Objective Personality

Prediction using machine learning

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Why?

Agenda

- Personality psychology

- Pseudoscientific Personality types (Astrology, Temperaments, Jung, Enneagram, Socionics, DISC, MBTI)

- Subjective vs Objective personality

- Objective Personality

- Typing

- Applications

- Goals

Personality psychology

- Personality psychology is a branch of psychology that studies individual differences in patterns of thinking, feeling, and behaving.

Fundamental questions

- Where do similarities in the behaviour of different people come from?

- Where do the differences in one person's behaviour come from?

- Is behaviour intentional or is it reactive?

- How can behaviour be accurately predicted?

- Is behaviour governed by conscious or unconscious forces?

- Where do disorders come from?

- What is a disorder and what is a strong trait?

- At what period of life do the mechanisms of personality functioning develop?

- What is mental maturity?

Personality vs personality types/traits

- Personality > Personality type. There are 8 billion personalities, but only a small (e.g. 16) number of personality types.

- "a personality trait[type] is a characteristic pattern of thinking, feeling, or behaving that tends to be consistent over time and across relevant situations" ~ Soto, C.J.
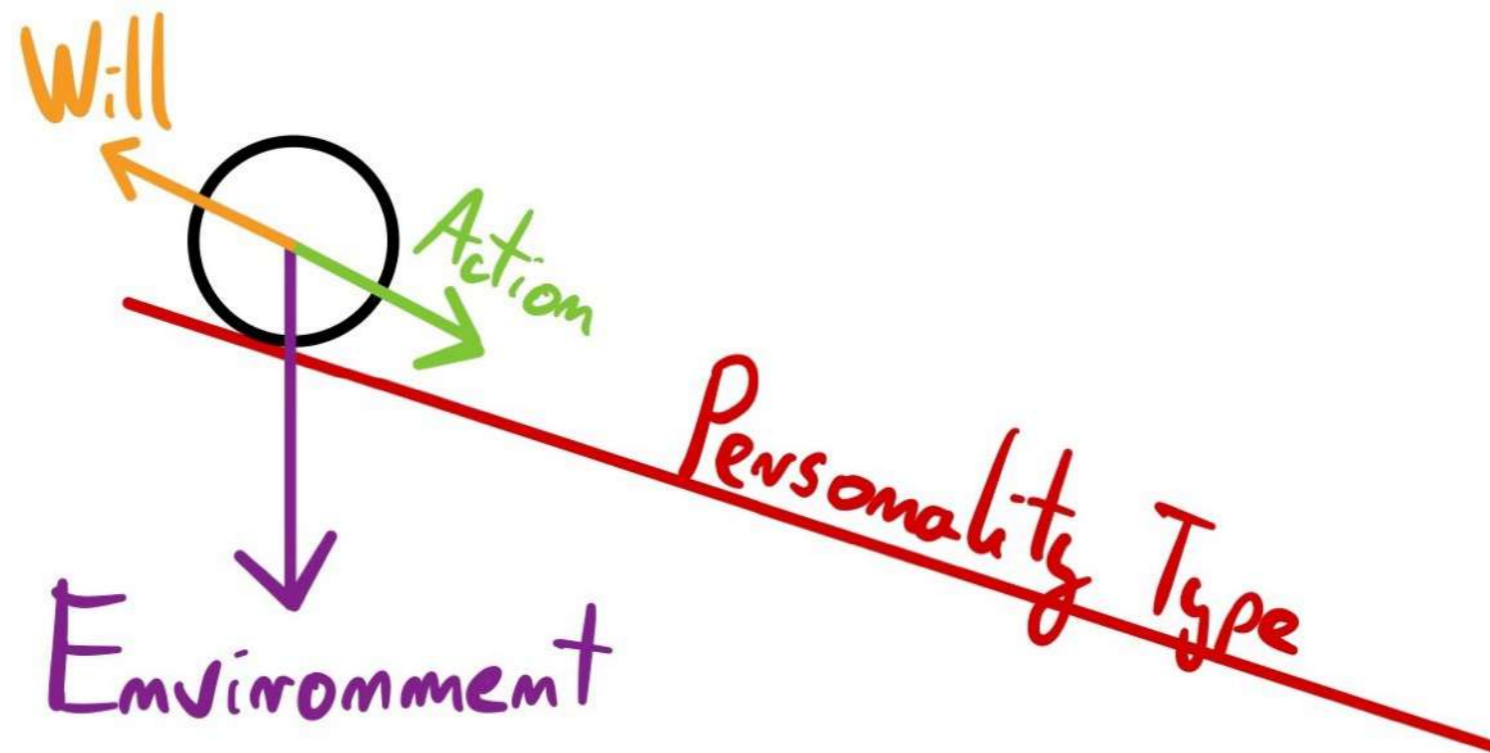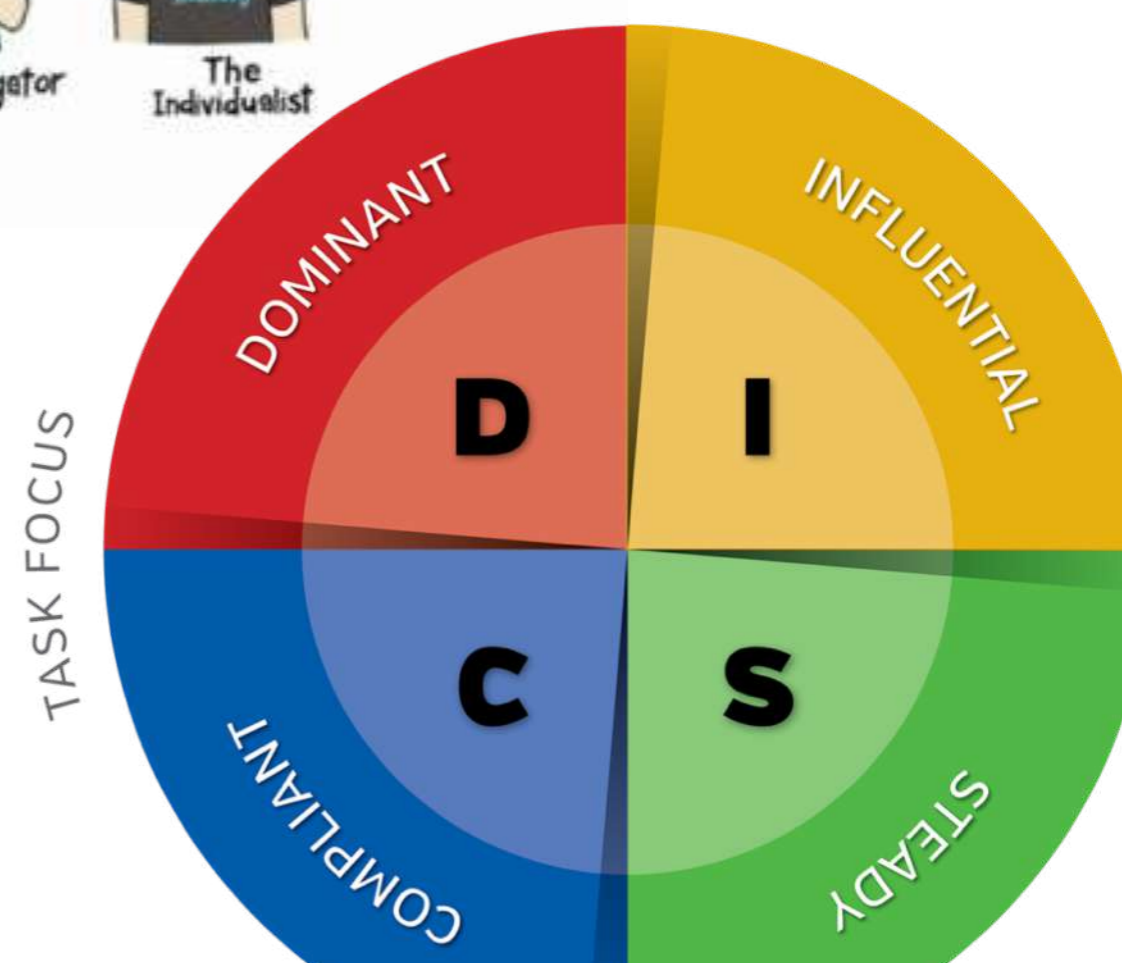
There are countless Personality Theories

- **Hippocratic Temperaments** (circa 400 B.C.): Based on ancient Greek medicine, Hippocrates proposed that personality traits were based on four bodily fluids or "humors": **sanguine** (red), **choleric** (yellow), **melancholic** (black), and **phlegmatic** (green).

- **Analytical Psychology** (Carl Jung) (early 20th century): Carl Jung, a student of Freud, introduced concepts like **introversion/extroversion**, collective unconscious, and **psychological functions**, forming a basis for later personality typologies.

- **Myers-Briggs Type Indicator** (MBTI) (1962): Developed by Katharine Cook Briggs and her daughter Isabel Briggs Myers, this typology is based on Jung's theory, categorizing personalities into **16 types** based on four dichotomies: Introversion/ Extraversion, Sensing/Intuition, Thinking/Feeling, and Judging/Perceiving.

- **Enneagram of Personality** (1970s) Popularized in the 1970s by Oscar Ichazo and Claudio Naranjo, the Enneagram describes **nine personality types**, each with unique paths to psychological development.

More: https://en.wikipedia.org/wiki/Four_temperaments#Modern_views,_implementations_and_restatements

Date (c.)	Author	Choleric temperament	Phlegmatic temperament	Sanguine temperament	Melancholic temperament
2022	Brain-Quadrant Unifying Theory of Personality Types and Societal Roles[31]	Left-Front Quadrant, *Decide/Direct*, People Directors	Left-Rear Quadrant, *Analyze/Inform*, Plan Directors	Right-Front Quadrant, *Create/Initiate*, Plan Explorers	Right-Rear Quadrant, *Relate/Respond*, People Helpers
2015	Octopus Temperament (Sy Montgomery)	Assertive	Curious	Joyful	Gentle
2014	HUCMI	Controlling	Analytical	Experimental	Relational
2006	Berens	Stabilizer (SJ)	Theorists (NT)	Improvisor (SP)	Catalyst (NF)
1999/2001	Linda V. Berens' four Interaction Styles	In Charge	Chart the Course	Get Things Going	Behind the Scenes
1999	StrengthsFinder	Striving (Executing)	Thinking (Strategic Thinking)	Impacting (Influencing)	Relating (Relationships)
1998 (Erikson's behavior types are a 2014 revision)	Hartman Personality Profile	Red (Leaders; Bold & Brash)	Blue (Keen Minds; Analytical & Detail-oriented)	Yellow (Social Butterflies; Creative & Optimistic)	White > Green (Most Selfless; Relaxed, Friendly, & Loyal)
1996	Tony Alessandra Personality Styles	Director	Thinker	Socializer	Relater
1989	Benziger	Logic & Results	Process & Routine	Vision & Creativity	Intuition & Empathy
1978, 1988	Keirsey/Bates four temperaments (old), Keirsey's four temperaments	Epimethean (Dutiful) > Guardian (SF)	Promethean (Technological) > Rational (NT)	Dionysian (Artful) > Artisan (SP)	Apollonian (Soulful) > Idealist (NF)
1973/74	Conflict	Competing	Accommodating	Collaborating	Avoiding
1967	Dreikurs' four mistaken goals	Power or Defiance	Revenge or Retaliation	Undue Attention or Service	Inadequacy or Deficiency
1960s	Reimann	Obsessive	Schizoid	Hysterical	Depressed
	Stuart Atkins LIFO's four Orientations to Life	Controlling-Taking	Conserving-Holding	Adapting-Dealing	Supporting-Giving
	David Merrill, "Social Styles"	Driving	Analytical	Expressive	Amiable
1958	Myers' Jungian types	Judging (J); "Practical & Matter of Fact"	Thinking (T); "Logical & Ingenious"	Perceiving (P); "Enthusiastic & Insightful"	Feeling (F); "Sympathetic & Friendly"
1948, 1957, 1987	California Psychological Inventory CPI 260	Leader/Implementer (Alphas)	Supporter (Betas)	Innovator (Gammas)	Visualizer (Deltas)
1947	Eysenck	High Extraversion, High Neuroticism (Unstable-Extraverted)	Low Extraversion, Low Neuroticism (Stable-Introverted)	High Extraversion, Low Neuroticism (Stable-Extraverted)	Low Extraversion, High Neuroticism (Unstable-Introverted)
1947	Fromm's four orientations	Exploitative (Taking)	Hoarding (Preserving)	Marketing (Exchanging)	Receptive (Accepting)
1935, 1966	Alfred Adler's four Styles of Life, Temperament by LaHaye	Ruling/Dominant (Choleric)	Getting/Leaning (Phlegmatic)	Socially Useful (Sanguine)	Avoiding (melancholic)
1928, 1970s	William Marston and John G. Geier DiSC assessment	Dominance (D); Red	Conscientiousness (C); Yellow	Influence (I); Green	Steadiness (S); Blue
1921	Jung	Intuition	Thinking	Sensation	Feeling
1920s	Pavlov	Angry Dogs (High Excitation, Low Inhibition)	"Accepting" Dogs (feel asleep) (Low Excitation, High Inhibition)	High-spirited Dogs (High Excitation, High Inhibition)	"Weak" Dogs (whiny) (Low Excitation, Low Inhibition)
1920	Kretschmer's four character styles	Depressive	Anesthetic (insensitive)	Hypomanic	Hyperesthetic (oversensitive)
1914	Spranger's four* value attitudes	Economic/Political	Theoretical	Aesthetic	Religious/Social
1905	Adickes' four world views	Traditional	Agnostic (Skeptical)	Innovative	Dogmatic (Doctrinaire)
1894	Sasang	So-Yang (SY; Little Yang); Active (Unstable & Active)	Tae-Eum (TE; Big Yin); Organized (Stable & Passive)	Tae-Yang (TY; Big Yang); Originative (Stable & Active)	So-Eum (SE; Little Yang); Conservative (Unstable & Passive)
1798	Kant's four temperaments	Energetic & Emotional (Choleric)	Weak & Balanced (Phlegmatic)	Energetic & Balanced (Sanguine)	Weak & Emotional (Melancholic)
1550	Paracelsus' four totem spirits	Gnomes (Industrious & Guarded)	Sylphs (Curious & Calm)	salamanders (Impulsive & Changeable)	Nymphs (Inspiring & Passionate)
185 AD	Irenaeus' four temperaments	Historical	Scholarly	Spontaneous	Spiritual
325 BC	Aristotle's four sources of happiness	Propraieteri (Acquiring Assets)	Dialogike (Logical Investigation)	Hedone (Sensual Pleasure)	Ethikos (Moral Value)
325 BC	Aristotle's social order	Pistic (Common sense & Care-taking)	Dianoetic (Reasoning & Logical Investigator)	Iconic (Artistic & Art-making)	Noetic (Intuitive, Sensibility, Morality)
340 BC	Plato's four characters	Sensible	Reasoning	Artistic	Intuitive
307 BC	Hippocrates' four humours	Blood (Hot and Wet)	Phlegm (Cold and Wet)	Yellow Bile (Hot and Dry)	Black Bile (Cold and Dry)
450 BC	Empedocles	Fire (Zeus)	Water (Pluto/Nestis)	Air (Hera)	Earth (Perephone/Aidoneus)
590 BC	Ezekiel's four living creatures	Lion (Bold)	Ox (Sturdy)	Eagle (Far-seeing)	Man (Spiritual)

Adapted and modified from: Montgomery, Stephen (2002). *People Patterns: A Modern Guide to the Four Temperaments* (1st ed.). Archer Publications. p. 20. ISBN 1-885705-03-4.; Keirsey, David (May 1, 1998) [1978]. *Please Understand Me II: Temperament, Character, Intelligence* (1st ed.). Prometheus Nemesis Book Co. ISBN 1-885705-02-6.

INTJ
INTP
ENTJ
ENTP

INFJ
INFP
ENFJ
ENFP

ISTJ
ISFJ
ESTJ
ESFJ

ISTP
ISFP
ESTP
ESFP

The Challenger
The Peacemaker
The Reformer
The Helper
The Enthusiast
The Loyalist
The Investigator
The Individualist
The Achiever

ACTIVE

DOMINANT
INFLUENTIAL

TASK FOCUS

D
I
C
S

COMPLIANT
STEADY

People want easy and quick answers

- **Personality types tests are easy and popular**. You take a test and get a type. If you like it, you believe it's your type. If you don't like it, you can take another test, **until you get the one you like.**

- It's like catching Pokemons "What did you get? Mine is better! Yea!"

But none of them is scientific

Pseudo-Scientific Personality Theories	Scientific Personality Theories
Lack of testable hypothesis	Testable and falsifiable hypothesis
Inconsistent results	Consistent and replicable results
Based on anecdotal evidence or personal experience	Objective data and research evidence
Lack of empirical support	Strong empirical support
Lack of reliability and validity	High reliability and validity
Speculative or unproven theories	Well established theories and concepts
Lack of peer-review and scientific scrutiny	Subject to scientific scrutiny
Not accepted in the scientific community	Accepted in the scientific community

Objective Personality
Scientific approach

- While other systems have **self-assessment tests** or one person typing another. They may be wrong or right. Who knows… There is **no falsifiable statement**.

- Objective Personality (OP) is different, there is no test. **The person's subjective point of view doesn't matter**.

- In OP at least **two operators type a third person independently** without influencing each other.

- To type someone we need them to talk unconsciously about what is inside their head. OP operators are observing:

  - What is **obvious** to you? What are you **obligated** to do? What are you **responsible** for?

  - What do you try to **avoid**? What are you **not obligated** to do? What would you like to **delegate**? What would you like to do once and **never ever again**?

  - Compared to other people, what is the person doing more/less than average?

Objective Typing

OP operator throws you a ball, or gives you weights and observes which hand is more preferred, instinctive, faster, or more developed.
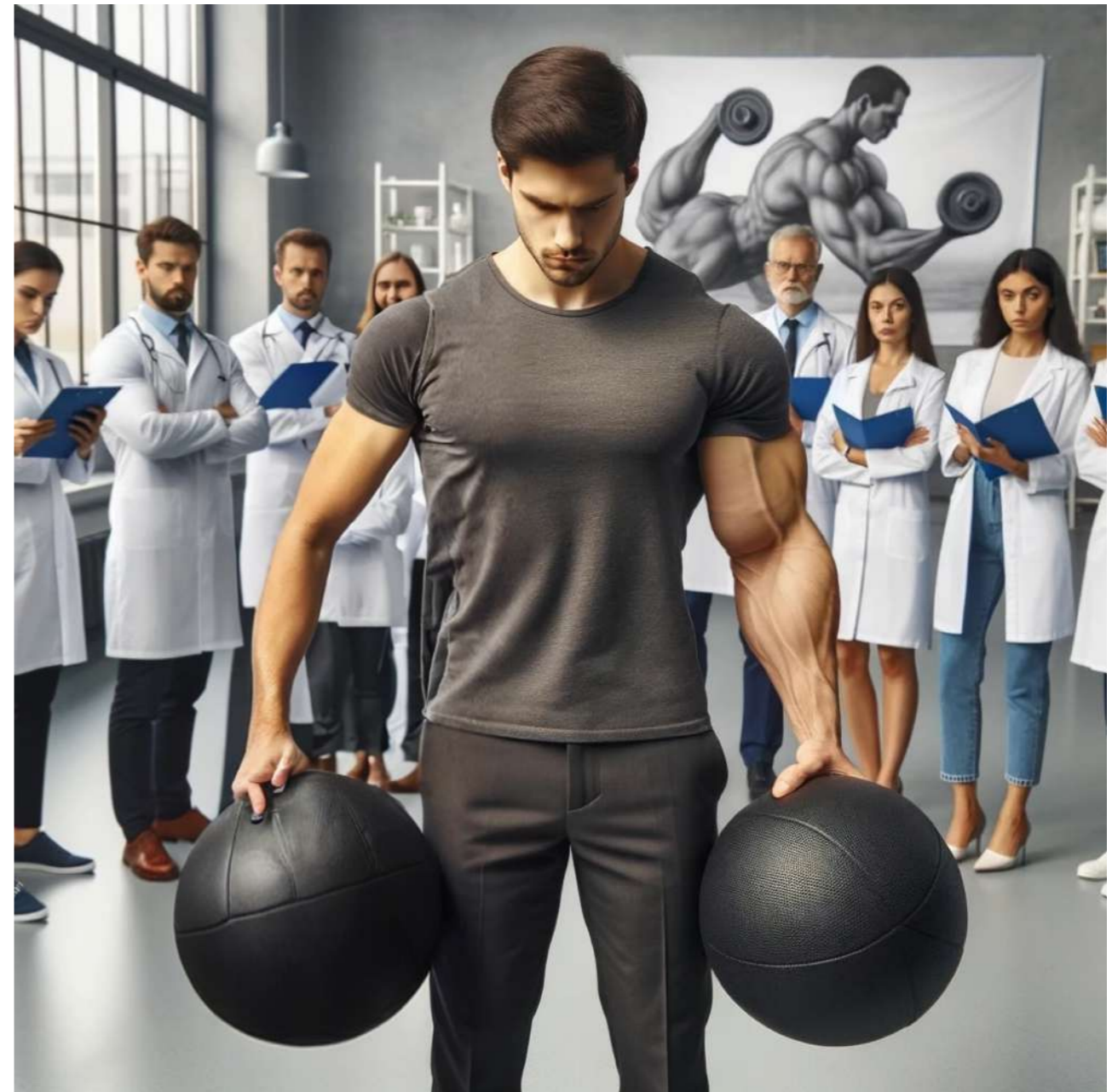
Operator's Elimination tool

Temp	Letters	Animals	Sexual
IxxP	NF	SC	FF
ExxP	NT	CP	FM
IxxJ	SF	BS	MF
ExxJ	ST	PB	MM

Di	Oi	S	T	S	B	De-F	De-M
Oe	De	F	N	C	P	S-F	S-M
OO	DD	Fi	Fe	SCB/P	CPS/B	T	V
		Te	Ti	BPS/C	PBC/S	A	K
Pr	Sc	Ni	Ne			Ct	Dg
Fr	Wk	Se	Si			Service Touch	Words Time

Wire	Sex	Func	Sav	Sav	Anim	Wire	Sex	Func	Sav	Sav	Anim

- IxxP - IxxJ - ExxP - ExxJ -

FF				FM				MF				MM			
Sleep	Cons	Blast	Play	Sleep	Cons	Blast	Play	Sleep	Cons	Blast	Play	Sleep	Cons	Blast	Play
Fi/Ni	Fi/Ne	Ni/Fe	Fe/Ne	Fi/Ni	Fi/Ne	Ni/Fe	Fe/Ne	Fi/Ni	Fi/Ne	Ni/Fe	Fe/Ne	Fi/Ni	Fi/Ne	Ni/Fe	Fe/Ne
Fi/Si	Fi/Se	Ni/Te	Fe/Se	Fi/Si	Fi/Se	Ni/Te	Fe/Se	Fi/Si	Fi/Se	Ni/Te	Fe/Se	Fi/Si	Fi/Se	Ni/Te	Fe/Se
Ni/Fi	Ti/Ne	Si/Fe	Ne/Fe	Ni/Fi	Ti/Ne	Si/Fe	Ne/Fe	Ni/Fi	Ti/Ne	Si/Fe	Ne/Fe	Ni/Fi	Ti/Ne	Si/Fe	Ne/Fe
Ni/Ti	Ti/Se	Si/Te	Ne/Te	Ni/Ti	Ti/Se	Si/Te	Ne/Te	Ni/Ti	Ti/Se	Si/Te	Ne/Te	Ni/Ti	Ti/Se	Si/Te	Ne/Te
Si/Fi	Ne/Fi	Fe/Ni	Se/Fe	Si/Fi	Ne/Fi	Fe/Ni	Se/Fe	Si/Fi	Ne/Fi	Fe/Ni	Se/Fe	Si/Fi	Ne/Fi	Fe/Ni	Se/Fe

Objective Personality
Validity

- Operators guess other operators' guesses -> **testable and falsifiable**. Do we get the same result? Yes or No.

- **Inter-rater Reliability**. Can two independent raters agree on their assessments? Yes, people get very similar results. 90% agreement.

- **Right type = predictability.** When do we know that we typed someone right? When we get the predictability. When we can **predict his answers, struggles, preferences and life discoveries**.

- This ships personality typing from something speculative, opinion-based, and subjective, to something objective that can be systematised and replicated.

Objective Personality

Inter-rater Reliability

- OP uses 11 binary coins, you can be either A or B

- In OP there are 11 binary coins, 2^{11} = 2048 types

- The probability of independently finding the same type is $\dfrac{1}{2048^n}$ where n is the number of operators.

Inter-rater Reliability

Typist	Coins correct	Average coins correct	Typings	Spot	1 coin off	2 coins off	3 coins off	3 coins off or less	Position
Guy Linares	49	9.80	5	4	1	0	0	5	1
Neilda Franklin	49	9.80	5	4	1	0	0	5	1
Daniel Torres	46	9.20	5	2	2	1	0	5	3
Eric Steacy	43	8.60	5	2	2	0	0	4	4
MaggieLee	42	8.40	5	2	0	2	0	4	5
Ryan Whiteman	42	8.40	5	0	3	1	1	5	5
Ben Kramer	41	8.20	5	0	2	2	1	5	7
Habib Khan	41	8.20	5	0	2	2	1	5	7
Dawson Jones	40	8.00	5	0	3	1	0	4	9
Michelle Coe	40	8.00	5	2	2	0	0	4	9
Rochelle Currier	40	8.00	5	1	2	0	0	3	9
Tosho Micevski	40	8.00	5	1	1	0	3	5	9
Chase Peterson	39	7.80	5	1	2	0	1	4	13
Karin S.	39	7.80	5	0	2	1	1	4	13
Luan	39	7.80	5	0	3	0	0	3	13
Xavier Guillaume	39	7.80	5	1	1	1	1	4	13
Al-Qaid Akbar	38	7.60	5	2	1	0	1	4	17
Andrizzle	38	7.60	5	0	2	0	2	4	17
Anicet	38	7.60	5	0	2	2	0	4	17
Erin Brewer	38	7.60	5	0	1	1	3	5	17

Period selection	Class selection	No. of classes	No. of typings
Last ∨ 26 Weeks ∨	All ∨	**26**	**1,034**
📅 30/04/2023 - 28/10/2023		out of 291	out of 8811

Selection : more than 7 classes

O/D	Di/De	Oi/Oe	T/F	S/N	C/B	P/S	I/E	X-S	X-De
61.4%	78.0%	74.4%	66.7%	74.1%	63.8%	76.1%	64.0%	59.2%	77.1%
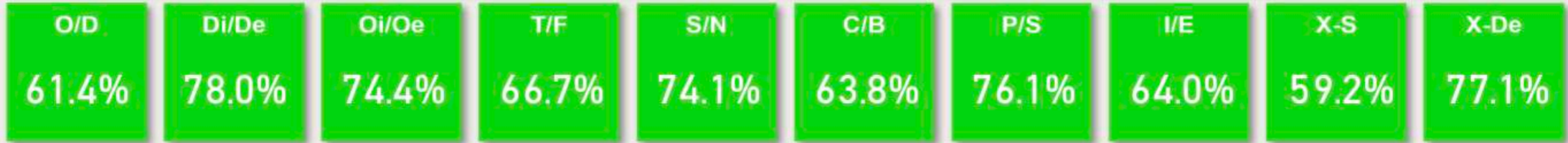
Typing results in selected period

Observer / Decider
● Correct ● Incorrect

399 (38.5...)
635 (61.41%)

Di / De
● Correct ● Incorrect

227 (21.95%)
807 (78.0...)

Oi / Oe
● Correct ● Incorrect

265 (25.63%)
769 (74.37%)

Thinker / Feeler
● Correct ● Incorrect

344 (33.27...)
690 (66.73%)

Sensory / Intuition
● Correct ● Incorrect

268 (25.92%)
766 (74.08%)

Consume / Blast
● Correct ● Incorrect

374 (36.1...)
660 (63.83%)

Play / Sleep
● Correct ● Incorrect

247 (23.89%)
787 (76.11%)

Info / Energy
● Correct ● Incorrect

372 (35.9...)
662 (64.02%)

Sensory
● Correct ● Incorrect

422 (40.8...)
612 (59.19%)

Extroverted decider
● Correct ● Incorrect

237 (22.92%)
797 (77.08%)

Empirical Evidence

Typing people with scientific rigour results in empirical evidence

- People of the same type share:

  - Biggest fears, triggers, life struggles

  - Obvious solutions to problems

  - Life lessons, discoveries, TED-talk main theme

- But also:

  - Facial features

  - Disorders

  - Health problems

  - Sexual preferences

- OP claim to track genetics

Type twins

Type Number 64D
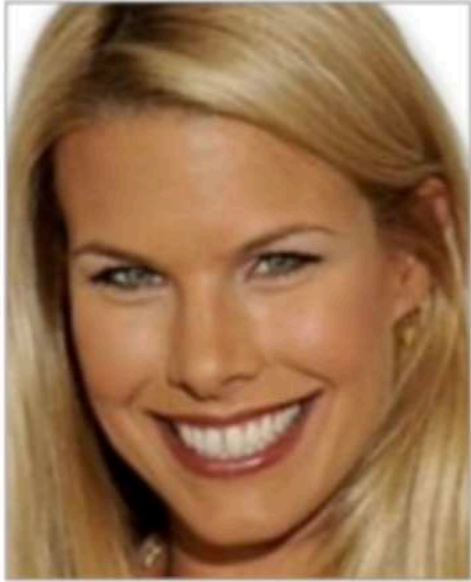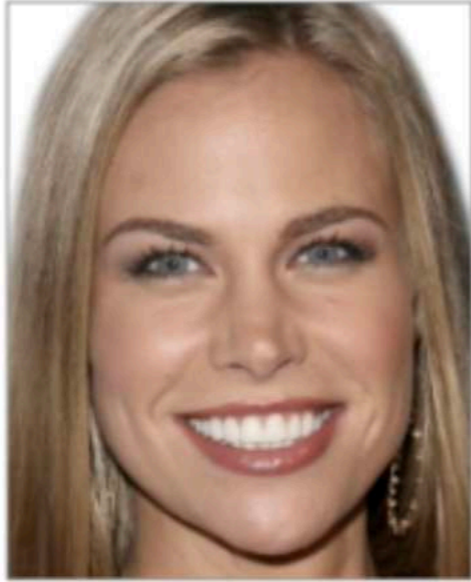
Beth Ostrosky   Brooke Burns   Ali Larter   Andrea Albright

Type Number 25 *Over 50% of the males are LGBT.*

Jere Burns 25B   Greg Proops 25D   Tyler Oakley 25D   Michael Buckley 25D
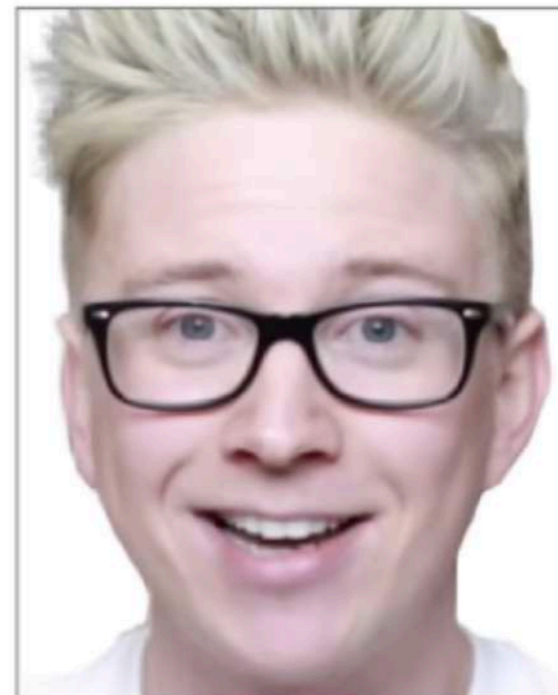
Type twins M MF ENFP CP

Bill Burr

Louis CK

Rick Rubin

Aaron Paul

Stefan Michalak

Chase Ross

John Crestani

Owen Cook

Seth Feroce

Seth Green

Sheamus

William Osman

Type twins M MF INTJ SBPC

Bronson Pinchot

Chris D'Elia

Dave Powers

Lin-Manuel Miranda

Michael Cohen

Todd Phillips

Vincent Cassel

Ari Melber

Type twins INFJ SB

Martha Beck

Rajiv Satyal

John Lennon
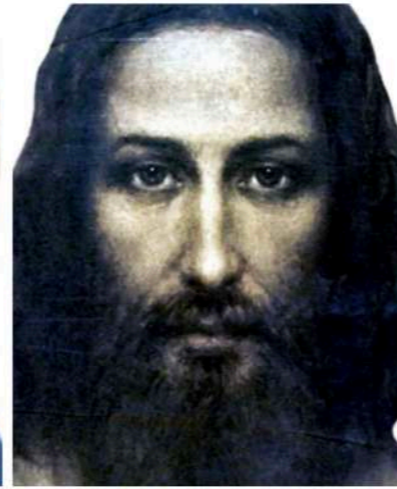
Jesus Christ

Bob Odenkirk

Dr Drew

Casey Neistat

Enzo Ferrari

Geoffrey Hinton

Jaleel White

Novak Djokovic
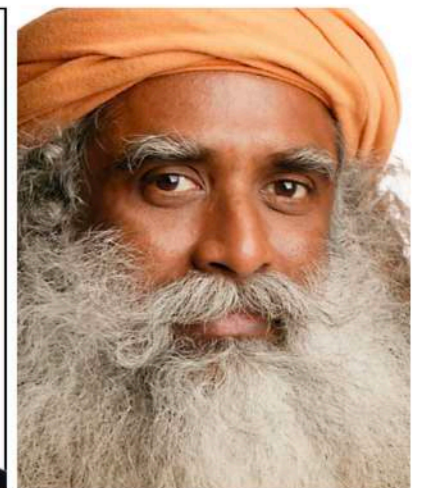
Sadhguru

Victor Frankl

Andrew Tate

Frank James
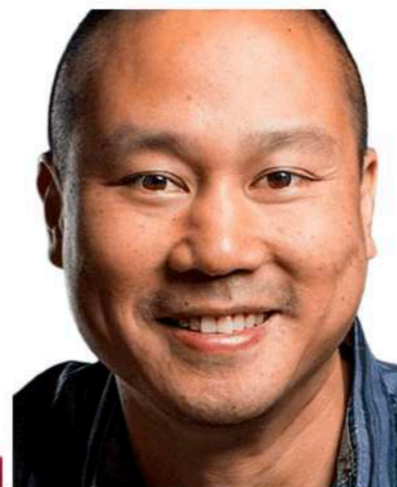
Tony Hsieh

Apollo Robbins

Mike Chang

Type twins M FF ENTP C

Jeff Bezos

Malcolm Gladwell

Robert Greene

Sean Carroll

Terence McKenna

James Spader

Adam Savage
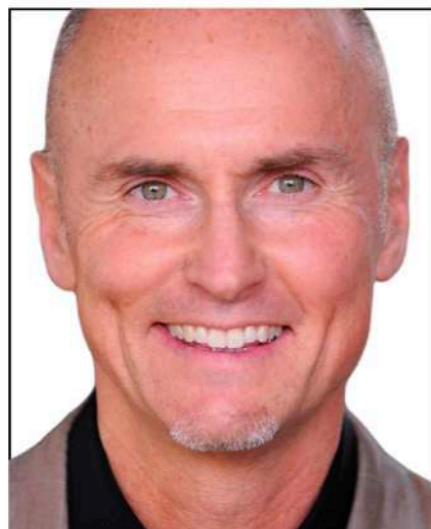
Chip Conley

Jacob Collier

Jordan Peterson

Marc Andreessen
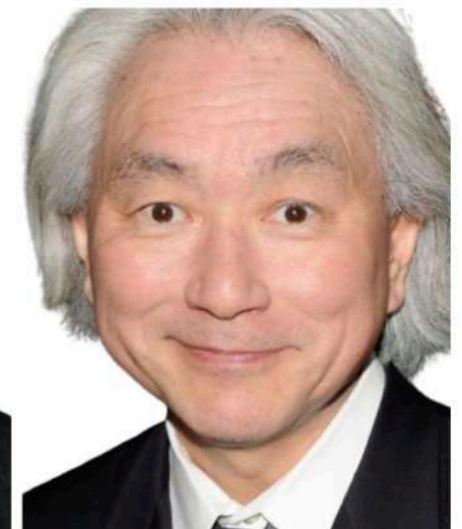
Michio Kaku

Type twins F ESFJ FF

Bronnie Ware

Kristi Hust

Paula Deen

Candace Cameron Bure
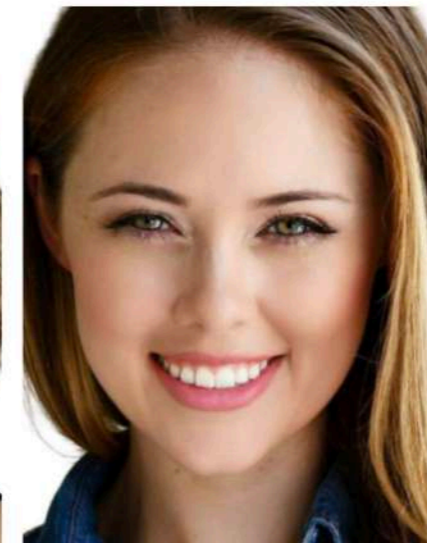
Jess McCabe

Anna Edit

Dana Linn Bailey

Keri Russell

Malin Akerman

Rachel Weisz

Katie Couric

Nichole Kellerman

Type twins FF ESFP C

Jordan Byers

Muchelleb

Sofia Carson

Dolly Parton

Emily Calandrelli

Rana Kaliouby
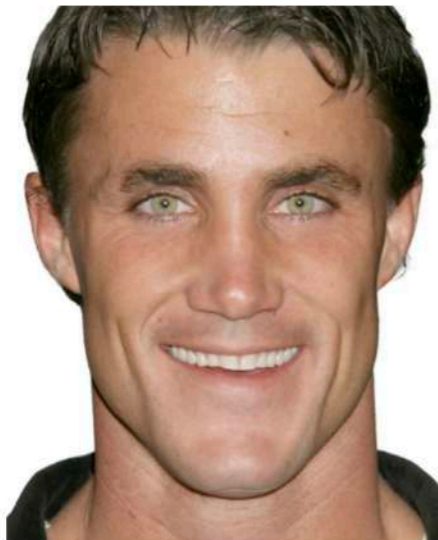
Greg Plitt

James Charles

Jay Park

Manny Mua

Type twins MM ESTP C

Annie Elainey

Couponing Girl
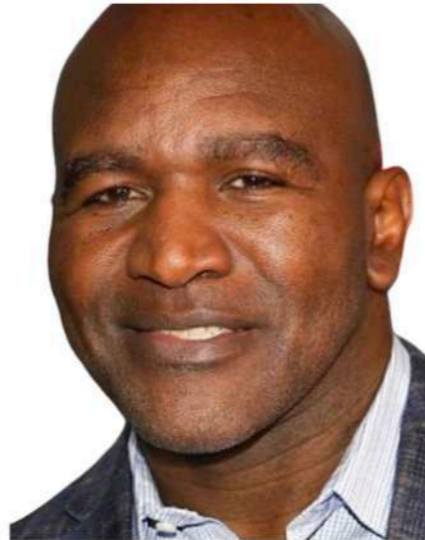
Evander Holyfield

Lloyd Austin

Michael Jordan
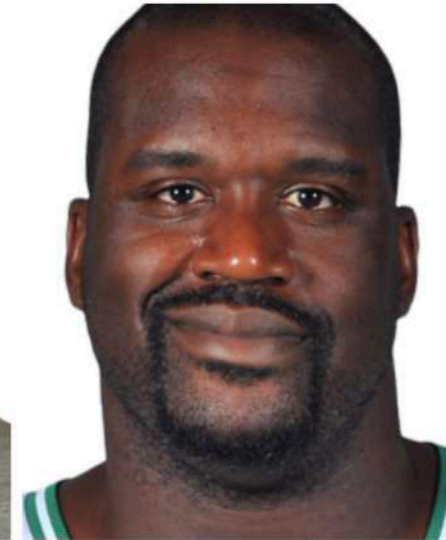
Shaq O'Neal

Anna Campbell

Click for Taz

Leah Remini

Michelle Rodriguez

Victoria Donelda
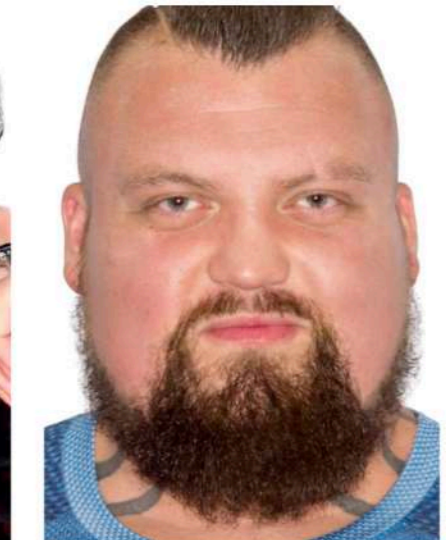
Eddie Hall

Type twins FF INTP S

Ayaan Hirsi Ali   Bill Nye   Donald Hoffman   Elon Musk   Fred Rogers   Gretchen Rubin
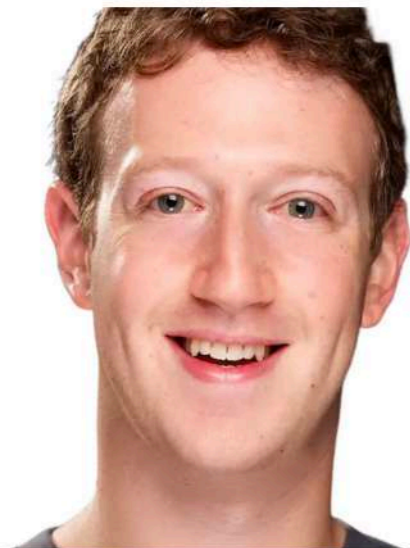
Mark Zuckerberg   Bill Gates   Eckhart Tolle   Jim Parsons   Kevin Bacon   Stanislaw Baranski
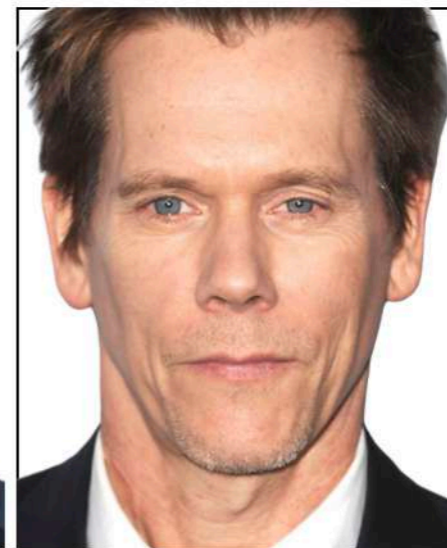
Binary coins
Where are your imbalances

Left	Coin	Right
Stuck on info & pathways, not stuck on others point of view	O / D	Stuck on people, judgment, fairness, not stuck on missing info
Me-story, what I want, I'm allowed, leaves the tribe behind	Di / De	We-story, drags in others, void in what they want, not allowed
Has a way, same story, concludes, narrows, shoves away new	Oi / Oe	Channel change, we'll see, wants control - but doesn't
Summarizing, categories, abstract, void in supporting facts	N / S	Proving, gives facts, grounded, not jumping or summarizing
Values, likes, hates, weak reasons, won't make it work	F / T	Works, get it done, logic, reasons, unowned emotions
Same story about self, processed, resolved, won't jump in	Sleep / Play	Random story about others, unresolved, won't hit the brakes
Random story about self, takes you along, trails off, not ready	Consume / Blast	Same story about others, lessons, jumps in, overextended
Balance in learning and sharing info, works/rests in swings	Info / Energy	Balance in work and rest, learns/talks in swings
Always "kicked" by the tribe to talk and move, outbursts later	I / E	Always tiring out self and tribe, then crashes later

Di/Oi **Sleep**				Di/Oe **Consume**				De/Oi **Blast**				De/Oe **Play**			
SC/B(P)	SC/P(B)	*SB/C(P)*	SB/P(C)	*CS/B(P)*	CS/P(B)	CP/S(B)	*CP/B(S)*	*BS/C(P)*	BS/P(C)	BP/S(C)	*BP/C(S)*	PC/S(B)	*PC/B(S)*	PB/S(C)	*PB/C(S)*
Fi/Ni	Fi/Ni	Fi/Ni	Fi/Ni	Fi/Ne	Fi/Ne	Fi/Ne	Fi/Ne	Ni/Fe	Ni/Fe	Ni/Fe	Ni/Fe	Fe/Ne	Fe/Ne	Fe/Ne	Fe/Ne
Fi/Si	Fi/Si	Fi/Si	Fi/Si	Fi/Se	Fi/Se	Fi/Se	Fi/Se	Ni/Te	Ni/Te	Ni/Te	Ni/Te	Fe/Se	Fe/Se	Fe/Se	Fe/Se
Ni/Fi	Ni/Fi	Ni/Fi	Ni/Fi	Ti/Ne	Ti/Ne	Ti/Ne	Ti/Ne	Si/Fe	Si/Fe	Si/Fe	Si/Fe	Ne/Fe	Ne/Fe	Ne/Fe	Ne/Fe
Ni/Ti	Ni/Ti	Ni/Ti	Ni/Ti	Ti/Se	Ti/Se	Ti/Se	Ti/Se	Si/Te	Si/Te	Si/Te	Si/Te	Ne/Te	Ne/Te	Ne/Te	Ne/Te
Si/Fi	Si/Fi	Si/Fi	Si/Fi	Ne/Fi	Ne/Fi	Ne/Fi	Ne/Fi	Fe/Ni	Fe/Ni	Fe/Ni	Fe/Ni	Se/Fe	Se/Fe	Se/Fe	Se/Fe
Si/Ti	Si/Ti	Si/Ti	Si/Ti	Ne/Ti	Ne/Ti	Ne/Ti	Ne/Ti	Fe/Si	Fe/Si	Fe/Si	Fe/Si	Se/Te	Se/Te	Se/Te	Se/Te
Ti/Ni	Ti/Ni	Ti/Ni	Ti/Ni	Se/Fi	Se/Fi	Se/Fi	Se/Fi	Te/Ni	Te/Ni	Te/Ni	Te/Ni	Te/Ne	Te/Ne	Te/Ne	Te/Ne
Ti/Si	Ti/Si	Ti/Si	Ti/Si	Se/Ti	Se/Ti	Se/Ti	Se/Ti	Te/Si	Te/Si	Te/Si	Te/Si	Te/Se	Te/Se	Te/Se	Te/Se

IxxP   IxxJ   ExxP   ExxJ

Italics = Info Dom

Observers | Deciders

Processing people, judgment, respect, fairness, deciding, doing. People are either good or bad. Not stuck with things, accepts bad in control and chaos.

"Why are people so messed up?!"

"Who am I? Who do I want to become?"

"I did this and I did everything right and they were wrong!"

"I wanted to help her, but she called me a monster"

"I don't understand why he did that..."

"Ye, politics, it's a mess but w/e, did you see her? She looked at me like I was an idiot.

"She is weird... I don't get why she did that to me..."

"I know what they should do, if only they would listen to me..."

"They judged me"   "It's unfair! They shouldn't do that!"

"I was so hurt"   "I was a good guy and he is the bad guy"

"She was so mean to me..."

Tell us a story about what frustrated you this week

Observers | Deciders

Processing things, missing information, categories, events, timelines, pathways.
Not suck with people, accepts bad in self and others

Processing people, jud...
deciding, doing. Peopl...
Not stuck with things, a...
ch...

Observers fear someone is playing a magic trick on them

One fake news means all the news are fake. One bad school means educational system is screwed up. We can not see the earth being rounded therefore the earth is flat. Government hides some information, therefore they are hiding all the information. They are controlling us, we are living in a Truman Show.

"I don't have any friends, I'm quiet lonely, I guess I'm a jerk. w/e I like myself... Anyway, have you seen the last update?"

Ye people, whatever... but did you see the news?!

"It is weird! I don't understand why it work that way"

"The food order was wrong"   "I got lost on the parking lot"

I just wanted to login to PayPal but the Captcha...
Which one is the bus? It's a white van! I'm not a robot!

"I updated my phone and now all my settings are gone!!!"

"I just wanted to do X but the paperwork..."

"Why are people so messed up?...

"Who am I? Who do I want to be...

"I did this and I did everything rig...

"I wanted to help her, but she call...

"I don't understand why he did tha...

"Ye, politics, it's a mess but w/e, di...
She looked at me like I was...

"She is weird... I don't get why she...

"I know what they should do, if only...

"They judged me"   "It's unfair! T...

"I was so hurt"   "I was a good guy...

"She was so mean to me..."

Tell us a story about what
frustrated you this week

What does it mean to be stuck with people?

Observers have easier puzzles to solve when it comes to people's problems and balancing rational thinking vs feelings

Observers
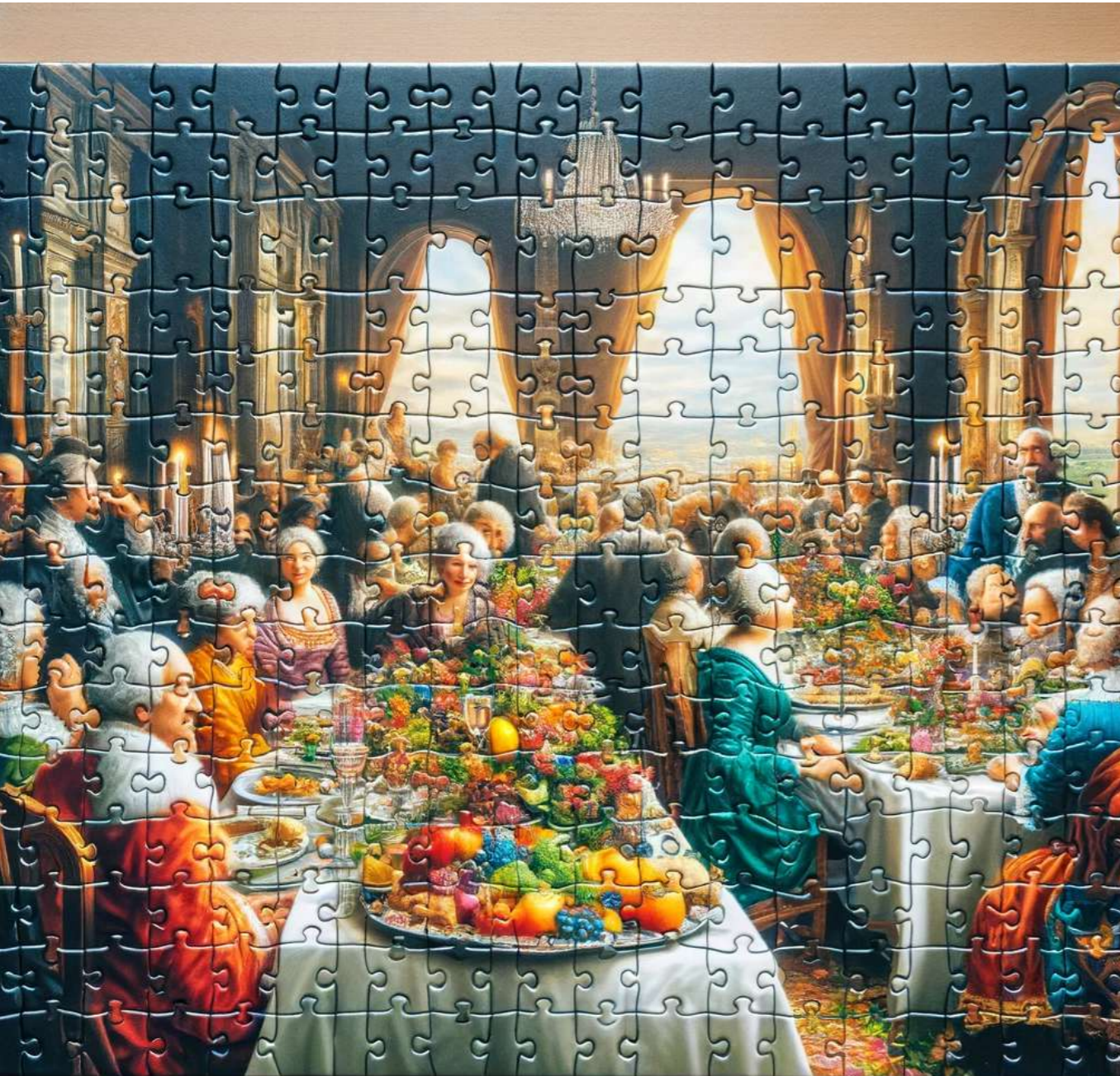
Deciders
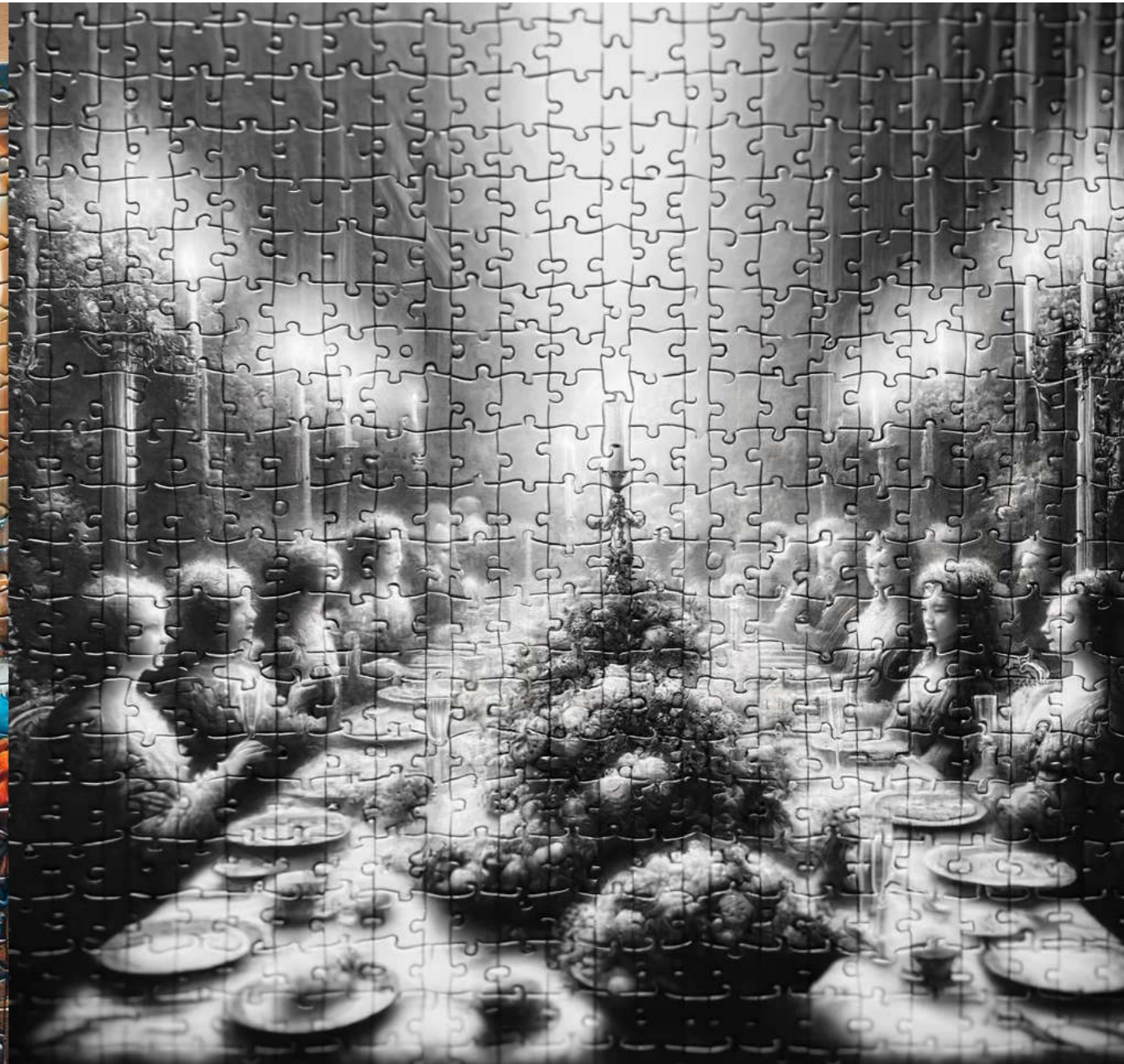
What does it mean to be stuck with things?

Deciders have easier puzzles to solve when it comes to
things, control, missing information and connecting present vs future

Observers

Deciders
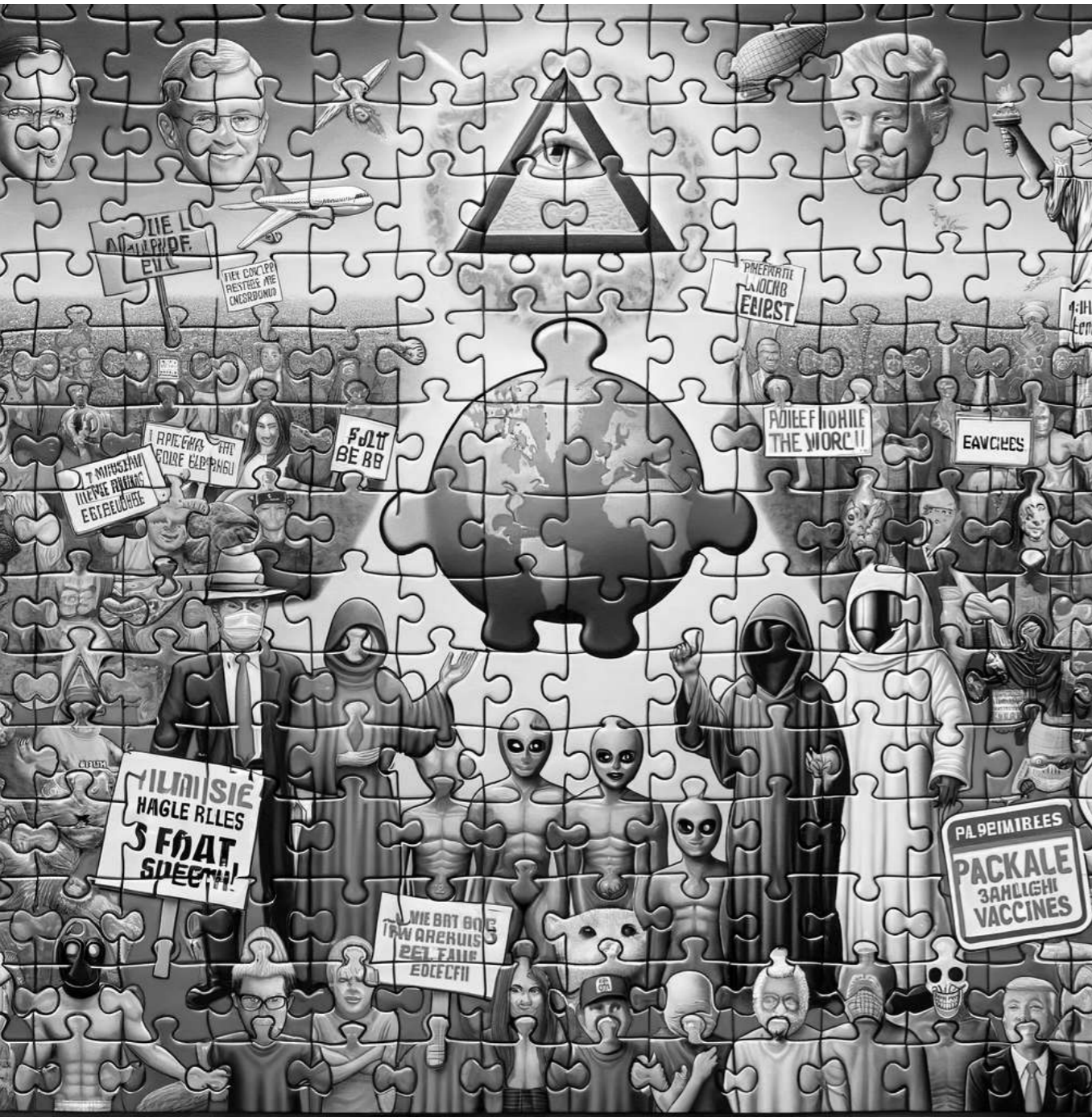
De

Di

Me story, what I want, I'm allowed, leaves the tribe behind

"Let me think about it (ask myself)"

"I think that this is X and therefore Y"

"I became a basketball player, I always loved basketball."

"I wake up and feel X, eat something, and then go to work, and then work for Y hours, then I do something else, and then when I feel Z then I go to sleep."

How does your typical day looks like?

De

Di

We-story, drags in others, void in what they want, not allowed

Me story, what I wa

"Let me ask them"

"Let me think about it

"... Can I say it that way?"

"I think that this is X ar

"My parents and my friends always told me that I have to find a good job. I always wanted to be an basketball player, nobody believed in me but I showed them that I can."

"I became a basketba

"We wake up with my husband, prepare breakfast for my family, and then we go to work, my husband does X and my kids do Y, they like doing it because..., then I go to work and talk with John and have a meeting with Dave we are working together he is..."

"I wake up and feel X, e and then work for Y ho then when I f

How does your typical day
looks like?

What does it mean to be Di?

- Does it make sense to me? Do I value it?

- Do I like it? Does it work for me?

- Who do I want to become?

- My preferences, my ideas, my goals.

What does it mean to be De?
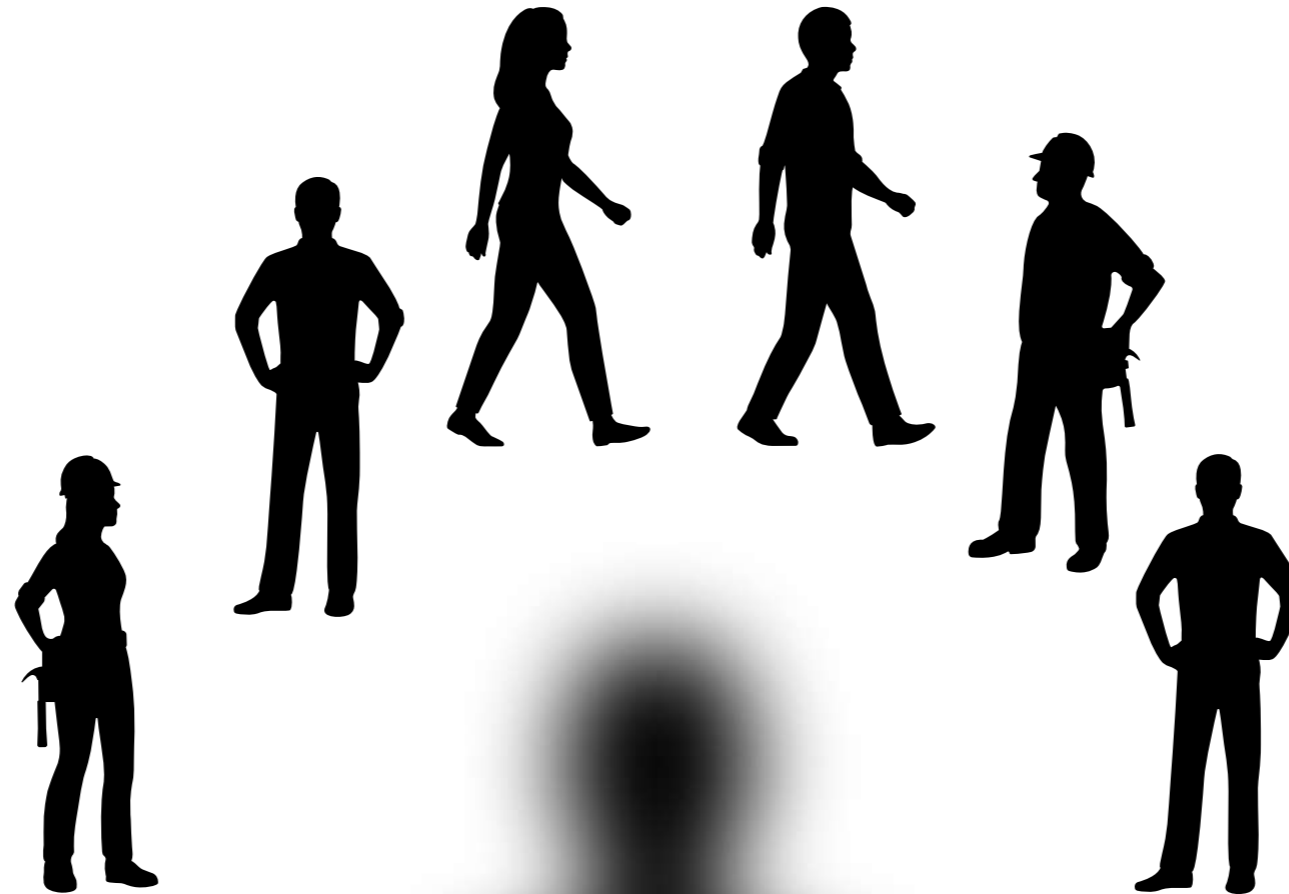
- How do others feel, value, and like? What are their preferences?

- Does it work for others? Do they feel ok?

- What are their ideas? How do I help others?

De

Oi
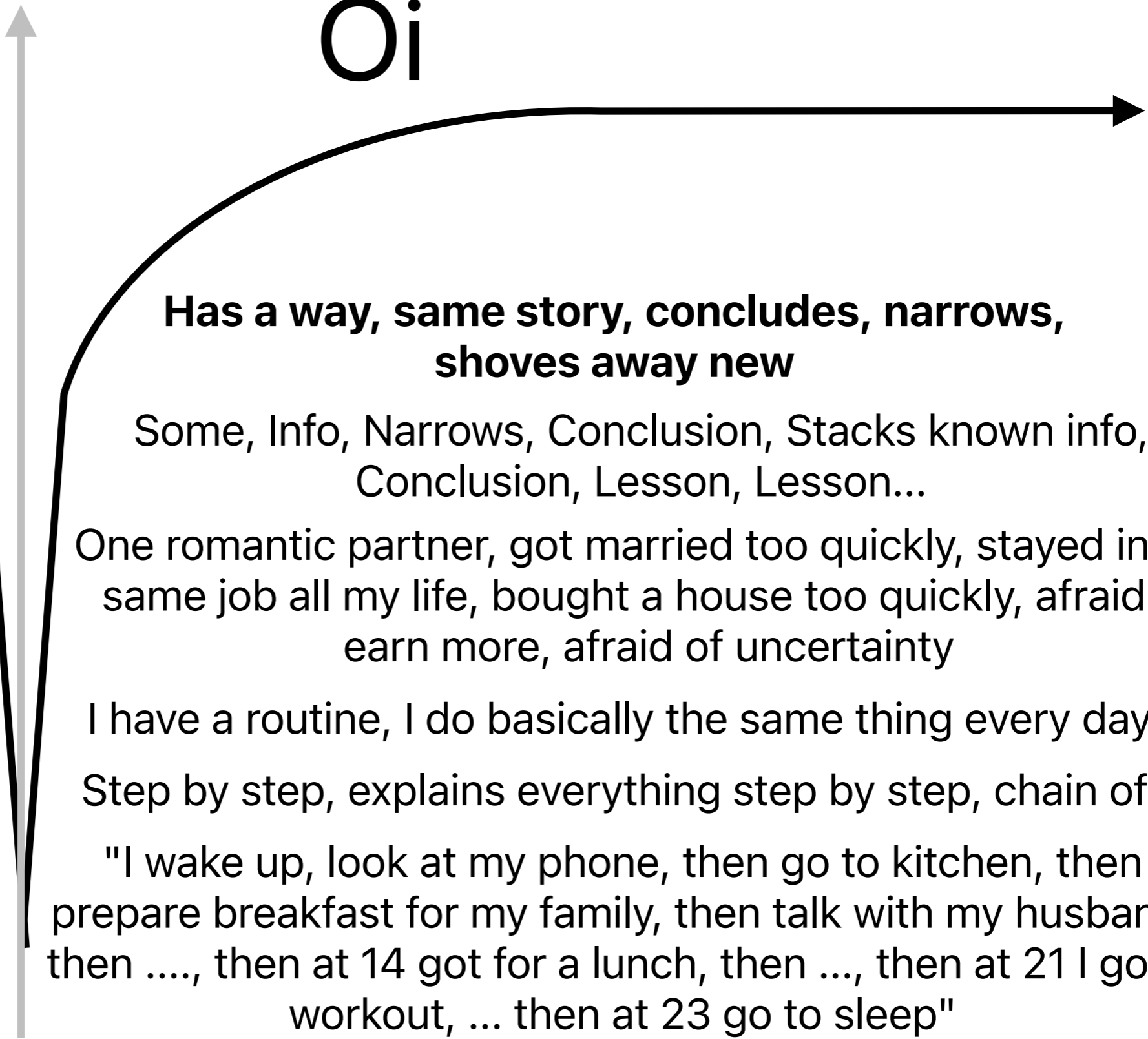
Has a way, same story, concludes, narrows, shoves away new

Some, Info, Narrows, Conclusion, Stacks known info, Conclusion, Lesson, Lesson...

One romantic partner, got married too quickly, stayed in the same job all my life, bought a house too quickly, afraid to earn more, afraid of uncertainty

I have a routine, I do basically the same thing every day

Step by step, explains everything step by step, chain of information

"I wake up, look at my phone, then go to kitchen, then prepare breakfast for my family, then talk with my husband, then ...., then at 14 got for a lunch, then ..., then at 21 I go to workout, ... then at 23 go to sleep"

How does your typical day looks like?

Oe

Oi

Channel change, we'll see, wants control - but doesn't

**Has a way, same st...
shove...**

Hard time narrowing down, easily bored, no conclusions, pointless informations, gathers too long

Some, info, narrows dow...
conclusio...

Obligated to gather the spectrum of info, ideas and experiences, before allowed to organise and stabilise

One romantic partner, m...
same job, bought house...
more, sca...

Channel change, Tangents on tangents, openness, opportunities

I have a routine, I do eve...

"I don't know enough. I have to read about it more."

Step by step, explains ev...

"Random info, random info, bla bla bla, anyway, other random info, bla bla... see you!"

"I wake up, look at my p...
prepare breakfast for my f...
then ...., then at 14 got for...
workout, ... th...

"I wake up, then go to kitchen, BTW did you know what fridges are.... "

How does your typical day looks like?

Binary coins
Where are your imbalances

Stuck on info & pathways, not stuck on others point of view	O	D	Stuck on people, judgment, fairness, not stuck on missing info
Me-story, what I want, I'm allowed, leaves the tribe behind	Di	De	We-story, drags in others, void in what they want, not allowed
Has a way, same story, concludes, narrows, shoves away new	Oi	Oe	Channel change, we'll see, wants control - but doesn't
Summarizing, categories, abstract, void in supporting facts	N	S	Proving, gives facts, grounded, not jumping or summarizing
Values, likes, hates, weak reasons, won't make it work	F	T	Works, get it done, logic, reasons, unowned emotions
Same story about self, processed, resolved, won't jump in	Sleep	Play	Random story about others, unresolved, won't hit the brakes
Random story about self, takes you along, trails off, not ready	Consume	Blast	Same story about others, lessons, jumps in, overextended
Balance in learning and sharing info, works/rests in swings	Info	Energy	Balance in work and rest, learns/talks in swings
Always "kicked" by the tribe to talk and move, outbursts later	I	E	Always tiring out self and tribe, then crashes later

Di/Oi **Sleep**				Di/Oe **Consume**				De/Oi **Blast**				De/Oe **Play**			
SC/B(P)	SC/P(B)	*SB/C(P)*	SB/P(C)	*CS/B(P)*	CS/P(B)	CP/S(B)	*CP/B(S)*	BS/C(P)	BS/P(C)	BP/S(C)	*BP/C(S)*	PC/S(B)	*PC/B(S)*	PB/S(C)	*PB/C(S)*
Fi/Ni	Fi/Ni	Fi/Ni	Fi/Ni	Fi/Ne	Fi/Ne	Fi/Ne	Fi/Ne	Ni/Fe	Ni/Fe	Ni/Fe	Ni/Fe	Fe/Ne	Fe/Ne	Fe/Ne	Fe/Ne
Fi/Si	Fi/Si	Fi/Si	Fi/Si	Fi/Se	Fi/Se	Fi/Se	Fi/Se	Ni/Te	Ni/Te	Ni/Te	Ni/Te	Fe/Se	Fe/Se	Fe/Se	Fe/Se
Ni/Fi	Ni/Fi	Ni/Fi	Ni/Fi	Ti/Ne	Ti/Ne	Ti/Ne	Ti/Ne	Si/Fe	Si/Fe	Si/Fe	Si/Fe	Ne/Fe	Ne/Fe	Ne/Fe	Ne/Fe
Ni/Ti	Ni/Ti	Ni/Ti	Ni/Ti	Ti/Se	Ti/Se	Ti/Se	Ti/Se	Si/Te	Si/Te	Si/Te	Si/Te	Ne/Te	Ne/Te	Ne/Te	Ne/Te
Si/Fi	Si/Fi	Si/Fi	Si/Fi	Ne/Fi	Ne/Fi	Ne/Fi	Ne/Fi	Fe/Ni	Fe/Ni	Fe/Ni	Fe/Ni	Se/Fe	Se/Fe	Se/Fe	Se/Fe
Si/Ti	Si/Ti	Si/Ti	Si/Ti	Ne/Ti	Ne/Ti	Ne/Ti	Ne/Ti	Fe/Si	Fe/Si	Fe/Si	Fe/Si	Se/Te	Se/Te	Se/Te	Se/Te
Ti/Ni	Ti/Ni	Ti/Ni	Ti/Ni	Se/Fi	Se/Fi	Se/Fi	Se/Fi	Te/Ni	Te/Ni	Te/Ni	Te/Ni	Te/Ne	Te/Ne	Te/Ne	Te/Ne
Ti/Si	Ti/Si	Ti/Si	Ti/Si	Se/Ti	Se/Ti	Se/Ti	Se/Ti	Te/Si	Te/Si	Te/Si	Te/Si	Te/Se	Te/Se	Te/Se	Te/Se

IxxP   IxxJ   ExxP   ExxJ
Italics = Info Dom

Social hierarchy

4	3	2	1
Friends	**Specialize**	**Responsibility**	**Flexing**
Specialize	**Flexing**	**Friends**	**Responsibility**
Responsibility	Friends	Flexing	Specialize
Flexing	Responsibility	Specialize	Friends

Friends: Learn from others, move for others, care for others

Specialize: Focus in on the task, productive in this one area

Responsibility: Ownership, make it happen, no excuses, results

Flexing: Ego, be the best, at the top, identity goals, legendary

How to get typed?

1. Pay trained operators to type you (50-150$)

Video Typing

Record a minimum 90min of the unedited video. Tell us stories! The worst thing you can do is answer these questions in a reserved, straight forward state. Some questions you won't be able to talk much on and that's fine. But some questions will get you processing outloud, and that's what we are looking for.

- 1) What is your average day/week like? (Wake-up time, school, work, friends, family drama, interests, etc.)

- 2) Tell us a story about what frustrated you this week.

- 3) Tell us about the 3 closest people in your life.

- 4) What is wrong with the government and politics these days?

- 5) Tell us a story about the best and/or worst times in your life.

- 6) What is the biggest challenge in your life right now? (The point here is to get you talking about what you really care about.)
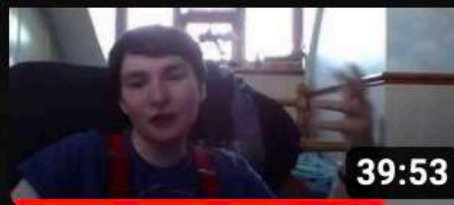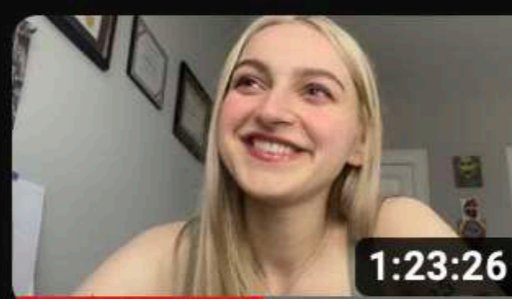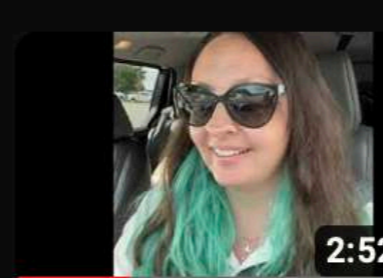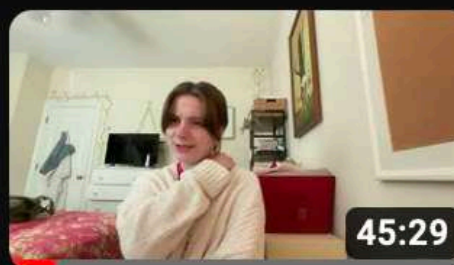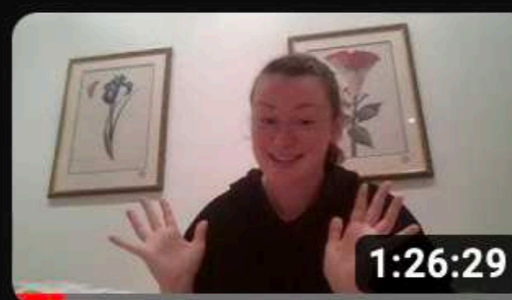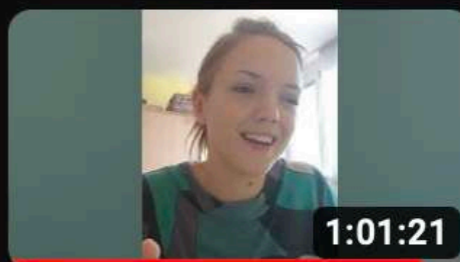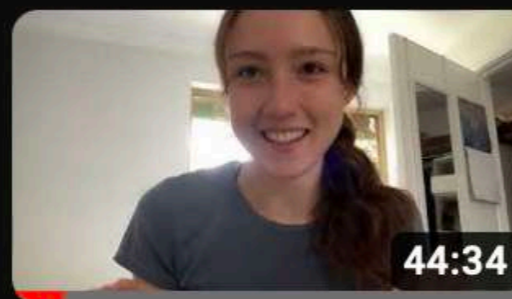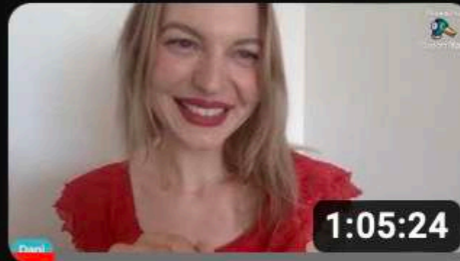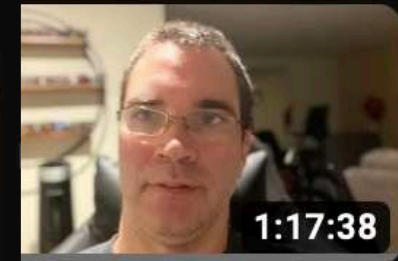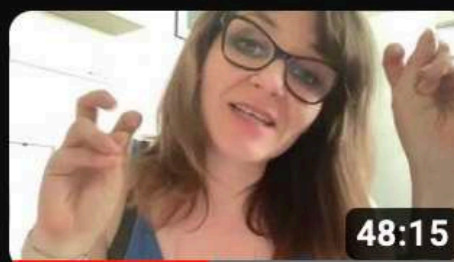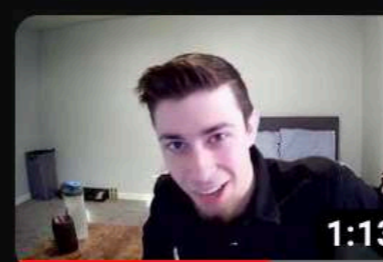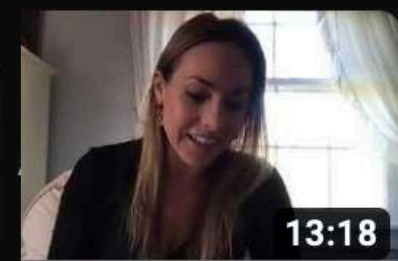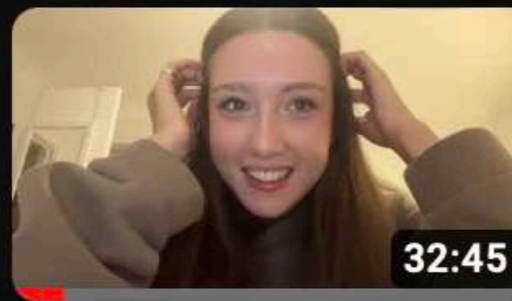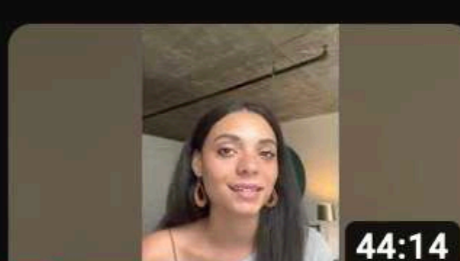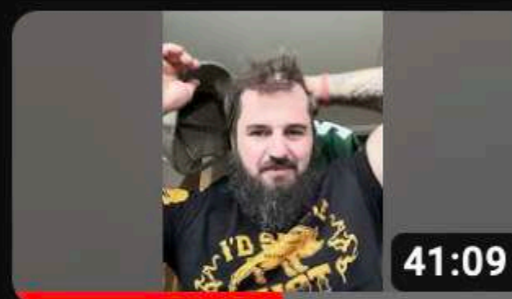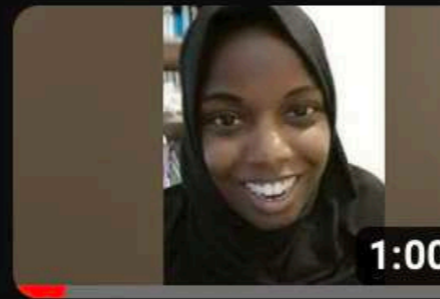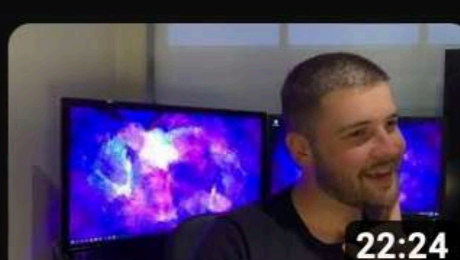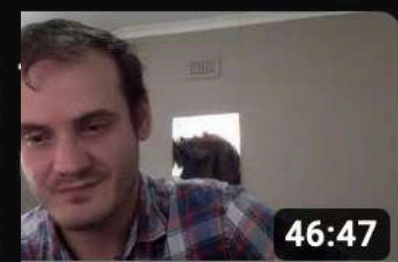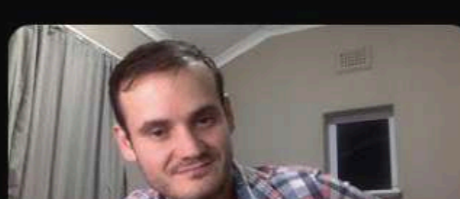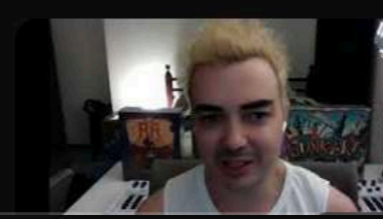
How to get typed?

1. Pay trained operators to type you (50-150$)

2. Type yourself

The Joke

90% people type themselves upside-down

Our brain is not designed to see its true self

Our brain is not designed to see its true self

- Seeing ourselves objectively is traumatic. Mostly **we see ourselves as we want to see ourselves**. Getting your type is **getting face to face with a delusion monster that was wrecking your life**.

- **The inner voice that was guiding your whole life is fake**. The voice that told you that the government is against you, that someone is cheating on you, that everyone is hiding something from you, that everyone wants to control you, that people are weird, that they looked at you in a weird way, or they judged you, or you are special, and they don't understand. It's fake.

- Not only we can not see objective reality, but we will argue with people who see it differently.

- Most people when they get their typing results **freak out about 1-2 coins**. It may take **1-6 months to finally see** and process it.

- They complain that "**the video I sent you was not real me**. YOU need to watch more videos of me. YOU need to get on a call with me so **YOU can see me clearly**"

Our brain is not designed to see its true self

Reticular Activation System (RAS) is responsible for perceiving what you are valuing at the moment

- The **scientific method is extremely hard**, but it's the only way to see the objective reality. People who have **objective scientific method types jobs** are being told **they are wrong all the time**.

- Most of the people don't play that game and their muscle is weak. They are subjective because it's the most efficient mode for our brain to function, it saves calories.

- People can find a story to support any belief, to back up any view, to support any type and any coin/function.

  - "I'm good at organising because I cleaned my closet".

  - "I'm introverted because I'm tired of spending time with people".

  - "I'm a thinker because I think all day long"

- When we are using one RAS program, there are endless programs that are not used.

  - Are you thinking about buying a new car? Now your brain runs a RAS program that sees the cars everywhere.

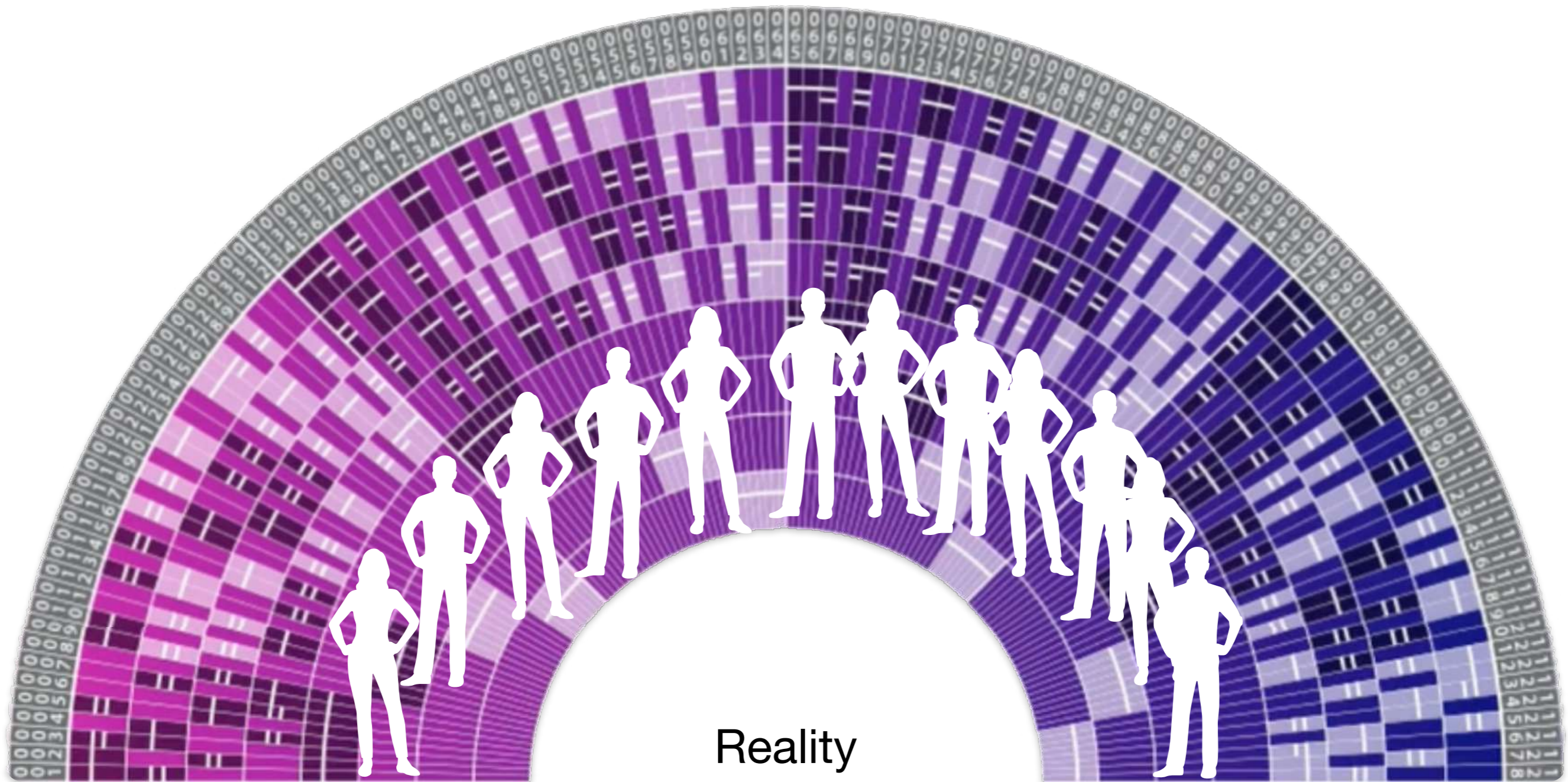# We see only some part of the reality
Subjectivism
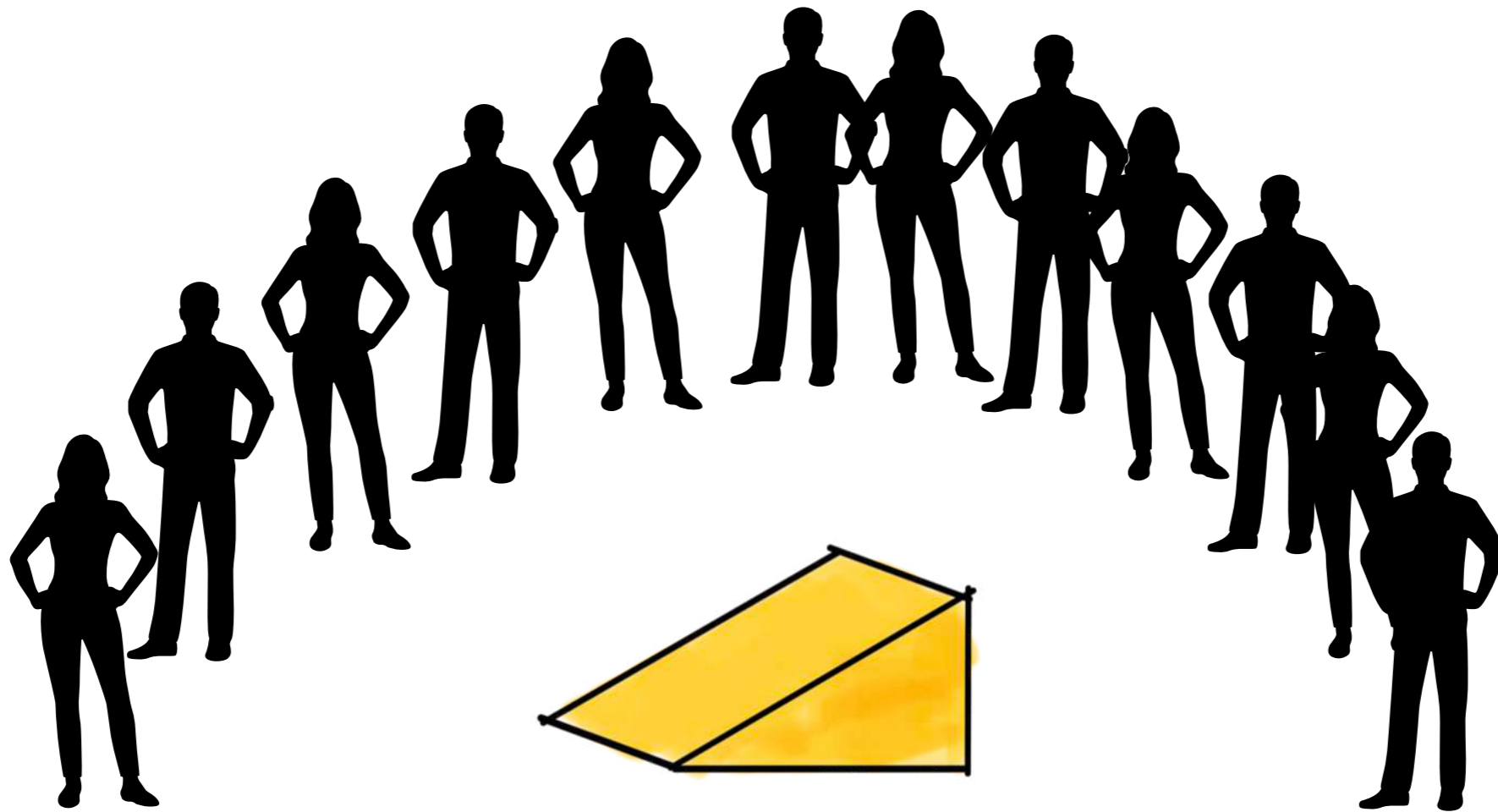
Who is right?
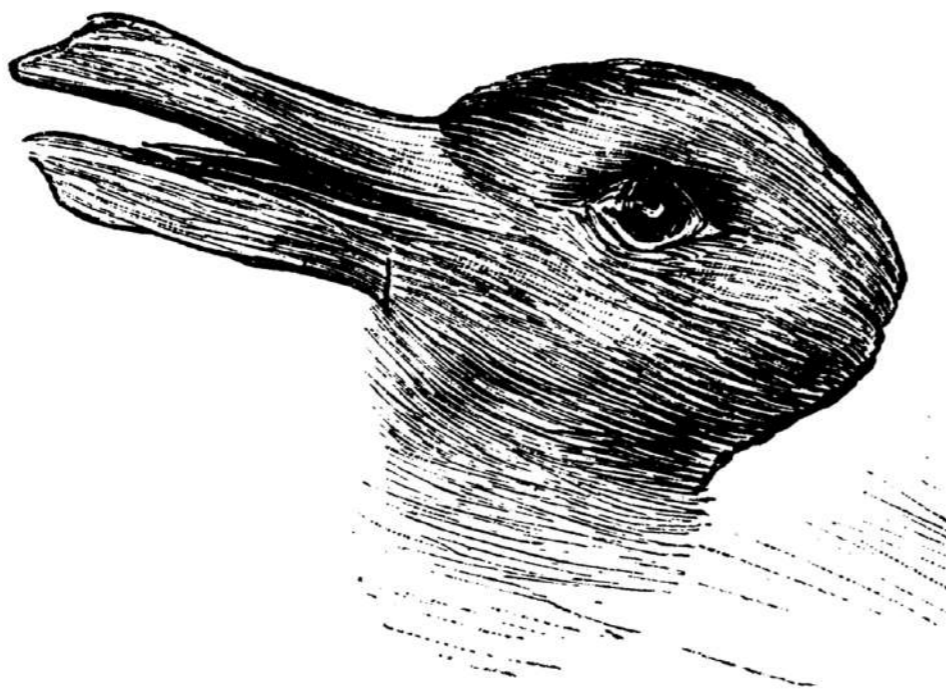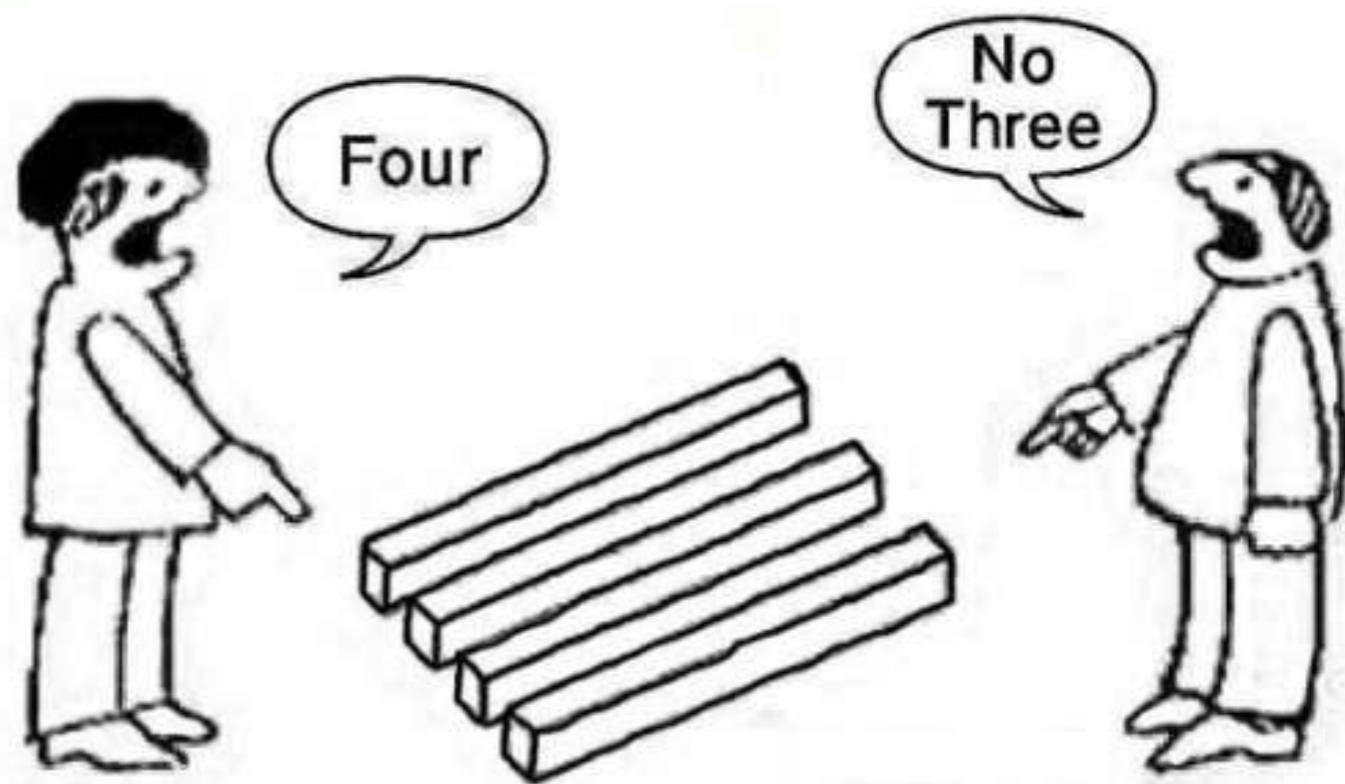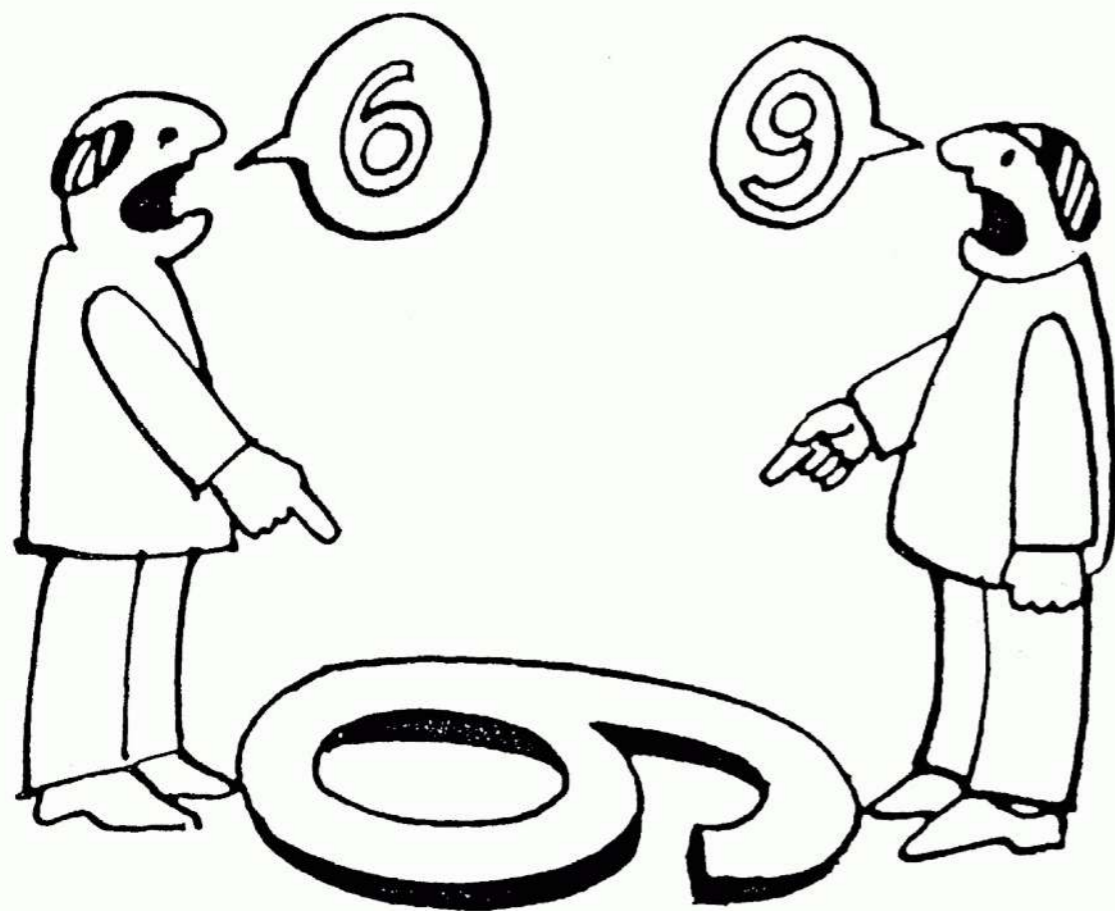
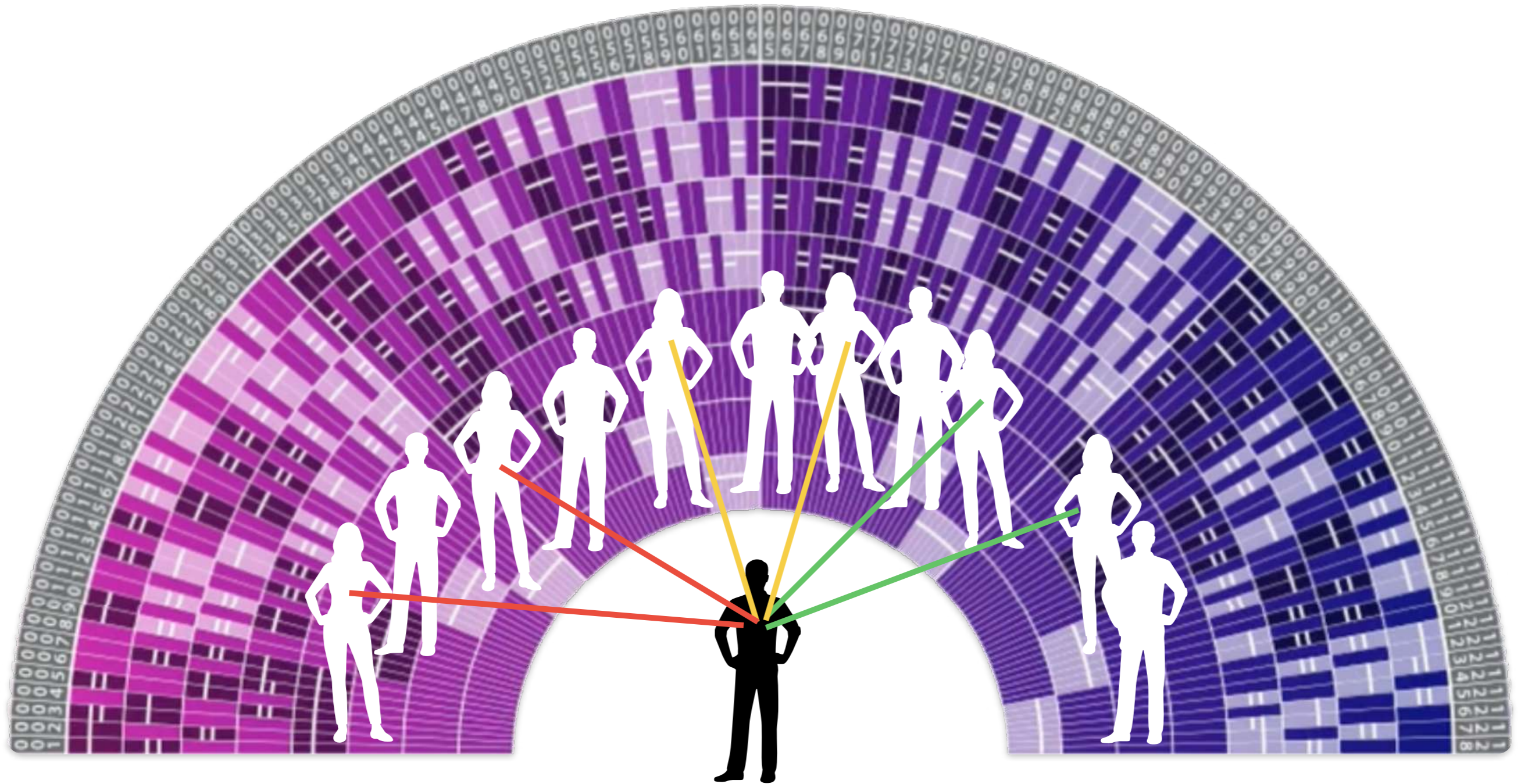# Our brain is not designed to see objective reality

- Donald Hoffman: "*We don't see objective reality we see only a small part of reality that guides us towards actions that have evolutionary benefits, such as finding food, avoiding predators, and reproducing*".

"A MASTERPIECE OF LOGIC, RATIONALITY, SCIENCE, AND MATHEMATICS,"
—DEEPAK CHOPRA

THE
CASE
AGAINST
REALITY

WHY EVOLUTION HID
THE TRUTH FROM OUR EYES

DONALD HOFFMAN
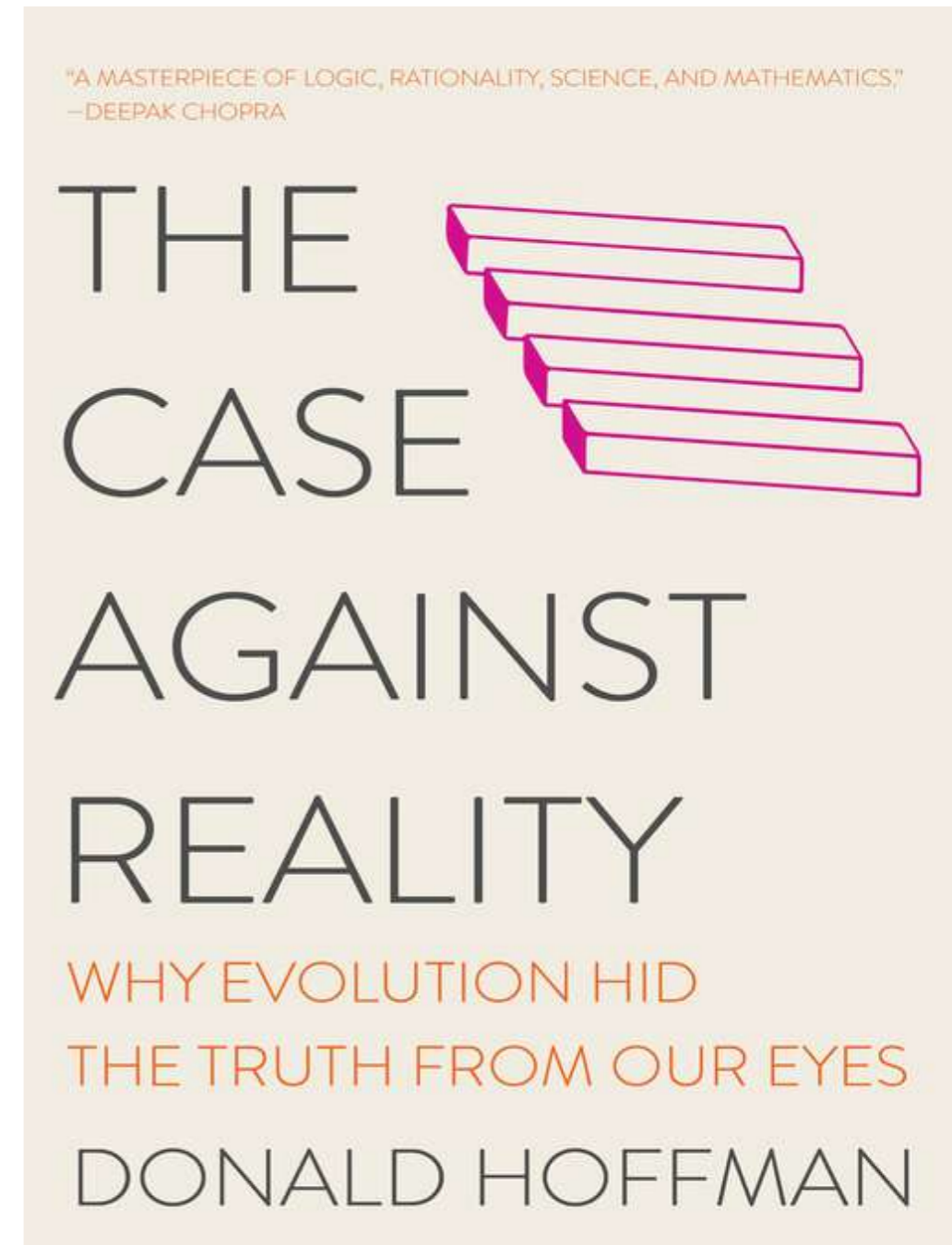
OP describes what part of the reality we see

Reality

Objective Personality

What's the goal

Hero journey

Discover your life-lies before 50 y.o.
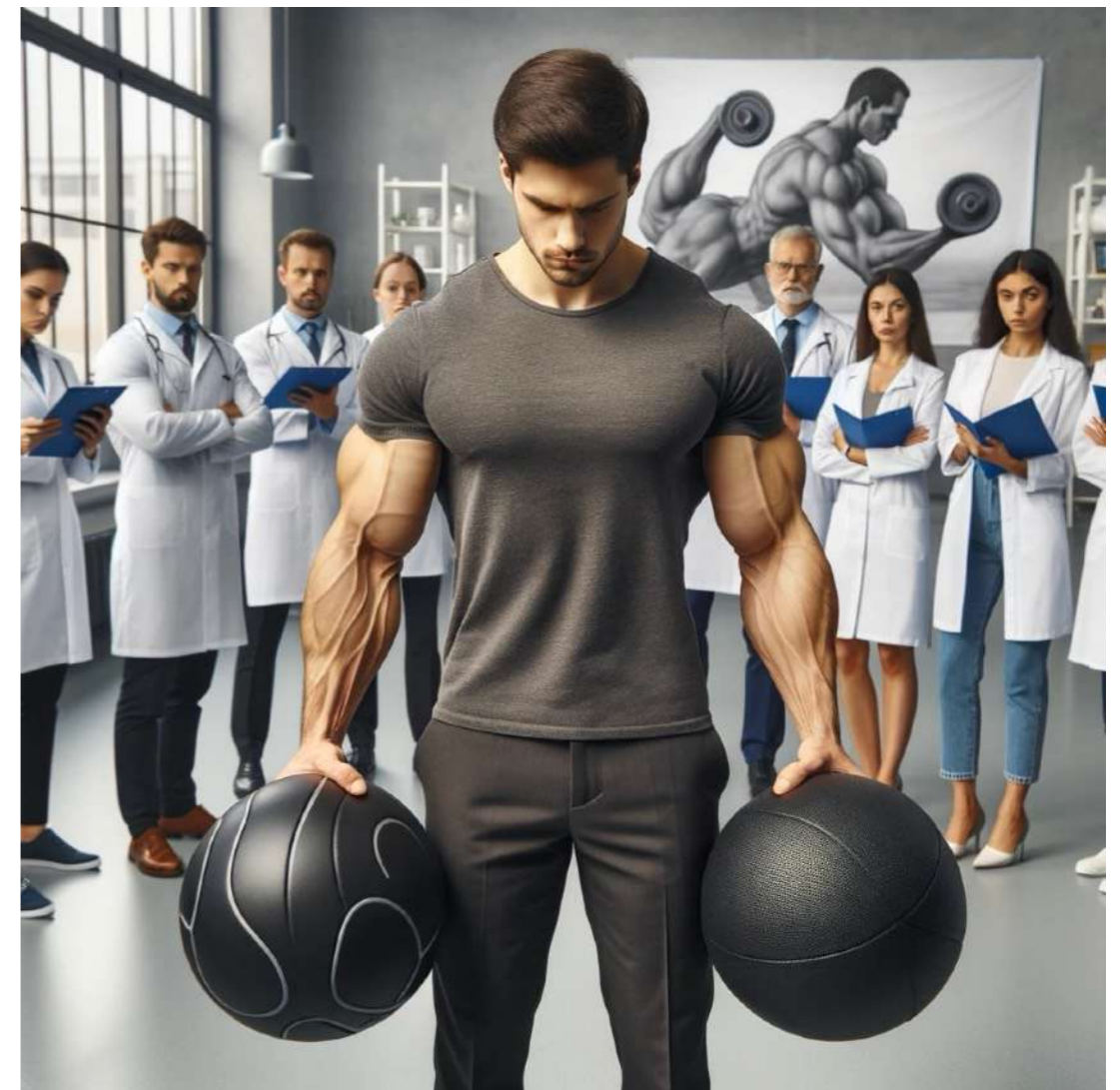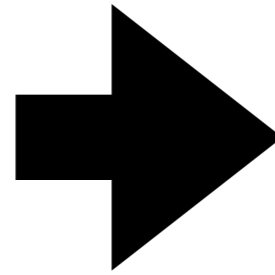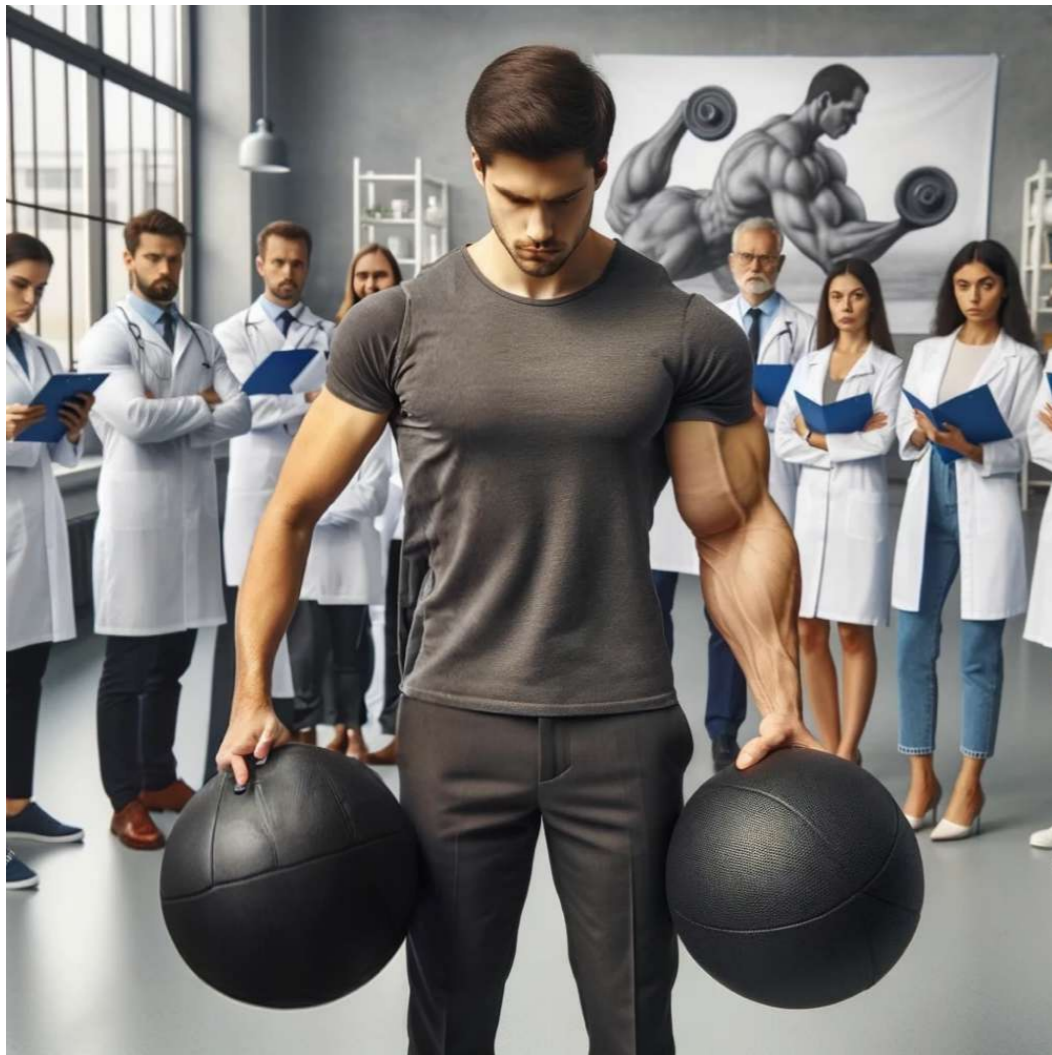
Happiness Curve

Hero journey
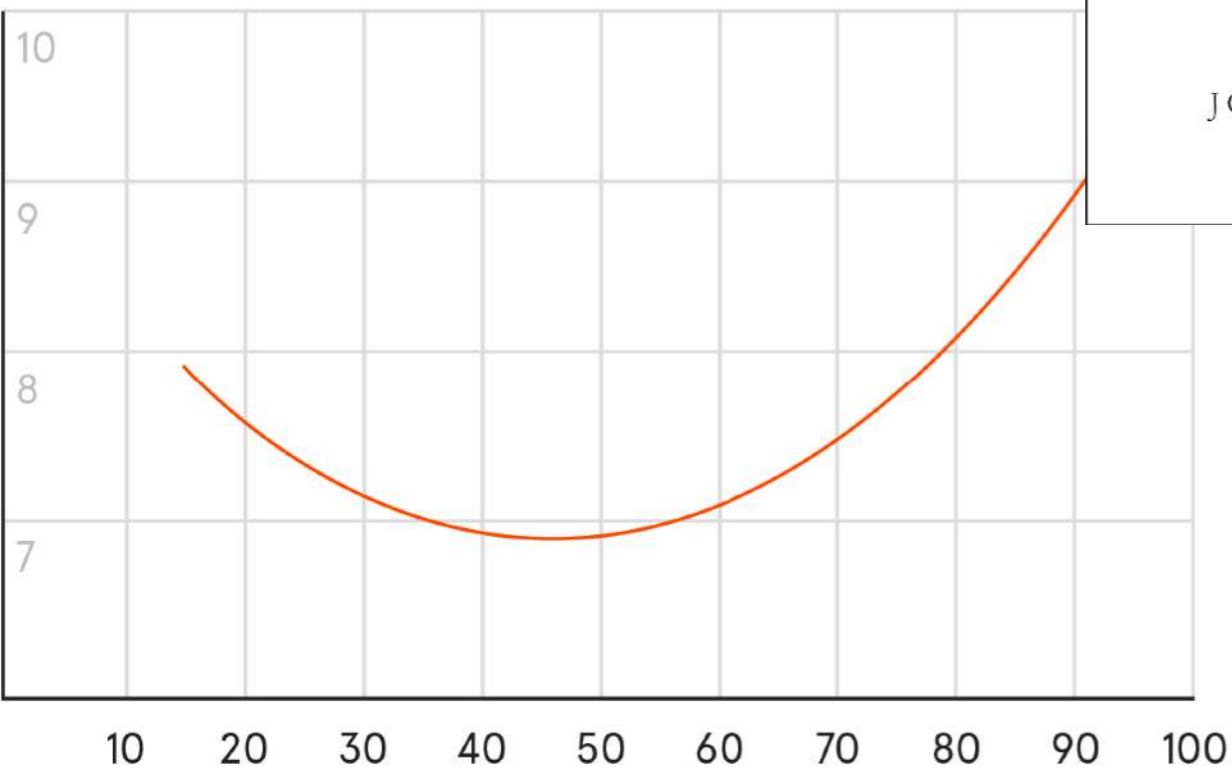
GROW & GIVE
(Social Hierarchy)

TOWNSFOLK
(Mommy)

Coping mechanisms

Life problems

ROCK BOTTOM
(Death/Repentance)

RITE OF PASSAGE
(Forced Alpha)

Let go of default wiring, let go of ego

Default wiring doesn't work

Let go of coping mechanisms

Develop immune system to darkness
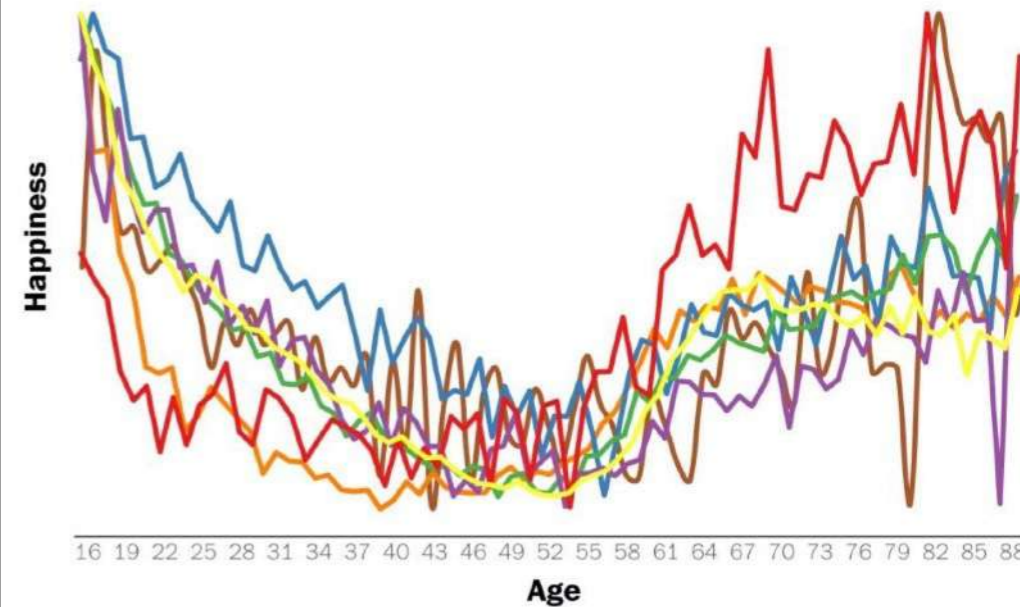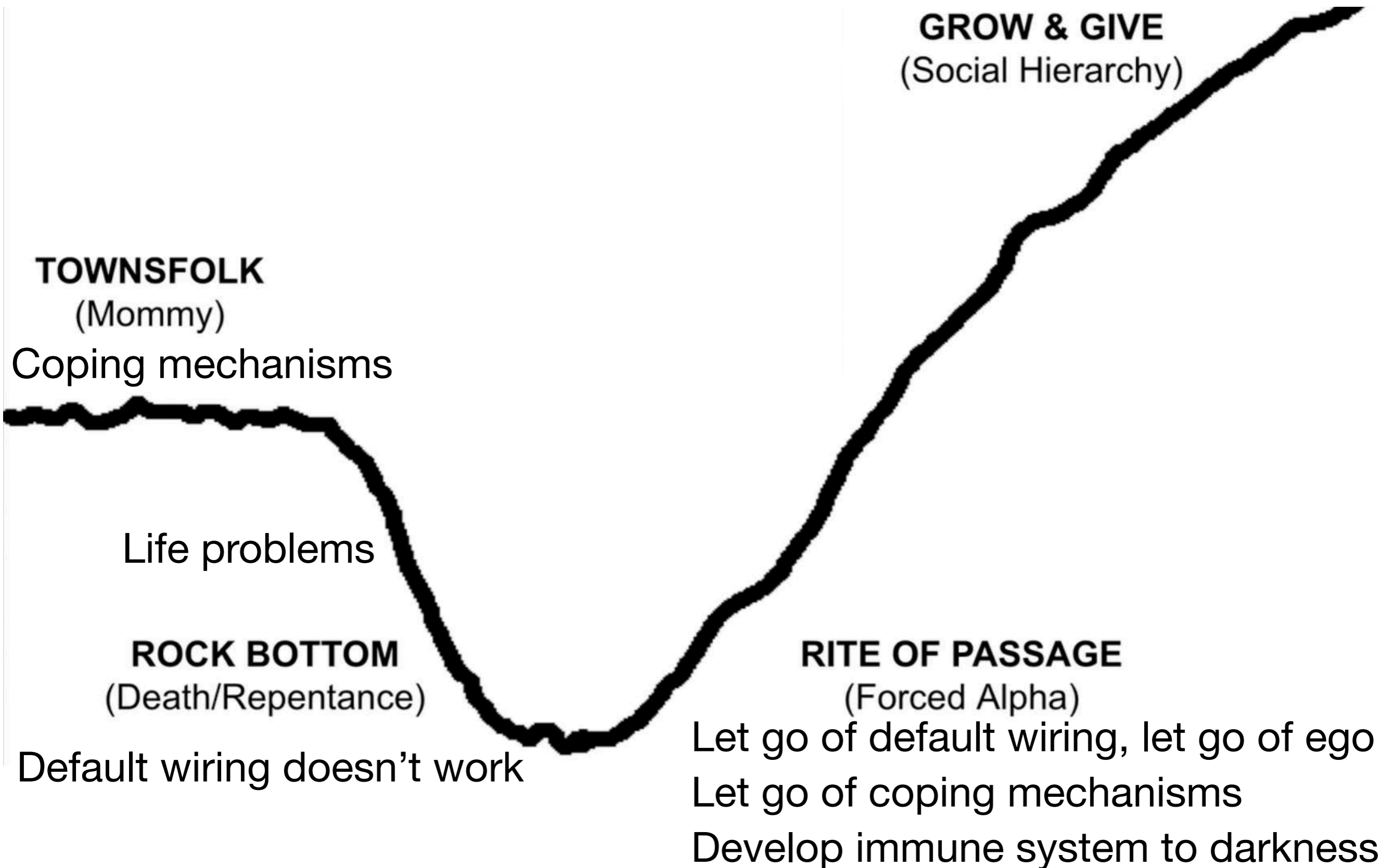
Hero journey

Unconscious Irresponsible
(I just want to be happy!) Uses only first two saviours.

Conscious/Responsible
Working backwards from what needs to be done (objective goals). Uses all function whenever needed.

Back to unconscious
Back to coping mechanisms. Drugs, work, sex, medicines, alcohol, cigarets. "This time will be fine."

Life problems

Life problems

"I've been there and don't want to go back"

Avoid Subjective Pain
I'm not happy because I'm not getting my way.

Avoid Objective Pain
Gives up on demanding reality to work with their saviour functions.
"I'm not happy because I didn't move."

Existential crisis, depression, meaninglessness, anxiety, positive disintegration. "I can't go back, I don't want to play that game anymore". No coping mechanisms. "I have to change my life."

Fixed midset

Growth mindset

Depression

Depression and anxiety are caused by the unpredictability

- We are running a program of our default functions, a worldview that describes reality.

- We used to use worldviews imposed by religions, but now in the era of individualism it's gone—we have to develop replacements for religions and that's hard.

- The **less** your worldview is consistent with reality,

  - the **less predictability** you get,

    - The **fewer results** you have,

      - The **more frustrated, triggered** and stuck you are, the more you blame others,

        - The **more anxiety, and depression**.

- The **more** your worldview is consistent with reality

  - the **more you get predictability**, you see "the puzzle" clearly,

    - You are able to navigate and figure out, **the better results you have**,

      - the **lower the level of anxiety and depression**, because you know what is going on,

        - You know what is coming next. And you feel confident in approaching reality. You know the rules. You know the meta. You are safe. You are not afraid or fearful.

If your **anxiety and depression are high** that's a sign to **update your worldview** to be more consistent with reality and so predictable.
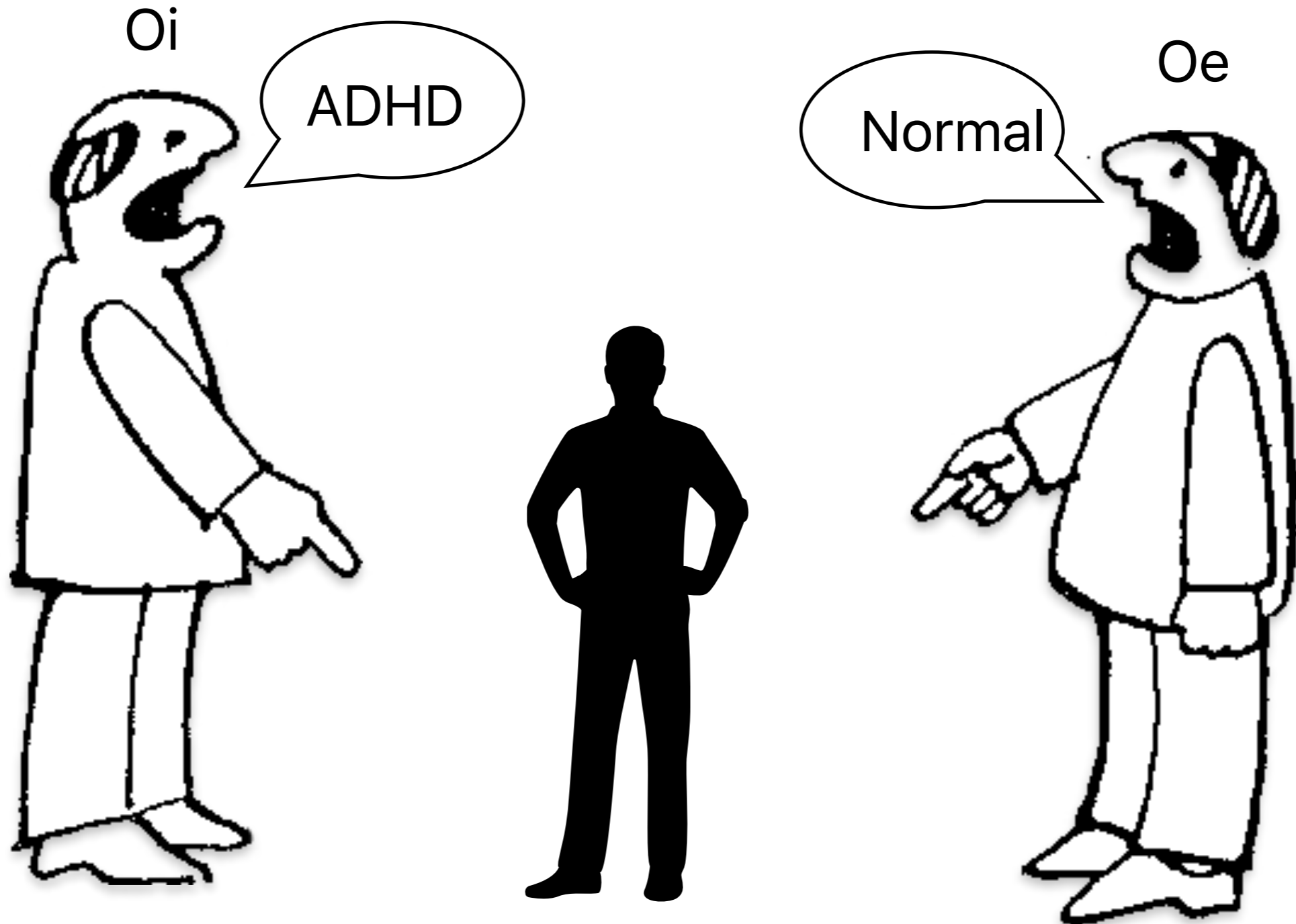
Disorders

Interesting patterns

Disorders

- Deciders + Di = Social anxiety

- Deciders + De = Bipolar

- Observers + Oi = OCD
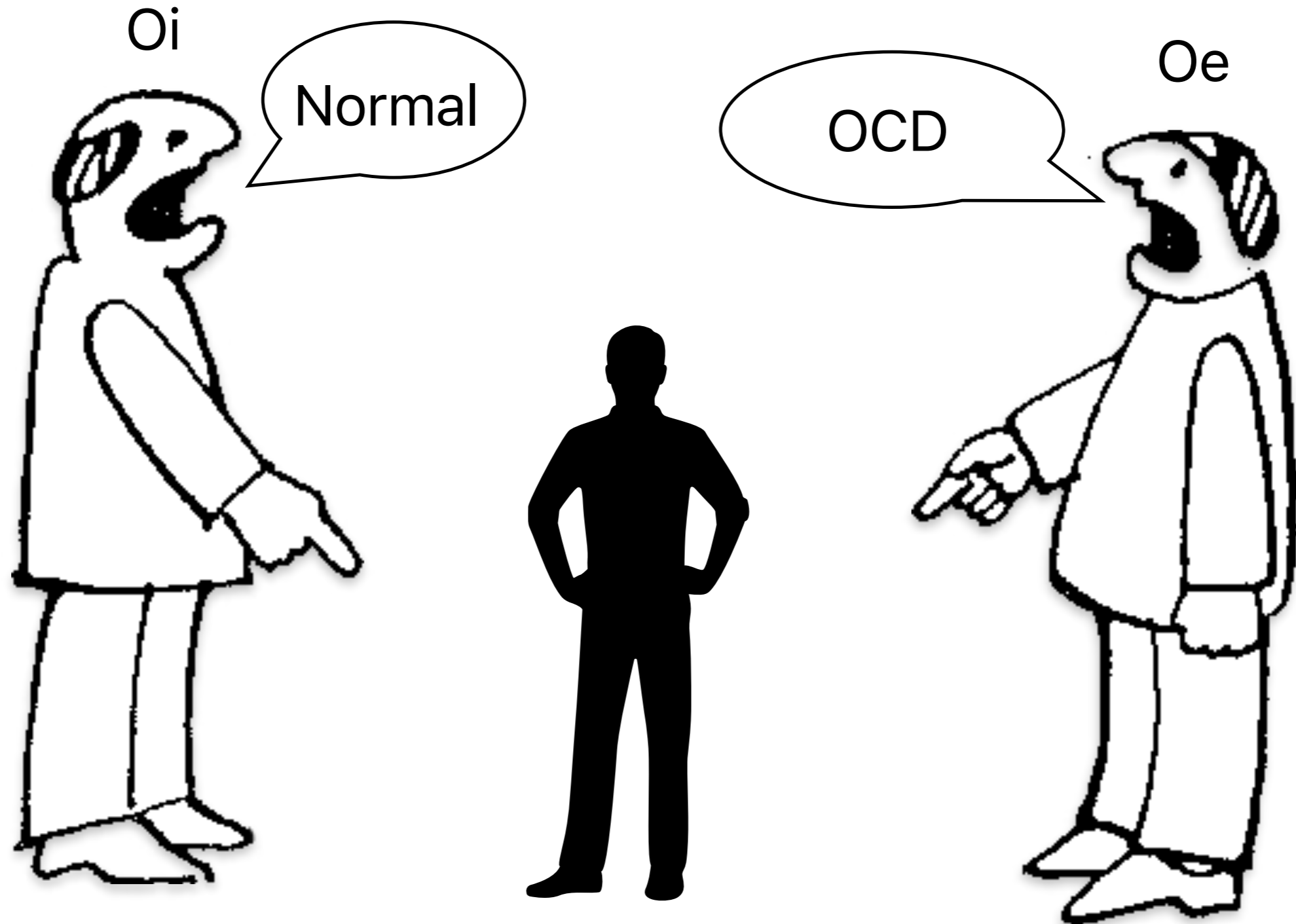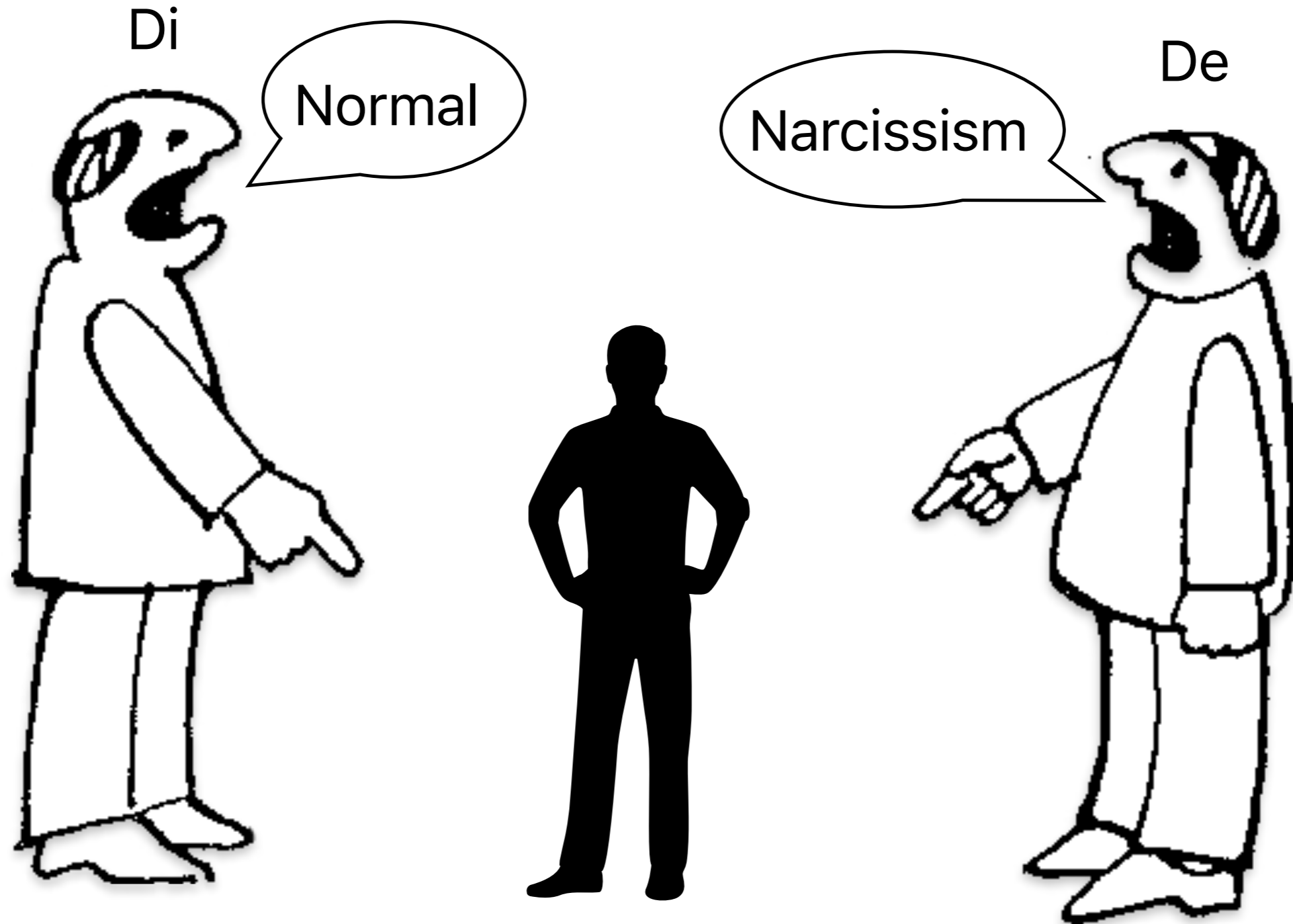
- Observers + Oe = ADD

Problem of disorders
ADHD

Problem of disorders
OCD

Problem of disorders
Narcissism

Other interesting patters

- The structure of emails, type of presentations, bullet points, number of images …

- Sense of humour

- Intuitive leads = Dyslexia

- Mx ISxJ = Autism

- Decider + Ti + #1 = narcissist

- xF + Fi = depressive states

- (S) = Insomnia/ADHD

- FM = synesthesia

- Makeup industry = Se, SF

- Red hair = Ne/Fi, Fi/Se Te/Ne

- #1 = deep voice

- Gay/Trans (Male) = FF Fe/Ne or FF Ni/Fe

- Gay/Trans (Female) = MM Se/Ti or MM Ti/Se or MF Ne/Fi

Applications

- Quickly recognise triggers (DD, OO)

- Early diagnosis for kids (autism, ADD, etc.)

- See how most people of your exact type messed up their lives.

- Career path suggestion (people of your type excel in …)

- What is your "flat tire", what is slowing you down?

- Get inspired by other people of the same type

- Where can we trust other people and where not? Observers see people clearly, and Deciders see things clearly.

- Relationships. Knowing your partner's math helps. OP gives you a common language.

- Help to deal with depression, death, anxiety, fear, existentialism, and meaninglessness, without religion, developing the immune system, the sooner the better.

How to get typed?

1. Pay trained operators to type you (50-150$)

2. Type yourself

3. AI?

Goals

- Predict personality type based on digital activity, text analysis, pictures

  - Eng project: prediction using BERT and facial features

  - TODO: Secure data handling via oblivious NN

  - TODO: Voice and facial features extraction

- Simulations

  - 1. Group project: AI Sims, where agents are instructed to act like a personality type using LLMs

  - 2. Group project: Game: 1 z 10 where people are acting like OP type, guess the person type.

- TODO: Observing new patterns by data mining

- TODO: What if such a tool exists, and everyone knows everyone's type? It's a powerful weapon.

Resources

- https://www.objectivepersonality.com

- http://ops512.com

- https://app.subjectivepersonality.com/search

- https://opdex.app/

- https://airtable.com/appudq0aG1uwqIFX5/shrQ6IoDtlXpzmC1l/tblyUDDV5zVyuX5VL/viweXFJuHAQpi5as3

Thank you.
Questions?

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