generous we are, the more joyous we become. The more **cooperative** we are, the more valuable we become. The more enthusiastic we are, the more productive we become. The more serving we are, the more prosperous we become."

He/She encourages people to contribute their talents to a group effort.

He/She develops personal relationships with co-workers encouraging all to become contributing members.

His/Her warm social style creates a pleasant atmosphere to a group. Everyone is happy and handles his or her particular duties capably.

Cooperating with others is important to him/her. He/She encourages the same in return.

He/She listens intently to what others have to say.

He/She respects the feelings of others.

He/She gets along well with others.

He/She is a team player. He/She get along well other players.

He/She is easy to be around. He/She is warm, friendly, and non-judgmental.

He/She does not call attention to the errors others make. He/She points out the errors and suggests new ways of handling them.

He/She builds teams.

He/She gets people excited about their jobs. He/She jumps in to give a hand in getting things done.

He/She gets a group's activity organized quickly.

His/Her most greatest desire is to be involved with people.

He/She avoids becoming involved in activities demanding mind-numbing repetition.

He/She looks forward to the cooperation of well-organized, detail-oriented people to work on making a group's activities bear fruit.

He/She cooperates with others.

His/Her personal ambitions take second place when working with a team.

He/She does his/her fair share of work without complaining.

TEMPER: Temper refers to a person who suddenly bursts into anger without warning. They become intolerably unpleasant when upset, angry, and easily express resentment about wrongs imaginary and real they think someone has done to them. Their outbursts alienate them from others who are repelled by the blasts they receive at the hands and mouths of these nasty folks.

Bruce Lee, "A quick **temper** will make a fool of you soon enough."

William Shakespeare

O! Let me not be mad,  
not mad, sweet heaven;  
keep me in **temper**;  
I would not be mad!

Balthazar Gracian, "Never do anything when you are in a **temper**, for you will do everything wrong."

Synonyms:

Touchy: Touchy refers to a readiness to take offense on the slight provocation. Touchy people are easily offended.

Mark Russell, "Humor is very, very risky..., But it's just that people are so sensitive and so **touchy**, and you're just going to upset somebody without ever realizing it."

Julian Lennon, "He wasn't a great father. He was a great musician. That's always been a **touchy** one, and it will be until I can find the answer, but I don't know if there is one."

Joseph Addison ((May 01, 1672 - June 17, 1719), "In all thy humors, whether grave or mellow, Thou'rt such a **touchy**, testy, pleasant fellow, hast so much wit and mirth and spleen about thee, there is no living with thee, nor without thee."

Irritable: Irritable refers to a person who gets easily annoyed and roiled, ruffled, exasperated, and generally 'peed' off.

Nigella Lawson, "In fact I am quite snappy and **irritable**, and I don't know if I'd like to make myself worse in that respect."

Dorothy L. Sayers (*Gaudy Night*), "A marriage of two independent and equally **irritable** intelligences seems to me reckless to the point of insanity."

Cantankerous: Cantankerous refers to a person who is bad-tempered, argumentative, and uncooperative.

Jacqueline Bisset, "Being around people with whom you feel a connection, on many levels, not just a professional one, is very relaxing. Your ears are more open to someone who is not a **cantankerous** bastard."

Vincent van Gogh, "The more ugly, older, more **cantankerous**, more ill and poorer I become, the more I try to make amends by making my colors more vibrant, more balanced and beaming."

Petulant: Petulant refers to insolent or rude cutting speech or behavior.

Philip Dormer (Stanhope Chesterfield, 4th Earl), "Patience is a most necessary qualification for business; many a man would rather you heard his story than granted his request. One must seem to hear the unreasonable demands of the **petulant**, unmoved, and the tedious details of the dull, untired. That is the least price that a man must pay for a high station."

F. Scott Fitzgerald, "The faces of most American women over thirty are relief maps of **petulant** and bewildered unhappiness."

Karen Hughes, "(Bush confidante Karen Hughes explained the president's petulance this way, while acknowledging the presence of such **petulance**,)... on his face, you could see his irritation at the senator's misrepresentations, He was answering the senator with his face."

Grouchy: Grouchy refers to the condition that renders a person irritable, bad-tempered, complaining, crabby, grumpy, testy, and snappish.

Sarah Vowell, "I probably am a cranky writer, but I am actually a fairly nice, normal person. Since I'm a **grouchy** writer, of course I have friends whose books are doing way better than mine."

Angry: Angry refers to being ill humored; vexed; or cross.

Ambrose Bierce, "Speak when you are **angry** and you will make the best speech you will ever regret."

Christopher Morley, "A man who has never made a woman **angry** is a failure in life."

Mark Twain, "When **angry**, count to four; when very angry, swear."

'Bad tempered, cross, uncooperative, argumentative, and ready to explode at the least provocation' describes him/her perfectly.

He/She is easily offended. His/Her petulance propels him/her into insolent, rude outbursts at those who were insensitive and witless enough to upset him/her.

His/Her brackish temper leads him/her to recklessly spit out exactly what he/she has on his/her mind at any given moment.

He/She as a matter of course refuses to treat people with respect.

He/She struggles to keep the frustration, irritation, and anger that build up inside him/her under control. Failing this his/her emotional control evaporates in a flash of anger.

A short fuse and quick tongue constitute a socially lethal combination.

He/she is not comfortable showing his/her irritable side. His/Her impatience with small talk gives the impression of being peeved and ill tempered.

His/her sharp outbursts of anger and irritability alienate people.

He/She reacts sharply to external events.

His/Her temper explodes at the least provocation.

He/She reacts with angry outbursts to anything that is the least bit frustrating.

He/She becomes disagreeable if vexed, upset, and angry. He/She easily expresses resentment about wrongs, imaginary or real, they believe someone has done to them.

He/She is wound up; tense for no apparent reason, on edge, and ready to do anything that brings relief no matter the consequences to them self or others.

**TENSION:** Tension refers to being under emotional or physical stress, strain, or pressure. Emotional pressures are reflected hostility, suspense, or uneasiness. Stress arises out of threatening confrontations and the experiences of the misfortunes of loss, injury, and despair.

Ross McDonald, "**Tension** stretching like taut wires across the room."

Leo Tolstoy (Anna Karenina), "The overstrained condition which had tormented her before did not only come back, but was intensified, and reached such a pitch that she was afraid every minute that something would snap within her from the excessive **tension**."

Georg Simmel, "Secrecy involves a **tension** which, at the moment of revelation, finds its release."

Synonyms:

**Stress:** Stress refers to the pressures resulting from stimulation of the sympathetic nervous system, including a heightened state of alertness, anxiety, increased heart rate, and sweating. Stress is capable of affecting physical health that includes increased heart rate, a rise in blood pressure, muscular tension, irritability, and depression. The worry experienced by a person in particular circumstances, or the state of anxiety caused by the stresses of life.

John Gray, "A women under **stress** is not immediately concerned with finding solutions to her problems but rather seeks relief by expressing herself and being understood."

Alvin Toffler, "Future shock is the shattering **stress** and disorientation that we induce in individuals by subjecting them to too much change in too short a time."

J. K. Rowling, "Poverty entails fear and **stress** and sometimes depression. It meets a thousand petty humiliations and hardships. Climbing out of poverty by your own efforts that is something on which to pride yourself, but poverty itself is romanticized by fools."

**Anxiety:** Anxiety is the disturbing feeling of fear, vexation, troubles, and concern. Anxiety can create feelings of fear, worry, uneasiness, and dread when facing the uncertainties of what the future will bring.

Anaïs Nin, "**Anxiety** is love's greatest killer. It makes others feel as you might when a drowning man holds on to you. You want to save him, but you know he will strangle you with his panic."



David Foster Wallace (*Infinite Jest*), "It did what all ads are supposed to do: create an **anxiety** relievable by purchase."

Epictetus, "Man is not worried by real problems so much as by his imagined **anxieties** about real problems."

Press: Press refers to harassing, forcing, and coercing a person to do something they do not want to do. Press can also points to a person who puts forward efforts beyond their usual means of dealing with situations. Press may also reflect influencing a person's behavior by continuous insistent arguments, oppression, and angry confrontations.

Mark Hoppus, "Everything in high school seems like the most important thing that's ever happened in your life. It's not. You'll get out of high school and you never see those people again. All the people who torment and **press** you won't make a difference in your life in the long haul."

Michel de Montaigne, "If you **press** me to say why I loved him, I can say no more than because he was he, and I was I."

Superficial: Superficial implies a concern only with apparent but not genuine or real aspects or obvious features of people or objects. Shallow implies a lack of depth in knowledge, reasoning, emotions, or character. Here the term cursory suggests a lack of thoroughness or a neglect of details.

Andy Warhol, "I am a deeply **superficial** person."

Oscar Wilde, "Only the **shallow** know themselves."

Samuel Johnson, "A short letter to a distant friend is, in my opinion, an insult like that of a slight bow or **cursory** salutation - a proof of unwillingness to do much, even where there is a necessity of doing something."

Tension is rampant in his/her lives. Tensions are stored up in the dreadful things that have happened to him/her, choking him/her up for days on end, and resulting in his/her feeling jammed up, stressed out, and miserable.

He/She demands unyielding control of everything in his/her live. He/She refuses to be caught short, unprepared, or vulnerable.

He/She constantly plans for every contingency.

He/She operates under high levels of tension. He/She finds it hard to let go and relax.

His/Her relaxed approach to life gets him/her through the good times as well as the bad times.

High levels of tension dominate his/her life. He/She must keep busy for busies sake. He/She never relaxes. Fun escapes him/her always.

He/She lives where the superficial and obvious rule. The façade he/she shows other people stops everyday problems from sinking in too deeply to his/her awareness.

Present stressors make him/her unable to shoulder more responsibilities.

He/She focuses on work exclusively.

He/She has forgotten how to play.

He/She takes life seriously. He/She neglects his/her own personal needs.

He/She feels frustrated most of the time.

He/She has a hard time handling his/her frustrations.

He/She is anxious and tense most of the time.

He is takes his/her frustrations out on the person nearest to them which alienates people quickly.

He/She generally does not view things optimistically.

He/She is a 'gloomy Gus'.

He/She has a dour attitude towards life.

He/She views others in a poor light.

He/She expects others to be or act as hypocrites. He/She is critical of everything, complains, belittles, finds fault in everything, and is disrespectful and contemptuous of others.

He/She does not connect well with people. Just the thought of facing a stranger makes him/her anxious.

His/Her tension levels get too high at times rather as a clock spring wound too tightly where the slightest contact sets it off to the surprise of everyone around.

Disapproval strikes him/her particularly hard.

He/She does not appear to be what he/she is on the surface.

His/Her façade is exceptionally well displayed.

On the surface he/she appears calm and in control. Underneath he/she is furious.

All in all, he/she copes with pressure surprisingly well.

He/She avoids dealing with most of the anxiety provoking problems he/she faces.

He/She avoids facing problems by distracting himself/herself with as many meaningless activities as possible.

He/She is experiencing a steady stream of pressures.

He/She cannot tolerate taking on any more stress.

His/Her habit of worrying about anything and everything takes a heavy toll on him/her.

He/She is reticent about expressing their personal feelings.

He/She caves under pressure rather than standing firm.

## THINKING STYLES:

Concrete Sequential Thinkers' thought processes proceed in a systematic orderly arrangement according to rules ordered sequentially. Information is processed in a linear, sequential fashion.

Concrete Thinkers rely upon thoughts derived from their senses reflecting immediate direct, concrete, 'in-your-face' experience rather than engaging in abstract categorical reasoning. Concrete thinking occurs in those who are unable to use words whose over-arching meanings refer to the categories into which the words relating directly to sensory experience fall.

Abstract Thinkers organize information through generalized categories and the relations and dynamics that exist between the categories

### Synonyms:

**Analytical:** Analytical skill is the ability to visualize, articulate, and solve both complex and uncomplicated problems and concepts and make decisions that are sensical based on available information.

Robert Morgan, "You have to really dive deep back into yourself and get rid of so much modern **analytical** categorization. It's one of the great things poetry does."

Andrew Wyeth, "If you clean it up, get **analytical**, all the subtle joy and emotion you felt in the first place goes flying out the window."

Charles Beaudelaire, Genius is no more than childhood recaptured at will, childhood equipped now with man's physical means to express itself, and with the **analytical** mind that enables it to bring order into the sum of experience, involuntarily amassed.

**Creative:** Creativity refers to the invention of any new thing that has value. Creative thinking involves creating something new or original. It involves the skills of flexibility, originality, fluency, elaboration, brainstorming, modification, imagery, associative thinking, attribute listing, and metaphorical thinking.

Steve Jobs, "**Creativity** is just connecting things. When you ask creative people how they did something, they feel a little guilty because they didn't really do it, they just saw something. It seemed obvious to them after a while. That's because they were able to connect experiences they've had and synthesize new things."

Ansel Adams, "No man has the right to dictate what other men should perceive, **create** or produce, but all should be encouraged to reveal themselves, their perceptions and emotions, and to build confidence in the **creative** spirit.

Carl Gustav Jung, "The creation of something new is not accomplished by the intellect but by the play instinct acting from inner necessity. The **creative** mind plays with the objects it loves."

Systematic: Systematic thinking is the process of understanding how things influence one another within a dynamic moving 'whole' or Gestalt. Systems thinking have been defined as an approach to problem solving, by viewing "problems" as parts of an overall system, rather than reacting to specific parts, outcomes or events.

Albert Einstein, "Science is the century-old endeavor to bring together by means of **systematic** thought the perceptible phenomena of this world into as thorough-going an association as possible. To put it boldly, it is the attempt at a posterior reconstruction of existence."

Karl Popper, "Science may be described as the art of **systematic** over-simplification."

George Sopko, "We need to take this knowledge and create a systematic plan for how to deal with it."

Logical Critical thinking is a type of reasoned, reflective thinking aimed at deciding what to believe or what to do. Purposeful, self-regulatory judgment results in interpretation, analysis, evaluation, and inference, as well as explanation of the evidential, conceptual, methodological, or criteria, upon which judgment is based. Reasoning is using thinking in an orderly cogent fashion. Logic is a science that deals with the principles and criteria of validity of inference and demonstration; the science of the formal principles of reasoning.

Julian Barnes (The Sense of an Ending), "He had a better mind and a more rigorous temperament than me, he thought **logically**, and then acted on the conclusion of **logical** thought. Whereas most of us, I suspect, do the opposite: we make an instinctive decision, then build up an infrastructure of reasoning to justify it. And call the result common sense."

Eviatar Zerubavel, "The foremost **logical** prerequisite of a rigid classification is that a mental item belongs to no more than one category. Such either /or logic presupposes a digital mode of thinking, which, unlike its analog counterpart, does not tolerate any "gray" shadings among mental fields."

Albert Einstein, "There is no **logical** way to the discovery of these elemental laws. There is only the way of intuition, which is helped by a feeling for the order lying behind the appearance."

Concentration: Concentration directs a person's attention or focus toward a single object; centering the mind on one single thought; addressing one's efforts towards a particular activity, subject, or problem.

Harrison Ford, "The focus and the **concentration** and the attention to detail that flying takes is a kind of meditation. I find it restful and engaging, and other things slip away."

Arthur Miller, "The closer a man approaches tragedy the more intense is his **concentration** of emotion upon the fixed point of his commitment, which is to say the closer he approaches what in life we call fanaticism."

Steve Wozniak, "I worked with such **concentration** and focus and I had hundreds of obscure engineering or programming things in my head. I was just real exceptional in that way."

Deductive: Deductive reasoning is the process of reasoning from one or more general statements regarding a known set of facts or propositions to reach a logically certain conclusion.

Deductive reasoning is a logical process in which a conclusion drawn from a set of premisses contains no more information than the premisses taken collectively.

All dogs are animals; this is a dog; therefore, this is an animal: The truth of the conclusion is dependant only on the method.

All men are apes; this is a man; therefore this is an ape: The conclusion is logically true, although the premise is absurd.

Henry Mayhew, "The **deductive** method is the mode of using knowledge, and the inductive method the mode of acquiring it."

Sherlock Holmes (A Study in Scarlet Chapter 7, Conclusion), "Simply stated **deduction** is *reasoning backwards*. In solving a problem of this sort, the grand thing is to be able to reason backwards. That is a very useful accomplishment, and a very easy one, but people do not practice it much. In the every-day affairs of life it is more useful to reason forwards, and so the other comes to be neglected. There are fifty who can reason synthetically for one who can reason analytically...Let me see if I can make it clearer. Most people, if you describe a train of events to them, will tell you what the result would be. They can put those events together in their minds, and argue from them that something will come to pass. There are few

people, however, who, if you told them a result, would be able to evolve from their own inner consciousness what the steps were which led up to that result. This power is what I mean when I talk of reasoning backwards, or analytically."

Neighbor 1: "Hi, there, new neighbor, it sure is a mighty nice day to be moving."

New Neighbor: "Yes, it is and people around here seem extremely friendly."

Neighbor 1: "So, what is it you do for a living?"

New Neighbor: "I am a professor at the University, I teach **deductive** reasoning."

Neighbor 1: "**Deductive** reasoning, what's that?"

New Neighbor: "Let me give you an example. I see you have a doghouse out back. By that I deduce that you have a dog."

Neighbor 1: "That's right."

New Neighbor: "The fact that you have a dog, leads me to deduce that you have a family."

Neighbor 1: "Right again."

New Neighbor: "Since you have a family, I **deduce** that you have a wife."

Neighbor 1: "Correct."

New Neighbor: "And since you have a wife, I can **deduce** that you are heterosexual."

Neighbor 1: "Yup."

New Neighbor: "That is **deductive** reasoning."

Neighbor 1: "Cool."

Later that same day:

Neighbor 1: "Hey, I was talking to that new guy who moved in next door."

Neighbor 2: "Is he a nice guy?"

Neighbor 1: "Yes, and he has an interesting job."

Neighbor 2: "Oh, yeah, what does he do?"

Neighbor 1: "He is a professor of **deductive** reasoning at the University."

Neighbor 2: "**Deductive** reasoning, what is that?"

Neighbor 1: "Let me give you an example. Do you have a dog house?"

Neighbor 2: "No."

Neighbor 1: "Fag!"

Logical Style:

He/She is ready and more than willing to back up everything he/she says with data and logic.



He/She is always on the alert in a conversation. He/She notices right away when someone makes an inaccurate or contradictory statement. He/She values highly the coherence of logic. He/She does not tolerate those who are unclear in the way they communicate.

He/She makes deliberate efforts to learn from his/her past experiences and use this knowledge in the present by employing a combination of logic and intuition.

He/She wants to know that there is a good, solid reason for everything he/she does.

Knowing any sort of information is attractive him/her. He/She always reaches out to increase and extend his/her knowledge base.

As a rational, logical thinker, he/she takes a systematic, logical approach to solving problems; analyzing the whys and wherefores of a problem before reaching a conclusion.

He/She wants time to carefully reason out the next step of a complex problem. It makes him/her anxious when forced to skip a step in the process and jump to new unsolved propositions without adequate preparation.

Systematic Style:

He/She makes decisions based mostly upon their own experiences. He/She accumulates all the facts before he/she reaches a conclusion.

He/She is not inclined to make leaps in his/her reasoning in order to make seat-of-the-pants on-the-spot decisions without an opportunity to think things through. He/She will not do well in fast moving, frenetic, high-powered, and high-pressured situation.

He/She is slow to act, requires others' approval, and meticulously in working through the connections between thoughts and facts.

He/She is a methodical thinker who forms his/her conclusions in a deliberative systematic manner.

They want to build one idea upon another, putting the facts together bit by bit until they have accumulated enough information in order to reach his/her conclusion.

He/She is methodical and deliberate in his/her approach to things.

His/Her wit and cerebral humor demands saying and writing things that is clever and funny. This word play, conceptual thinking, and verbal acrobatics are the soul of his/her drollness and satire.

Analytical by nature, he/she is constantly evaluating everything that comes across his/her desk. He/She takes a new contract, new proposal, or new document apart, piece by piece to be certain it is correct and valid.

Subordinates had best be prepared with answers because he/she expects them to be as probing and exacting as he/she is.

He/She thinking does not sift and sort ideas and facts to determine their individual value. His/Her thinking style is holistic, i.e. they scan events and objects as one event waiting to be impacted by them visually. He/She then decides the relative value and importance of what is before them before he/she continues an analysis.

Analyzing and reviewing data is normally his/her method of finding solutions to problems. Occasionally, he/she will not always analyze the data thoroughly when pressed for quick answers.

He/She is a born skeptic. He/She questions and demands proof of the validity and genuineness of a proposition before accepting it. He/She demands for example to know firsthand the merits of taking on a new employee or accepting a proposed budget.

His/Her preferred ways of thinking are methodical, systematic, reasonable, and effortless. He/She is cautious when it comes to integrating his/her inspirations and intuitions into his/her final decisions.

### Rapid Styles:

His/Her mind moves so fast that he/she gets impatient with those who are slower thinking. He/She is in the habit of reaching his/her own conclusions before others have a chance to reach them for themselves.

He/She learns quickly. He/She grasps intuitively the essence of a matter instantly. Insight gives him/her a leg up for those judgments demanding a here-and-now decision. He/She sizes up a situation or person effortlessly. He/She routinely anticipates what is coming up next.

His/Her swift thinking handles a wide variety of situations efficiently.

His/Her thinking is quick and original. He/She is able to find unique solutions to problems.

He/She hurries through information and accepts the most obvious answers without first analyzing thoroughly the data at hand. His/Her conclusions often turn out to be inadequate or faulty.

### Analytical Style:

Their minds are sharp. He/She natural curiosity takes him/her to interesting places.

A clear, analytical mind allows him/her to grasp things instantaneously.

His/Her strong analytical mind scrutinizes effortlessly and routinely the facts placed before him/her.

He/She enjoys taking a problem apart and rearranging all the pieces as it pleases him/her.

He/she tries to get a clear understanding of what makes things work and how to make things work better.

He/She habitually researches for the facts of a matter in his/her own inimitable way rather than accepting second-hand information from others.

He/She enjoys taking a problem apart and analyzing all the components to see if there is a better way of organize them and using this fusion in a novel and more productive way.

A penetratingly critical understanding of people allows him/her to size-up a prospective job applicant quickly.

He/She is a good problem solver. He/She is quick to apply both creative and analytical processes to find solutions to problems. He/She enjoys investigating new possibilities, methods, and techniques.

His/Her mind is nimble, analytical. He/She is able to rapidly sort through the facts to gain a better understanding. He/She shuts out distractions and focuses on what is essential.

He/She thinks on his/her feet.

He/She does not generally accept things at face value. He/She pores over various aspects involved in a problem and assesses the value of that information in terms of meeting present needs.

Deductive Style:

He/She is an accumulative thinker who draws conclusions by building on information he/she has acquired from his/her experiences, education and training.

He/She relates new information to his/her experiences. He/She uses proven methods rather than methods that have not yet been tested and proven acceptable.

Concentration Styles:

Environmental distractions disrupt his/her ability to concentrate.

He/She gets lost in the projects he/she undertakes. He/She concentrates so hard and narrowly on his/her work that he/she loses sight of the larger issues involved in bringing a job to fruition.

He/She shuts out all distractions when concentrating on solving a problem.

General Thinking Styles:

He/She works so hard to make a good impression that he/she fails to get the job done.

He/She uses conventional problem solving skills combining them with more original approaches.

He/She has a, extraordinary memory for details, moving patterns, and personal experiences. This memory is more than simply remembering facts or what has happened in the past. He/She visually re-lives (re-sees) the past as if he/she is seeing a movie playing before his/her eyes.

Facts interest him/her more than theory. He/She prefers to take an intellectual approach to problem solving.

He/She sees problems as being composed of individual pieces. He/She cannot put them together in a cohesive manner, however.

He/She does not analyze situations more than is absolutely necessary. He/She does not get the use of the meaning out of the material presented before him/her.

He/She has strong, practical intelligence and a discerning eye he/she employs in reaching conclusions.

He/She is basically a factual person. His/Her strong suit is meeting and solving the project at hand.

He/She is not always clear and factual in her thinking. He/She tangles up in irrelevant details and loses the way to solutions.

He/She gets bored when there is not enough going on. He/She occupies himself/herself with computer games to stay busy.

He/She needs a lot of repetition in order to learn new subjects.

He/She takes a simple approach to problems and creates simple solutions to them. Complication is anathema to him/her.

He/She is observant and remembers what he/she witnesses.

**TRAUMA, EMOTIONAL:** Trauma refers to an emotional or psychological injury, usually resulting from an extremely stressful or life-threatening experience. Trauma is an emotional response to a terrible event like an accident, assault, or natural disaster. Immediately after the event, shock and denial are typical. Longer-term reactions include unpredictable emotions, flashbacks, strained relationships, and even physical symptoms like headaches or nausea.

Andrea Gibson (The Madness Vase), "The **trauma** said, 'Don't write these poems. Nobody wants to hear you cry about the grief inside your bones.'"

Judith Lewis Herman (Trauma and Recovery), "The conflict between the will to deny horrible events and the will to proclaim them aloud is the central dialectic of psychological **trauma**."

Jessica Stern, "'Some people's lives seem to flow in a narrative; mine had many stops and starts. That's what **trauma** does. It interrupts the plot. You can't process it because it doesn't fit with what came before or what comes afterwards.'"

Synonyms:

**Distress:** Distress refers to causing mental pain; to badly upset someone. Distress is a painful reaction to misfortune, affliction, adversity, grief, suffering, anxiety, and all of the misfortunes of living.

Gene Tierney, "In my early days in Hollywood I tried to be economical. I designed my own clothes, much to my mother's **distress**."

Disney Princess, Meg, "I'm a damsel, I'm in **distress**, I can handle this. Have a nice day."

**Shock:** Shock refers to the realization that something has violently jarred, stunned, and overwhelmed the body and emotions.

George W. Bush, "I have written a book. This will come as quite a **shock** to some. They didn't think I could read, much less write."

**James Hillman**, "In the history of the treatment of depression, there was the dunking stool, purging of the bowels of black bile, hoses, attempts to **shock** the patient. All of these represent hatred or aggression towards what depression represents in the patient.

Hedy Lamarr, "I remember all too well the premiere of Ecstasy when I watched my bare bottom bounce across the screen and my mother and father sat there in **shock**."

Troubled: Troubled refers to a disturbance of a person's mind making them uneasy, worried, anxious, or alarmed.

Andrew Gross, "'Eyes Wide Open' took shape from two real life events straight from my own past. One was the sad suicide of my young nephew, a **troubled** kid, who was found at the bottom of a landmark cliff in central California. The second was a chance encounter forty years ago with none other than, ahem, Charles Manson!"

William Shakespeare

My mind is **troubled**, like a fountain stirred,  
And I myself see not the bottom of it.

Jonathan Swift

Stella this day is thirty-four  
(We shan't dispute a year or more)--  
However, Stella, be not **troubled**,  
Although thy size and years are doubled,  
Since first I saw thee at sixteen,  
The brightest virgin on the green,  
So little is thy form declined,  
Made up so largely in thy mind.  
Oh, would it please the gods, to split  
Thy beauty, size, and years, and wit,  
No age could furnish out a pair  
Of nymphs so graceful, wise, and fair,

Perturb is to make a person uneasy, anxious, confused, tense, or agitated.

Teresa of Ávila, "Let nothing **perturb** you, nothing frighten you. All things pass... Patience achieves everything."

Emily Pfeiffer

AND, mother,  
if nor sleep nor death may be Till,  
slaves of Time,  
we drain his poisoned cup,  
Still let no lifeless images set up  
**Perturb** our sinking soul's long agony.



Upset: Upset refers to an unhappy and worried state of mind that leads to one losing one's composure, equilibrium, or self-control. Upset causes emotional anguish, misery, and great unhappiness.

Amanda Seyfried, "You don't have to listen to those mean girls. They're just there to make you **upset** and make you feel bad about yourself. And you know, inside, they feel bad about themselves too. But they don't wanna admit it to anybody."

Albert Ellis, "People don't just get **upset**. They contribute to their upsetness."

His/Her resilient spirit has seen him/her through many shocks, troubles, and upsets over the years. He/She bounces back after blows, disappointments, and misfortunes. He/She never forgets and seldom forgives. Be ever watchful.

He/She has not come to grips with the traumas he/she has experienced. Talking about them doesn't make him/her feel better either.

He/She suffered through many difficulties in his/her early life. The painful memories of some of these experiences linger on still.

The specter of being abandoned once more strikes terror in his/her heart. Painfully sad memories of what happened to them years ago return.

Experience has taught him/her not to open up and tell others about what happened to him/her. He/She is vulnerable to misunderstandings and criticisms. He/She has a tough hard protective shell surrounding him/her. He/She never allow anyone to get close enough to him/her to hurt them like that again.

He/She makes a lot of noise to be heard and recognized. Noisy attention guarantees getting him/her into more trouble than usual with others. People resent the disruptions his/her noise making has upon their social routines. This is better for them than others ignoring them all are together.

Deprivation early on in his/her life has blocked him/her from forming meaningful and satisfying emotional connections with others. He/She not learned know how to make empathic contact with others. He/She has learned to mimic socially required motional displays most wanted by others. These maneuvers lack true mutuality and affection.

Potent emotions always threaten to erupt with unfortunate consequences. He/She keeps them on a tight leash.

**UNDERACHIEVER:** An **underachiever** is a person and especially a student who fails to achieve his or her potential or does not do as well as expected. Academic underachievement appears with intelligent or gifted students, who do not perform as expected either.

Rudy Espinoza, "The tragedy of being an **underachiever** is that I know what I should be, but reality keeps telling me that I'm wrong."

Jules Carlisle, "Bush has cruised through life fueled by booze, drugs, and bravado. He's proud to be an **underachiever** and he rests comfortably on the laurels of his father. He failed at every venture he's ever undertaken. Every mess he's created has been cleaned up for him, arrests for drunk driving, cocaine, AWOL from the National Guard and numerous bad business deals. He is a self-made disaster. Yet, he was handed the keys to the kingdom twice! Fool me once, shame on you."

Ray Bennett, M.D., "The underachiever's manifesto," The guide to accomplishing little and feeling great.

Here are the 10 principles of **underachievement**

- 1) Life's too short
- 2) Control is an illusion
- 3) Expectations lead to misery
- 4) Great expectations lead to great misery
- 5) Achievement creates expectations
- 6) The law of diminishing returns applies everywhere
- 7) Perfect is the enemy of good
- 8) The tallest blade of grass is sure to be cut
- 9) Accomplishment is in the eye of the beholder
- 10) The 4-per-cent value added principle (or... being alive is your greatest achievement)."

Synonyms:

Unassuming/ unassertive: This refers to timidity or lack of self-confidence. These persons are not aggressive or assertive and not given to fighting. They are timid, fearful, modest, and shy. They are submissive and willing to submit to orders or the wishes of others. They are not forceful personalities.

Heather Graham, "Whenever I meet people who seem really sweet and **unassuming**, I kind of wonder about them."

Danny Morrison, "He was affable, humorous, **unassuming**, intelligent. He didn't lead a lavish lifestyle. I doubt if he even owned his own house. He didn't drink too much. He didn't gamble. He didn't drive a flashy car. His wife never wore fur."

Modest: Modest refers to showing a diminished estimation of one's own talents, abilities, and value. In addition a person is disinclined to call attention to them self. These people observe conventional proprieties in speech, behavior, or dress.

William Shakespeare,

"Modest doubt is called the beacon of the wise."

Winston Churchill, "Mr. Attlee is a very **modest** man. Indeed he has a lot to be **modest** about."

E. W. Howe, "A **modest** man is usually admired, if people ever hear of him."

Constrained: Constrained refers to being stiff or unnatural; uneasy or embarrassed; characterized by embarrassment and discomfort. Social restrictions placed upon individuals force them to behave in an awkward, uncomfortable, ungainly, or uneasy manner.

William A. Dembski (*Signs of Intelligence: Understanding Intelligent Design*), "**Constrained** optimization is the art of compromise between conflicting objectives. This is what design is all about. To find fault with biological design, as Stephen Jay Gould regularly does, because it misses some idealized optimum is therefore gratuitous. Not knowing the objectives of the designer, Gould is in no position to say whether the designer has proposed a faulty compromise among those objectives."

He/She is a bright unsuccessful intelligent underachiever.

He/She is chronically resistant to work or exertion. His/Her ability potentials measured by academic standards and IQ tests are greater than what he/she is currently using or perhaps able to utilize for some unknown reason.

He/She puts insufficient effort into developing their abilities to work or create anything useful. He/She takes the easy way out of situations that offer rewarding opportunities.

Every now and then flashes of intellect crop up. His/Her aggression, anger, and resentment disperse them as quickly as the flashes arise.

He/She is too shy to recognize his/her capacity for growth and success.

He/She does not believe he/she has the right stuff to make a go of it.

Fantasy offers them the opportunity to live in a world that allows him/her to succeed. There he/she controls his/her life, performs fantastically impossible feats, and lives the good life in the company of like-minded companions.

**UNSCRUPULOUS:** Unscrupulous refers to a person who has no sense of right and wrong, is dishonest, untruthful, sneaky, and vile. The unscrupulous person is without a sense of right and wrong, without conscience, and disregards, or has contempt for laws of right and wrong of which he or she is well acquainted, and which should, but will not restrain his or her actions.

Dens Dedirot, "Impenetrable in their dissimulation, cruel in their vengeance, tenacious in their purposes, **unscrupulous** as to their methods, animated by profound, and hidden hatred for the tyranny of man, it is as though there exists among them an ever-present conspiracy toward domination, a sort of alliance like that subsisting among the priests of every country."

Rutherford Birchard Hawes, "The unrestricted competition so commonly advocated does not leave us the survival of the fittest. The **unscrupulous** succeed best in accumulating wealth."

Nancy Mitford (*Love in a Cold Climate and Other Novels*), "Sonia's terribly fond of juggling with people's lives. I never shall forget when she made me go to her doctor...I can only say he very nearly killed me. It's not her fault if I'm here today. She's entirely **unscrupulous**. She gets a hold over people much too easily, with her charm and her prestige, and then forces her own values on them."

Synonyms:

**Unethical:** Unethical goes against social expectations of what's right, it is a word that is often used to describe bad behavior or immoral conduct.

Peter Arno, "I consider your conduct **unethical** and lousy."

Tony Brennan, "The more educated you are, the more difficult it's going to be for (**unethical** businesses) to defraud you."

**Dishonest:** The word dishonesty describes a lack of decency, cheating, lying, or being deliberately deceptive or a lack in integrity, knavishness, disloyalty, corruption, or treacherousness.

Johnny Depp, "Me, I'm **dishonest**, and you can always trust a dishonest man to be dishonest. Honestly, it's the honest ones you have to watch out for."

Roger Moore, "I've learnt that through life you just get on with it. You're going to meet a lot of **dishonest** people along the line and you say good luck to them. I hope they live in comfort. Then I start sticking more pins in their effigies."

Donna Leon, "Italians know about human nature, they understand human nature perhaps better than anyone else does. They know that people are weak and greedy and lazy and **dishonest** and they just try to make the best of it; to work around it."

Deceitful: Deceit is intentional concealment or the twisting of truth for misleading other people to do things that benefit the deceitful individual.

Noel Coward (Blithe Spirit), "It is discouraging how many people are shocked by honesty and how few by **deceit**."

Giacomo Casanova, "As to the **deceit** perpetrated upon women, let it pass, for, when love is in the way, men and women as a general rule dupe each other."

Leo Tolstoy (*Anna Karenina*), "Anything is better than lies and **deceit**!"

Lying: To lie is to deliver intentionally a false statement to another person which the speaking person, the liar, knows is not the whole or even part of the whole truth.

Benjamin Disraeli, "There are three types of **lies** -- **lies**, damn **lies**, and statistics."

J. J. Salinger (The Catcher in the Rye), "I'm the most terrific **liar** you ever saw in your life. It's awful. If I'm on my way to the store to buy a magazine, even, and somebody asks me where I'm going, I'm liable to say I'm going to the opera. It's terrible."

Cheryl Hughes, "The truly scary thing about undiscovered **lies** is that they have a greater capacity to diminish us than exposed ones. They erode our strength, our self-esteem, our very foundation."

Corrupt: Corrupt refers to dishonesty, a lack of integrity, being open to dishonest practices, perverting morals, leading others astray, as well as deliberately violating accepted principles of right and wrong.

George Bernard Shaw, "Power does not **corrupt** men; fools, however, if they get into a position of power, **corrupt** power."

John Emerich Edward Dalberg Acton, 1st Baron Acton of Aldenham, 8th Baronet, "Power tends to **corrupt**, and absolute power **corrupts** absolutely. Great men are almost always bad men."

Oscar Levant, "The only difference between the Democrats and the Republicans is that the Democrats allow the poor to be **corrupt**, too."

He/She acts unethically and illegally to get what he/she wants. Bribery, extortion, and the use of insider information by whatever means are specialties of his/hers.

He/She presents himself/herself convincingly as a strong, silent, effective, reliable, and clearheaded person. He/She is assured of being heard through the cultivation of exceptional social skills.

He/She is angry and vindictive. He/She is heartless, devoid of compassion, and pitiless getting what he/she wants.

The words "socially or legally correct," mean nothing to him/her/her. He/She bases his/her operating principles on pure greed and control. He/She thrills others, dazzles them, deliberately distorts, cons, and designs information to deceive, beguile, and misdirect in order to get whatever he/she desires by whatever means that are available.

He/She is not a trustworthy person.

He/She steals without conscious getting kicks and thrills while doing so.

He/ She will do whatever feels good to him/her.

Looking ahead or considering the consequences of his/her behavior does not occur to him/her.

He/She is skilled at setting people up to do what he/she wishes them to do. He/She is talented at planning, organizing, and executing schemes, ploys, and deceptions. He/She conceals his/her true motives from others. He/She is confident of executing his/her plans with a precision that achieves excellent results.

He/She cuts the ground right out from underneath you with His/Her sweet smile and hearty assurance. His/Her deceptions are of outstanding quality and effectiveness. It is a good thing for you not to take his/her word at face value.

He/She will harm anyone in order to achieve his/her ends.

Others always lose every time it comes down to a conflict between his or her best interests and the best interests of others. The others always loose out.



He/She is convinced that others are suckers, dupes, and fools. 'Doing' them is always OK, thoroughly acceptable, and lots of fun.

He/She is cold, callous, pitiless, devoid of compassion, and ruthlessly opportunistic.

Jane Austen (Mansfield Park), "She is a **cold-hearted**, vain woman, who has married entirely from convenience, and though evidently unhappy in her marriage, places her disappointment not to faults of judgment, or temper, or disproportion of age, but to her being, after all, less affluent than many of her acquaintance, especially than her sister, Lady Stornaway, and is the determined supporter of everything mercenary and ambitious, provided it be only mercenary and ambitious enough."

**VISIONARY:** A visionary with foresight and imagination is a person with a clear, distinctive, and specific imagination and vision of the future.

Eric Hoffer, "The leader has to be practical and a realist yet must talk the language of the **visionary** and the idealist."

Malcolm Gladwell, "The **visionary** starts with a clean sheet of paper, and re-imagines the world."

Steven Wright, "I was a peripheral **visionary**. I could see the future, but only way off to the side."

Synonyms:

**Idealist:** Idealists do not focus on what is, but on what could be or what ought to be. They see the world as rich in possibilities.

Carl Sandburg, "I'm an **idealist**. I don't know where I'm going, but I'm on my way."

H. L. Mencken, "An **idealist** is one who, on noticing that roses smell better than a cabbage, concludes that it will also make better soup."

Stanley Kubrick, "You're an **idealist**, and I pity you as I would the village idiot." (A harsh judgment yet one practiced on many; a depreciation all together commonly practiced by narrow-minded, shortsighted realists).

**Dreamer:** Dreamer refers to an individual who lives in a world of fancy and imagination. A dreamer is given to fanciful speculations and enthusiasms and one who does not think by physical boundaries but has 'their heads in the clouds'.

Oscar Wilde, "A **dreamer** is one who can only find his way by moonlight, and his punishment is that he sees the dawn before the rest of the world."

Charlie Chaplin, "A tramp, a gentleman, a poet, a **dreamer**, a lonely fellow, always hopeful of romance and adventure."

Gaston Bachelard, "If I were asked to name the chief benefit of the house, I should say: the house shelters day-dreaming, the house protects the **dreamer**, the house allows one to dream in peace."

**Far-sighted:** Far-sighted refers to planning for the future while focusing on the achievement of specific goals.

Lynn Parramore (The Huffington Post: Tea Party Plans Scrap Integration Policy at NC Schools), "**Farsighted** leaders understood that schools with large concentrations of poor children have trouble keeping good teachers, and that the quality of education diminishes, along with students' dreams of a better future."

He/She is farsighted and imaginative. His/Her ability to look ahead and see the outcome of his/her imaginings promises to translate those visions into productive action.

He/She is not especially interested in what is going on today, but prefers to engage in imagining what could come out of the future.

A creative approach, a bending and reshaping of reality, results in a new and novel formulation of the future.

His/Her interest in finding ways to make improvements to an existing situation can outpace the possibilities to make realistic changes that work.

His/Her aspirations are high.

He/She is a dreamer of magnificent dreams. He/She is happily engrossed in creating visionary goals but not practical ones.

She thinks big and dreams big. The future is everything, all encompassing, and more real than could ever be.

He/She knows how to build glorious castles in the sky.

Scoffers criticize him/her far too often, at times savagely, for his/her dreaming and impracticality.

'Village idiot' is a favorite slight directed at his/her journeys into a future that leave others behind.

Critics scoff at his/her plans.

**WORK ETHIC:** Work ethic is a set of values based on hard work and diligence. Work ethics involve such characteristics as honesty (not lying, cheating, and stealing), productivity, reliability, and accountability. Work ethics involve valuing what one does, having a sense of purpose, and feeling/being a part of a greater vision or plan is vital.

Amy Adams, "I like Cinderella, I really do. She has a good **work ethic**. I appreciate a good, hard-working gal. And she likes shoes. The fairy tale is all about the shoe at the end, and I'm a big shoe girl."

Janeane Garofalo, "I don't have a good **work ethic**. I have a real casual relationship with hours."

Erin Lucy, "Work ethics pertain to a person's attitudes, feelings, and beliefs about work. The state of a person's **work ethic** determines how that person relates to occupational responsibilities such as goal-setting, accountability, task completion, autonomy, reliability, cooperation, communication, honesty, effort, timeliness, determination, leadership, volunteerism and dedication. A strong **work ethic**, one that encompasses a positive and productive approach to work, is favored in the work force."

Synonyms:

**Responsible:** Responsibility is a term that conveys a sense of commitment or obligation to someone or something. It is a form of trustworthiness, the trait of being dependable, reliable, and answerable to someone for something or being responsible for one's conduct.

Albert Einstein, "Gravitation is not **responsible** for people falling in love."

Winston Churchill, "Perhaps it is better to be irresponsible and right, than to be **responsible** and wrong."

Viktor Emil Frankl, "Each man is questioned by life; and he can only answer to life by answering for his own life; to life he can only respond by being **responsible**."

**Dependable:** Is a person worthy of trust or belief, reliable, honest, and true.

Roy L. Smith (*Christian Advocate*, Chicago, Ill., Feb. 26, 1948), "One does not need to be brilliant to be **dependable**."

Black Hawk Down dialog, [after Eversmann debriefs his chalk on Wolcott's crashed helicopter],

"Nelson: How come I gotta stay back here?"

Eversmann: "Because you're **dependable**."

Nelson: [to Twombly after Eversmann, Wadell, Schmid, and Galentine *head for the crash site*] "I hate being **dependable**, man."

Conscientious: Conscientiousness is being thorough, careful, and vigilant. It signifies a desire to do a task well, as well as being efficient, organized, neat, and systematic in meeting obligations.

Herodotus of Halicalicarnassus (on being **conscientious**), "Very few things happen at the right time, and the rest do not happen at all. The historian will correct these defects."

Harold Pinter, "It was difficult being a **conscientious** objector in the 1940's, but I felt I had to stick to my guns."

Marianne Moore

It is a power of  
strong enchantment. It  
is like the dove-  
neck animated by  
sun; it is memory's eye;  
it's **conscientious** inconsistency.

He/She works hard at working hard.

He/She plans his/her work; works his/her plan. He/She focuses upon his/her future goals. He/She does not allow anything to get in his/her way.

He/She is a hands-on manager. He/She will not sit back and let other people do the work.

Difficulty or obstacles will not put him/her off. He/She is always working.

He/She is a true 'workaholic'.

He/She strives to be a hard worker and a team player.

He/Se has a stern outlook on life. He/She pours himself/herself whole-heartedly into the work he/she has chosen.

He/She does not relax easily.

He/She is happiest working in fast-paced environments where everyone focuses on the payouts and bonuses. They have no patience for clock-watchers, slow timing time wasters, or complainers.

His/Her goal is to get done as much as possible in each day.

He/She takes a direct 'take charge', approach to work. He/She gets down to the job at hand right away working with a minimum of fuss, concentrating on what she is doing, and blocking out every nonessential thing that is going on around him/her.

He/She does not waste work time. He/She does not bringing his/her personal needs or problems to the job.

His/Her willingness to work harder and longer than required will make her popular with superiors.

His/Her activities launch with energy, perseverance, and confidence. He/She works hard.

Once he/she has committed himself/herself to a job, he/she does not hold back any efforts to get things done while on the job.

He/She makes heavy demands of himself/herself and his/her subordinates to get the job done on time, under budget, and to specifications.

He/She expends all of his/her energy on getting the work done. He/She does not socialize while on the job.

He/She cannot stand to be around idle workers. He/she practices a rigid work ethic and wants all those around her to do the same.

He/She cuts nonessential items out of the operating budget to keep expenses down, productivity high, and deadlines met on time. He/She will let employees go if that is what it takes to meet the budget. Scrooge is a name frequently applied to such people.

He/She's loyal to the core. He/She passionately supports the company's goals and accepts whole-heartedly the corporation's attitudes and practices.

He/She brown-noses to get ahead.

He/She is not a popular boss. He/She gets results no matter what.

He/She is a hardnosed person driven to succeed.

Opposition and contradiction brings out his/her nasty streak.

He/She turns lividly antagonistic when greeted with bald-faced confrontation.