



TRULY BE YOURSELF



INTRODUCTION TO CHARACTER ASSESSMENT RESULTS INTERPRETATION



TABLE OF CONTENTS

I.	INTRODUCTION	2
II.	PSYCHOCYBERNETICS	3
1.	A System Approach to Optimal Performance	3
2.	What is Psychocybernetics?	4
III.	LIFE PERFORMANCE	5
IV.	UNDERSTANDING CHARACTER.....	7
1.	Character Structure	7
2.	Parametric Scales	9
3.	Energetic Parameters.....	11
3.1.	Dynamism	11
3.1.1.	Dynamism Classes	11
3.1.2.	Understanding Different Dynamisms	12
3.1.3.	Dynamism Transition	15
3.1.4.	Double and Triple-Sided Dynamism	16
3.1.5.	Biological Age versus Emotional Age.....	17
3.1.6.	Role of Dynamism in Communication	18
3.1.6.1.	Conveyance of Information.....	18
3.1.6.2.	Abundance of Information	18
3.1.6.3.	Receiving Information	19
3.2.	Compliance	20
3.2.1.	Tolerance	20
3.2.2.	Persuadability.....	20
4.	Information Parameters.....	20
4.1.	Intellectual Level	20
4.1.1.	Memory	21
4.1.2.	Intelligence.....	21
4.2.	Creativity	21
4.3.	Preferences	21
4.3.1.	Passions.....	21
4.3.1.1.	Interests	22
4.3.1.2.	Talents.....	22
4.3.2.	Competencies	22
5.	Major Potentials.....	23
6.	Stress.....	24
6.1.	Internal Stress	24
6.2.	External Stress.....	24
V.	QUESTIONS AND ANSWERS	26
VI.	GLOSSARY	28



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I. INTRODUCTION

We strongly encourage you to read this summary to understand the main principles of the psychocybernetical approach to human character, which are significantly different from commonly used psychometric tests. Studying the entire introduction will allow you to fully understand the basics of psychocybernetical character diagnosis and the interpretation of results.

This information is the basic knowledge required to understand your character from a psychocybernetical point of view. Once you are familiar with the material in this introduction, you will better understand the strengths and weaknesses of your character, which will allow you to manage your own life.

Below are three key points to keep in mind while reading and interpreting the results of the psychocybernetical character diagnosis.

First: Psychocybernetics does not distinguish between good or bad characters. Character is always good when a person:

1. Understands their own character
2. Accepts it
3. Acts following the requirements of their character, rather than fighting against personal preferences

Second: The psychocybernetical character diagnosis includes more than 500 parameters.

Those parameter combinations generate thousands of different solutions, e.g., competencies in biology, chemistry, and medicine point to an occupation in the medical field specializing in biochemistry such as cancer research. This is one of the most important points differentiating the psychocybernetical assessment from commonly used tests that only measure one or two parameters and provide results in only four, eight, or sixteen categories. From the psychocybernetical point of view, a high number of parameters makes the character three-dimensional. This allows us to find optimal solutions to help you achieve personal life goals and full self-realization and happiness. The Optimax report contains only the major parameters that are most important to you. However, the interpretation can cover a much larger number of parameters depending on your needs like deciding on a career, developing an existing career, or improving sports performance.

Third: An extremely low or high score is not explicitly good or bad.

Consider blood pressure as it relates to the functionality of the human body. Neither high nor low blood pressure is desirable. Something in between is an ideal balance, which is slightly different for each person depending on other human subsystems that strive to balance the overall system. Stress, for instance, can throw a system out of balance by raising or lowering blood pressure.





II. PSYCHOCYBERNETICS

1. A System Approach to Optimal Performance

This analysis aims to provide a general overview of human character, help you make wise career choices, and identify personal interests.

Assessing strengths and weaknesses prepares a good foundation for the understanding of your character type. Once equipped with this knowledge, you can implement appropriate strategies and techniques to optimize personal performance throughout life.

The Optimax System provides practical direction and suggestions to improve interpersonal relationships and enhance personal performance at work and at home.

The identification of sources of stress, which may weaken performance, is central to the Optimax System.

By focusing on the causes of the stress rather than its symptoms, the recommended strategies aim to reduce and even eliminate performance-related stress.

This innovative character assessment and management method is based on the Psychocybernetical Theory of Human Character by Prof. M. Mazur.

Please note: An attempt has been made to use words that are easily recognized by most people while adhering to their precise psychocybernetical definitions. However, the terminology does not always correlate perfectly with more familiar terms from psychology. It may be necessary to consult the glossary.





2. What is Psychocybernetics?

Cybernetics is the interdisciplinary science dealing with communication and control systems in living organisms, machines, and organizations. It is founded on principles of mathematics and logic. Encounters with different systems are common to everyday life (i.e., computer, educational, traffic, etc.). The term was derived from the Greek word *kybernetes* ("steersman" or "governor"). It was first applied in 1948 to the theory of control mechanisms by the American mathematician Norbert Wiener (1894-1964).

The human system ranks as the most complex of all systems because of its ability to be self-directed. Suppose the human system detects the presence of a fire. In that case, it will take measures to remove itself from the dangerous situation and perhaps even protect others from the threat. If a computer system were to find itself in the same position, it would likely be destroyed.

The science that delves into the complexity of the interactions within the human system is called psychocybernetics.

The father of psychocybernetics was Prof. Marian Mazur (1909-1983) of Poland, who published his Psychocybernetical Theory of Character, "Cybernetics Theory of Autonomous Systems," in 1966. Prof. Mazur lectured on cybernetics at the *École des Hautes Études en Sciences Sociales* (Sorbonne) in Paris. He was a Consultant to the Artificial Intelligence division of the National Aeronautics and Space Administration (NASA) in the United States of America and authored over 150 publications throughout his remarkable career.

Achieving and maintaining the highest levels of human performance hinges on establishing a balance within the components of the human system. The following example illustrates how the balance within the system determines its effectiveness.

Two cars are ready to race; one is a vintage car with four wheels, and the other is a new, top-of-the-line Ferrari with only three wheels. Which one do you predict would win? The old car would be the clear winner, simply because its four wheels give it balance, even though its engine is weaker than the Ferrari's.





III. LIFE PERFORMANCE

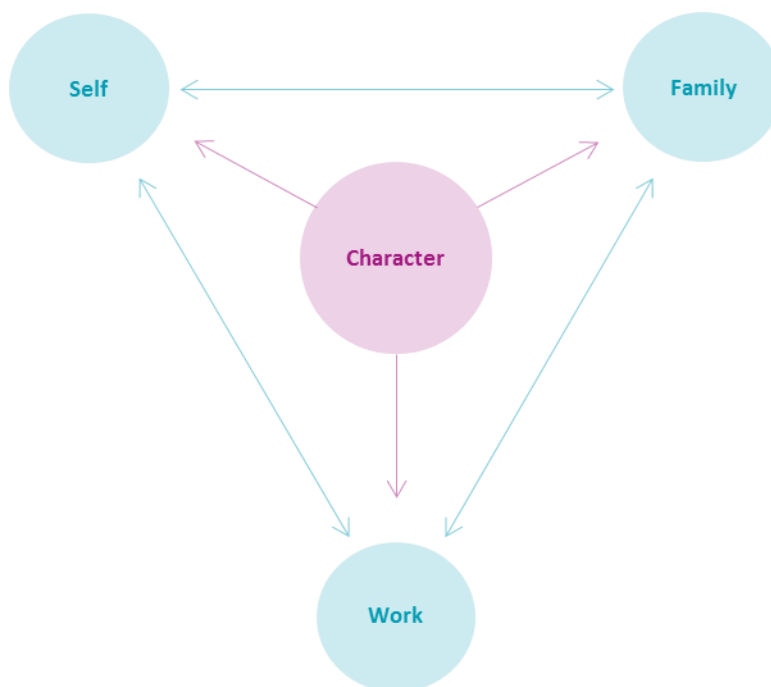


Fig. 1. Life Balance

There are three key elements of life - SELF, FAMILY, and JOB (fig. 1). These three areas of life cover 24 hours of day-to-day activities. Each of these three elements impacts the others; a problem with one will affect the other two. We see this when the imbalance in our work life impacts our family situation or when a strained personal relationship causes problems at work.

Character impacts all three elements, but we do not build character or change character contrary to popular belief. What we can do is optimize all three areas if we understand our character. To understand our character, we have to know our strengths and weaknesses and to be able to identify and prioritize our passions.

What does it mean in practical life?

Choose right. Ensure you have the optimal:

1. **Job** - profession, company, and management, partners and co-workers in the business

2. **Family** – unfortunately, we don't have the option to choose our parents or kids, and we cannot change their characters. The point is to optimize even bad relationships with the members of the family. We can, however, choose an optimal life partner
3. **Self**—diet, fitness activities, hobbies, and friends who can stimulate us and contribute to living life to its fullest

Understanding why someone is unbalanced and what it will take to return to balance lowers their stress and allows them to resume peak performance. If we don't understand ourselves, we can be pushed out of balance by the surrounding environment. The system will be out of balance if we choose the wrong:

1. Job - profession, position, and company
2. Family - life partner
3. Self - a group of friends, or if we don't cultivate the hobbies for physical and psychological regeneration



The key to life success is to maintain a life balance. A good understanding of life balance leads to the analogy of the stool with three legs. Each leg represents one of the balance components (job, family, and self). To sit safely and comfortably, we need a stool with three equally long legs. If one of the legs was shorter than the others, the stool would not stay upright well.



The most successful performers don't have all character parameters on the highest level. The strength of their performance comes from life balance. For example, gold medalists of the Olympic Games don't necessarily have high character parameters in all areas. They might be average everywhere. Their power comes from maintaining a proper life balance, resulting in top performance in the sports arena.

People's time and energies are divided amongst job, family, and self-based needs. When you invest too much energy in one dimension and neglect another, your life may get out of balance and become very stressful. For instance, performance will usually suffer if you are too focused on your profession, to the point that you neglect your family and yourself.

The prediction is simple. High performers in sports, music, or business can often neglect families, friends, and personal hobbies. It is as if they were sitting on a stool with one or two legs. It is only when they "fall " that it manifests into psychological breakdowns, high blood pressure, heart attack, or other symptoms. This may happen because the stress is targeting the weakest part of the body.

Sports or business performance is a part of life performance, not vice versa.



To be successful in choosing a profession, career, or occupation and achieve happiness in private life, you have to balance all three dimensions of job, family, and self.

Using the Identification of Character Assessment and the Balance Assessment, you can better understand yourself and develop strategies to improve your performance at work, at home, and in daily life.



IV. UNDERSTANDING CHARACTER

1. Character Structure

The human system is comprised of two subsystems: the physical and the psychocybernetical.

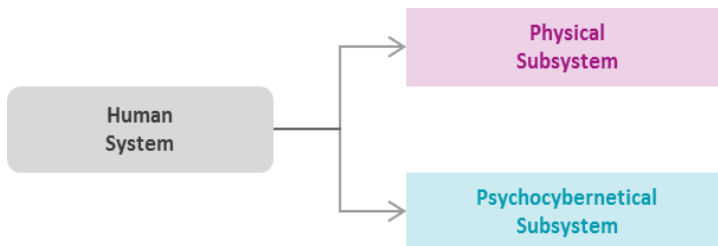


Fig. 2. Human System

These subsystems are interdependent. Any positive or negative event occurring in one system will affect the other. Long-term physical illness will affect psychological performance in the same way that prolonged psychological stress will have physical manifestations. This is frequently observed in cases of high blood pressure or cardiopulmonary disease.

Psychocybernetics seeks to explain the psychocybernetical underpinnings of the system, which determine its physical abilities.

Human character has two subsystems:

1. Related to the flow of **energy**
2. Related to the flow of **information**

Energy-related parameters change over time. These changes are definite (in terms of time, direction, and rate of change) and different for each character. This does not mean that you can affect these changes as suggested by traditional methods of psychology. Also, such methods indicate that the test results taken in the morning are different (when the person is rested) from those taken under stress or when the person is tired. This is because these tests measure the symptoms of behaviors at a specific moment. Psychocybernetics gets to the source of these behaviors, and the assessment results are consistent no matter what, so morning and evening scores are identical regardless of fatigue or stress.



Fig. 3. Interdependence of Psychocybernetical and Physical Subsystems



The difference can be better explained using the following example. When you have a headache, you visit your family doctor, and he prescribes you "Tylenol." This method only treats your symptom – a headache. However, if your doctor starts to further examine your body and diagnoses you with an ear infection, treating the ear infection will treat the source of the problem.

Information-related parameters do not change as long as there is no change in the brain. A person is born with specific parameters, which remain unchanged in their lifetime. For example, talent in music is very strong or doesn't exist. An individual with zero talent in playing instruments can intensively practice playing the piano for many years but will still be unable to play the simplest music properly.

Each subsystem can be further broken down into more specific subsystems, as illustrated in fig.4. These subsystems of the physical and psychocybernetical components allow for a more in-depth and comprehensive analysis.

At the same time, knowing the character and the environmental conditions allows psychocybernetics to predict a given person's future behaviors and preferences.

Character → **The levels of individual parameters and their correlations create the character of a person.**

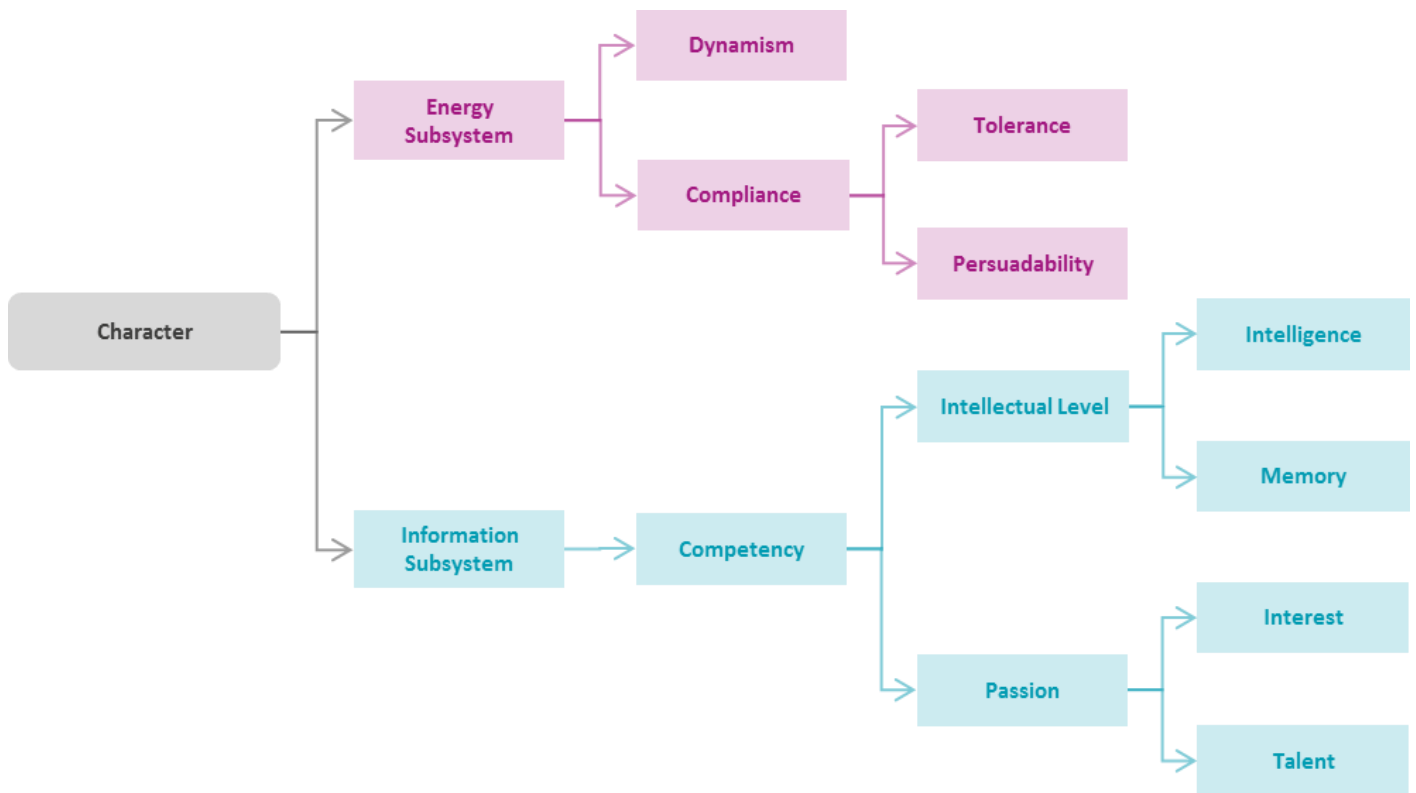


Fig. 4. Character Structure



2. Parametric Scales

Character cannot be altered. Efforts to do so are a waste of time and energy and are counter-productive because they create unnecessary stress. Furthermore, any given aspect of someone's character is immune to external influences. However, it is possible to exercise a certain degree of choice consistent with our character regarding our external environment, relationships, and career paths.

Some of the parameters, such as intelligence, memory, interests, and talents, are constant throughout life. Some of them change over time, as it occurs with dynamism and tolerance. The latter parameters only change in one direction (i.e., from younger to older) because time is a linear and unidirectional concept. Therefore computers, automobiles, and human systems grow older from day to day and cannot regress in age.

Assigning positive or negative connotations to individual parameters or the overall make-up of one's character should be avoided, except for where a pathological condition has been identified. The terms "mature" or "immature" merely refer to one's emotional age, which is an expression of dynamism (see page 15) as compared to biological age. They are not value judgments. Every character is different and acceptable.

All parameters in this report are described on a scale from 0 to 100. A score of 50 does not define a "pass" or a "fail."

Psychocybernetics does not identify character as good or bad. Each parameter is to be considered acceptable when it scores higher than zero. A negative value describes a pathological condition, and these cases will not be addressed here. An actual "moderate" ranking occurs between 20 and 40. The median value of the moderate class is 30. 68% of the population falls within this class.

Extreme values in the lower or upper ends of the scale are not advantageous in all systems. We know that if a core body temperature is too high or too low, it can destroy the human system physically. Similarly, possessing too strong a parameter in either direction can undermine the balance of the system or detract from its performance. For example, if a highly intelligent person overthinks a problem.

Extremes in the upper end of the scale delineate more complexity in the management techniques of these parameters because of so many potential solutions.

An IQ test associates a high score with "best" intelligence. Applying this logic to the physical system would assert that having high blood pressure is healthy for humans. It is intuitively and empirically evident that this is incorrect. If neither high nor low blood pressure is conducive to human health, a median value must be more desirable.

Psychocybernetics adopts this approach in managing the psychocybernetical subsystem.

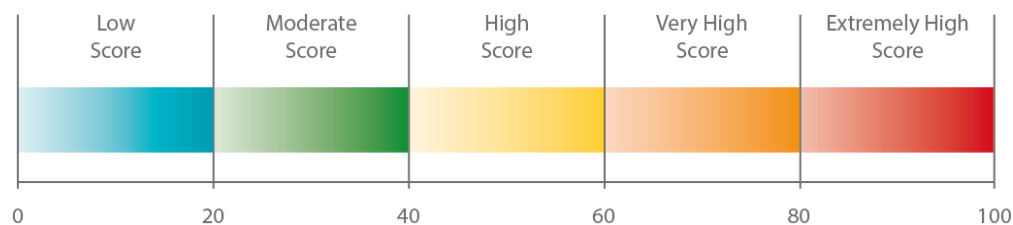


Fig. 5. Parametric Scales



What are the ramifications of having an extremely high intelligence parameter (i.e., an intelligence score between 80 and 90)? A person with extremely high intelligence may ask, "What time is it?" when they see a gold watch on someone's wrist. However, as they are voicing this simple question, they are making other queries internally, such as:

- Who is the world's leading producer of gold?
- Who is the president of this company?
- Where is the company located?
- Who is the leader of the country?

This line of questioning may continue ad nauseam. Hundreds of questions may be generated from a simple query about time.

If an extreme is encountered during an assessment, psychocybernetics also seeks to identify the opposing extreme. This serves to keep the system in balance. For example, a genius in chemistry or mathematics usually struggles with communication skills. The result is that balance within the system is preserved.

In a given situation, someone's performance based on a particular parameter may be rated as a 60. Another person with a different character can achieve this same high level of performance from three ratings of 20 in three separate character parameters.

Psychocybernetics provides the necessary understanding to develop and execute strategies that successfully combine character parameters. The result is optimal performance.

Note that the degree of balance within the system is of greater importance than individual numerical parametric scores in the interpretation of the assessment. Successful performances are possible with parametric scores as low as 20, provided that the system is balanced.

Ideally, the balance should exist within a given parameter, between the parameters, and between the physical and psychocybernetical subsystems.

The beauty of the human system is that a deficiency in one subsystem may be compensated by another. It is a common occurrence for the sense of hearing to improve with the loss of vision.



Psychocybernetics is based upon mathematical and logical closed theory. All subjectivity is removed from the assessment, leaving nothing to guess, imagine, or misinterpret. Once a "blueprint" of someone's character has been obtained, it is possible to answer any questions regarding human performance by making calculations based on the relevant parametric scores. The results of the test indicate areas of the present as well as future potential. Reassessments are not necessary. Psychocybernetics can predict the pattern of changes in parameters that occur over time.



3. Energetic Parameters

3.1. Dynamism

The crucial parameter in a human character is dynamism. The dynamism changes with time and always progresses from exodynamism to exostatism, statism, endostatism, and finally to endodynamism. Not everyone will reach the endodynamism stage.

3.1.1. Dynamism Classes

What does it mean to be exostatic, static, or endodynamic? **Exodynamics** and **exostatics** are friendly, naive, open-minded, and fun-oriented people who enjoy life. **Statics** are oriented around their homes and family. They are true team players. **Endostatics** and **endodynamics** are motivated by the prospect of leadership, domination, and influence over people, business, and money.

There is no shame associated with being classified in any of these five categories. Our society can be healthy and productive if it includes various character types in the positions, careers, and relationships most appropriate for them.

The dynamisms appear in a particular order because each person's dynamism always changes from exodynamism

(highest energy potential) to endodynamism (lowest energy potential). For human development to occur any other way is impossible because time only moves forward. Unfortunately, this means that our human system continues to get older and older with no chance of stopping time or moving backward in our development.

However, the rate of change in dynamism is not the same for all people. The parameter of emotional age describes these differences. The emotional age is the expression of dynamism level and helps to understand better the differences. (see page 17).

The maximum life expectancy of a human being would be approximately 160 years under ideal conditions with adequate diet, lack of stress, etc. The life expectancy of a human 1,000 years ago was 27 years. Today it is 71 years. Curiously, we are subject to higher levels of technological stress today. Yet, our life span as a species continues to increase.

By the definition of cybernetics, every event in the human system involves creating, transforming, and channeling energy and information.

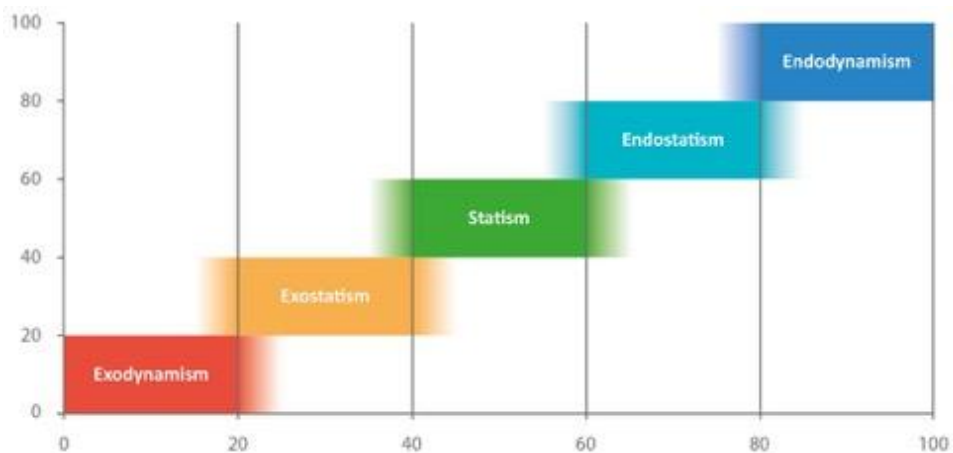


Fig. 6. Dynamism Classes



3.1.2. Understanding Different Dynamisms

Dynamism determines an individual's system of values, behavioral preferences, communicational preferences, strategic preferences, energy reserve, motivation profile, perception of time, relationship to money, etc.

Regarding the energy levels of human systems, there are different levels of energy generated by the exodynamic, static, or endodynamic systems. The level of generated

energy gets progressively lower with age, whereas regenerating the energy takes progressively longer with age – it takes more time to regenerate the energy as an endodynamic than as an exodynamic system (see fig.7)

A car analogy can easily illustrate this dynamism concept. The old car tends to leak and burn oil because it has older, less efficient parts and is burdened with outdated operating systems.

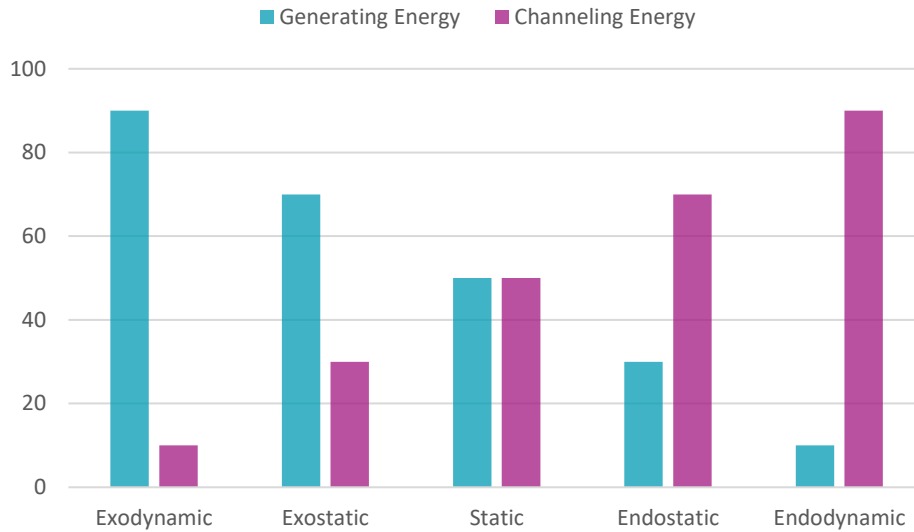


Fig. 7. Concept of Energy Balance

Dynamism	Creation and regeneration of energy
Exodynamic →	Produces more energy than is needed for the body's physiological functioning, very quickly regenerates the energy.
Exostatic →	Produces more energy than is needed for the body's physiological functioning, but less than the exodynamic and quickly regenerates the energy.
Static →	Produces a similar amount of energy in relation to the body's physiological needs and all life activities.
Endostatic →	Experiences an energy deficit that is compensated for with sociological powers such as position, control over others, money, etc., but this deficit is less than in endodynamics. It takes a longer time to regenerate the energy.
Endodynamic →	Experiences a large energy deficit that the system compensates for with sociological forces such as position, power over others, money, etc. It takes much longer to regenerate the energy level.

Table 1. Creation and regeneration of energy



As a result, an athlete's dynamism must be located on the scale no further than static. Only excess and accumulated energy can be devoted to high-intensity activities like competitive sports. Endostatics are energy-deficient. Therefore, they cannot exercise at higher levels since they must focus on retaining energy for the body's primary physiological functions. Exodynamics, on the other hand, require much less time to recover when compared to statics or even endostatics.

Consider this illustration regarding the energy levels of each of the dynamism types. A large box is located on a high shelf in a storage room. To reach the box, the exodynamics would create some sort of construction using tables, chairs, and anything else available. As a result, they are likely to fall down but will try repeatedly and have a great deal of fun while doing it. Statics would

search the storage room for a stepladder to retrieve the box in the most efficient way possible.

Endodynamics lacks the energy to climb the stepladder. Having the necessary sociological substitutes like authority and money, they would likely say, "Look, I am your boss, so please retrieve that box for me." Or, "Here is \$10. Please get that box down for me".

The box is successfully removed from the shelf in each of the three cases, but the strategies used are entirely different. If a given dynamism type attempts to employ a method incompatible with it, the person would greatly struggle.

Another good illustration of how dynamisms differ is the way a particular dynamism understands the value of money.

Dynamism	Accumulation and dispersion on the example of money
Exodynamic →	Everything scatters - nothing accumulates. Characterized by extravagance. An exodynamic with an extra \$1,000 will try to spend \$2,000 on fun-seeking activities, buying nice things, organizing a party for their friends, etc. They aim to spend the money as soon as possible. In fact, they try to spend more money than is available. An exodynamic would accept \$100,000 now instead of \$1 million promised a year later.
Exostatic →	Very dissipative with a little accumulation. Characterized by generosity. With \$1,000 extra, will spend \$900 on friends and relatives, and the remaining \$100 will leave for later spending.
Static →	Characterized by savings. If many funds disperse, a static focuses on accumulating enough to compensate for the loss and regain a balance (maintenance). A static would spend \$800 on the family and put the remaining \$200 in a savings account, "just in case."
Endostatic →	Only necessary expenses to gather a lot. Characterized by avarice. With \$1,000 extra, will invest \$900 in some profitable venture in return for a higher sum in the future, and \$100 will spend on buying the needed personal items or on the family.
Endodynamic →	Characterized by avidity. Nothing is dispersing - everything accumulates. With \$1,000 extra, endostatics would like to invest \$2,000 when the venture seems particularly profitable, even though they do not have that amount. They are ready to wait for big profits, so they invest in the long term. The goal is to make money work for them.

Table 2. Accumulation and dispersion on the example of money



As illustrated, the same \$1,000 is allocated in five completely different ways following each separate dynamism. Exodynamics and exostatics have a similar approach to the value of money, so do endodynamics and endostatics. The difference is in intensity. Money is not an

effective motivator for someone whose dynamism is not money-oriented (exodynamic and exostatic).

For most athletes, the motivator is not money (although many believe it to be) but the challenge of sports performance and a strong desire to win.

Dynamism	Motivational sources
Exodynamic →	Motivated by engaging experiences, their own imagination, short-lived but dynamic action, the pursuit of pleasure, and satisfaction of needs. Bored with long-lasting, repetitive activity.
Exostatic →	Motivated by glory, recognition, admiration of others, and being in the center of attention.
Static →	Motivated by justice, honesty, regularity, family and home, cooperation, and teamwork. A static strives for balance in every area of life.
Endostatic →	Needs effective action in pursuit of their goals and are motivated by the prospect of managing people with whom they can effectively fulfill their assigned tasks.
Endodynamic →	Motivated by achieving their own benefits, making profit, domination, leadership, power, and the development and realization of their own strategies. They want to control everything, always and everywhere.

Table 3. Motivational sources

All dynamisms are needed in business and society to maintain the right balance. For example, the army needs generals (endodynamics), sergeants (statics), and heroes - privates (exodynamics) who are ready to die for a cause or their homeland.

It is also worth mentioning that the approach to risk is also different for each dynamism. See the below table for details.



Dynamism	Approach to risk
Exodynamic →	Sees mainly benefits, does not analyze threats, and is often naïve. Challenges inspire the exodynamic to take risks, regardless of the potential adverse effect. Tends to make impulsive decisions.
Exostatic →	Accepts risk as part of meeting a challenge. Sees the potential adverse outcomes but does not analyze them in detail. Tends to look at possible negative consequences but discards them due to a positive nature. So, decides "everything will work out okay" and then jumps into action (improvisation and recklessness).
Static →	Thoroughly analyzes, calculates, and monitors risk before being ready to take action. To reduce risk, analyzes both opportunities and potential threats. Once they have a complete picture of the situation, they act boldly according to their plan.
Endostatic →	Careful and wary, has difficulties accepting risk in action, carefully assesses its potential effects to minimize risk.
Endodynamic →	Analyzes all possible risks and potential adverse effects. Takes preventative measures and has difficulty accepting risk. Adheres to the principle that adequately calculates risk, which stops becoming a risk.

Table 4. Approach to risk

3.1.3. Dynamism Transition

The time required for dynamism to develop to the point where it is considered a different class is about ten years. Those who find themselves caught in the transition from one dynamism class to another have difficulty making decisions because the typical behaviors of one dynamism class conflict with the behaviors of the next. For example, a person transitioning from exostatism to statism will experience internal conflict upon being invited to a party. The exostatic in them says, "Definitely go!" The static response is to stay home (with their family). This person is torn between the responses of two conflicting dynamisms. The "winner" will be the dynamism that is dominant at that particular point in time. In other words, if someone is still exostatic but is moving towards being static, then the decision will be to go to the party. Whereas, if the dynamism has reached the border of the static realm, the decision will be to stay at home. Either decision will create stress for individuals at a transitional time because they will struggle with prioritizing conflicting value systems.





3.1.4. Double and Triple-Sided Dynamism

A typical double-sided character occurs as the result of the co-existence of a natural and an artificial dynamism. If the parents of an exodynamic person frequently spoke of the importance of money, then the child's view of the world would evolve to include being financially responsible. As a consequence of this early influence, the child may become 'artificially' endostatic or endodynamic. This character is constantly in conflict with the naturally exodynamic character. Internal conflict may also result from a double-sided character if a very intelligent exodynamic has strong interests and talents in business (making a profit).



Triple-sided characters face even more complicated problems. Such a person may be naturally exodynamic but artificially static and endodynamic. This type of internal conflict occurs frequently and may be attributed to cultural background. Many natural exodynamics and exostatics of Italian, Jewish, or Asian ethnic origin have triple-sided characters because artificial characters may be derived from their cultures, which are characteristically static or endodynamic.

The example of John Optimax illustrates the cause and effect of stress on a triple-sided character. John is naturally exodynamic, artificially static, and endodynamic. He has \$50,000 available for the purchase of a car. As a natural exodynamic, he dreams of buying a flashy sports car, even though he doesn't have enough money. At this moment, his static dynamism speaks up and says, "How about a \$30,000 mini-van for your family? You could put the remaining \$20,000 in the bank where it would be safe." John's endodynamic character kicks in and suggests buying a car for \$2,000 and investing the remaining money to purchase multiple sports cars in five years if he wishes. Of course, this plan involves John driving a junky car for a while, which is a concept that does not readily appeal to him. What does John decide to do? Every time he comes close to arriving at a decision, he struggles with the conflicting priorities of the other two characters. He is unable to settle on a course of action. This convoluted decision-making process is typical for all double- and triple-sided characters.

This creates stress because John Optimax has exhaustively evaluated all three options. He has no idea which one he wants to choose. In this example, the issue is \$50,000 and a new car. The scenario may be just as easily recreated over something as trivial as a cup of coffee. The exodynamic John prefers cappuccino. The static wants to order a regular coffee. The endodynamic side decides to ask for water because it is free of charge. While someone with a triple-sided character is often plagued during decision-making, the same trait may be a powerful tool in business dealings. John may exploit his exodynamic nature when making a sales pitch, rely on his endodynamism in closing a deal, and fall into his static mode when home with his family. The price that he pays for this versatility is the stress he encounters every time he makes any decision.



3.1.5. Biological Age versus Emotional Age

Emotional age reflects the dynamism of human character and makes it easy to understand its behavioral characteristics.

A person's biological age is in most cases different from their emotional age. For example, a person at the biological age of 65 may have an emotional age of 19, making that person exodynamic. An emotional age of 19 leads to feelings and behaviors that are often typical of a teenager. This discrepancy between biological and emotional age is not a negative thing, as long as a person:

1. understands it
2. accepts it
3. acts according to preferences consistent with their level of dynamism

Thus, every person's character system has two clocks: biological and emotional. Each one measures time progression, always in the same direction but not necessarily at the same speed. Any effort to stop the clocks or change the speed or direction is useless.

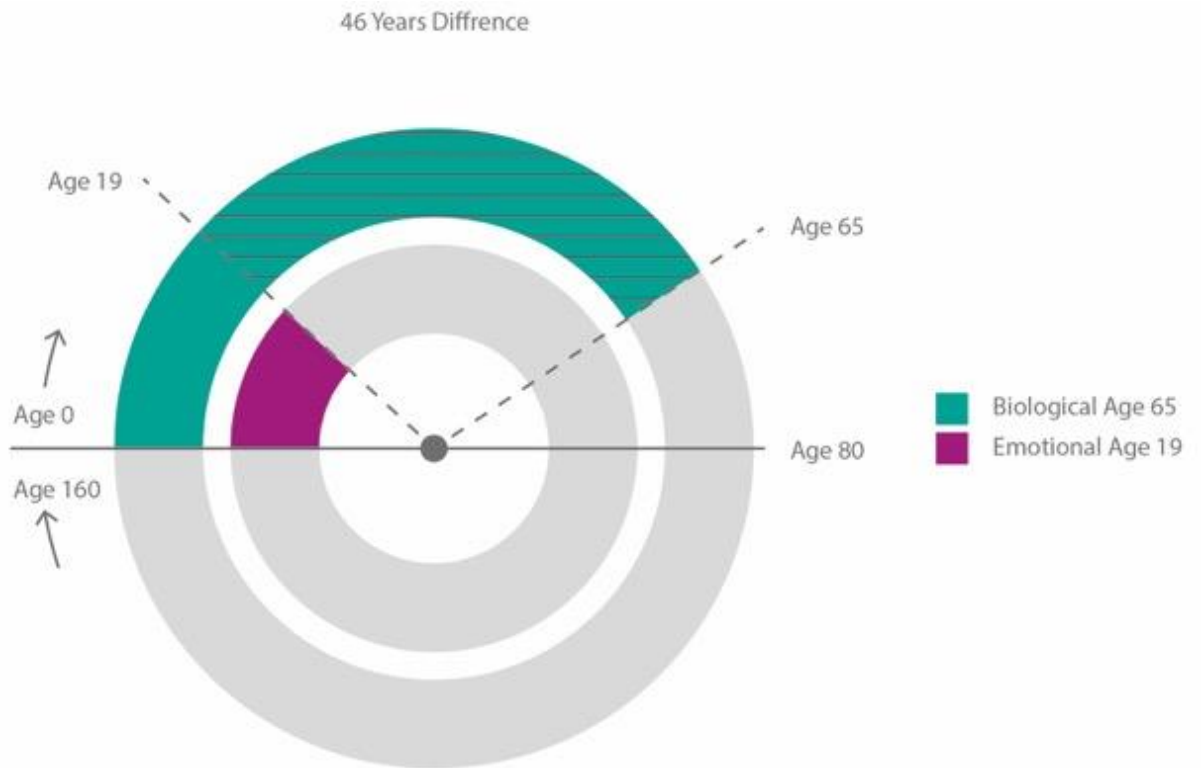


Fig. 8. Biological versus Emotional Age



3.1.6. Role of Dynamism in Communication

Dynamism is one of the most essential character parameters responsible for effective communication

(besides intelligence, memory, tolerance, and persuadability).

There are three main aspects of effective communication listed below:

3.1.6.1. Conveyance of Information

The greater the dynamism, the less accurate the information.

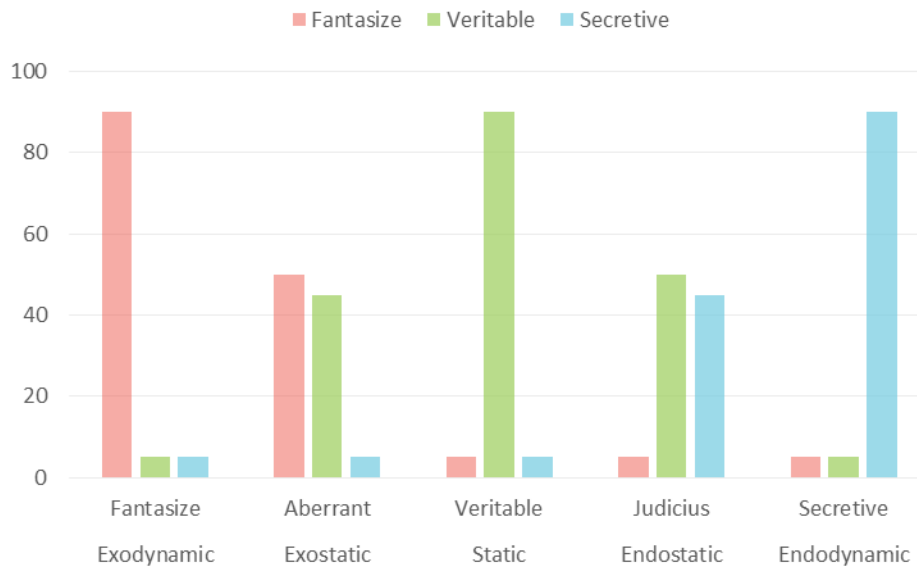


Fig. 9. Conveyance of Information Concept

3.1.6.2. Abundance of Information

The greater the dynamism, the less information is being released/shared.

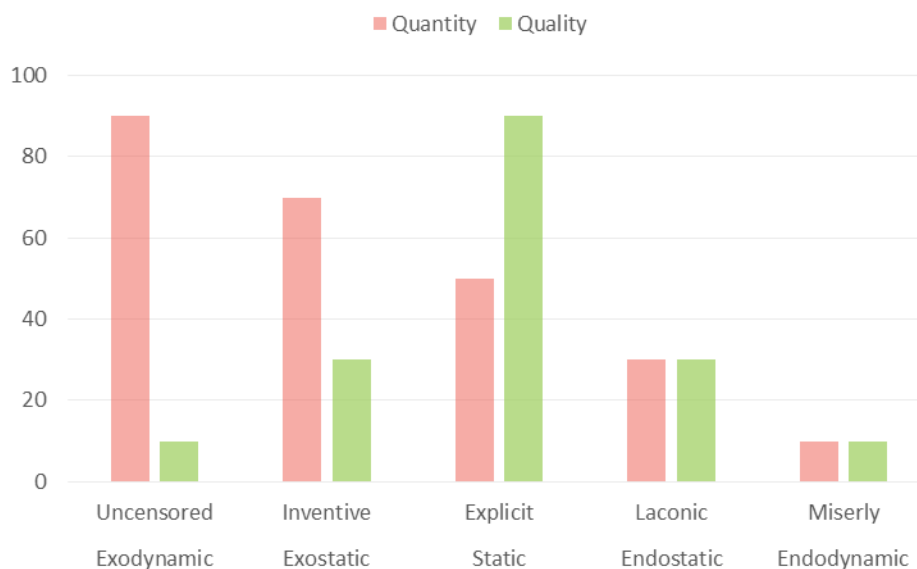


Fig. 10. Abundance of Information Concept



3.1.6.3. Receiving Information

The greater the dynamism, the less information is being released/shared.

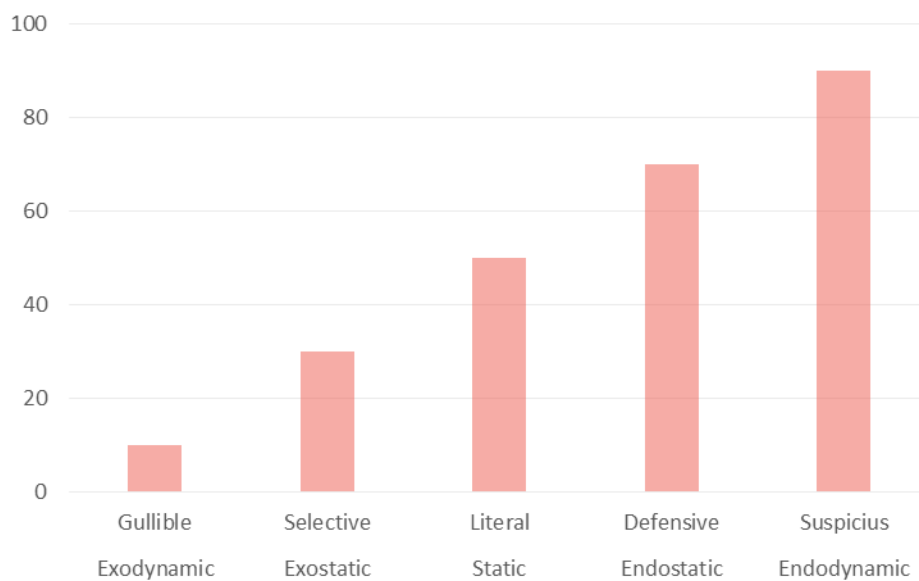


Fig. 11. Criticism of Information Concept





3.2. Compliance

Tolerance and persuadability are components of compliance, determining a zone beyond which stimuli are rejected.

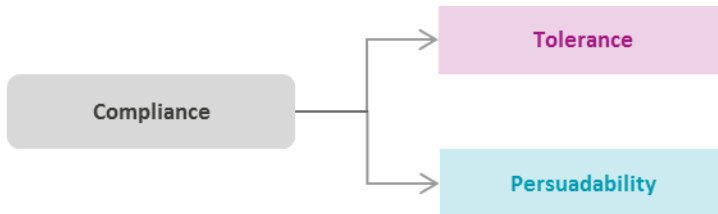


Fig. 12. Compliance

3.2.1. Tolerance

The degree and means of the voluntary acceptance of situations and behaviors.

People with a high tolerance agree with most situations or statements and often have a problem saying no or refusing.

For example, a person with a high tolerance can easily agree to lend money while not having enough for their own personal needs. After agreeing, this person may experience internal stress associated with this decision. In contrast, a person with a low tolerance usually says "no" and struggles to say "yes" initially.

Tolerance is an emotional response, which is very hard to control.

3.2.2. Persuadability

The tendency to alter personal opinion under the external influences of physical or verbal pressure, i.e., subjected to persuasion, argument, confrontation, liability, penalty, etc.

Persuadability is an intellectual response where a person obtains more information on the topic to make the right decision. A person with high persuadability is open to arguments and easily changes their mind when they hear a convincing one. On the opposite side, a person with low persuadability is difficult to convince to change their opinion or decision, which is interpreted as stubbornness.

Summarizing in simple conclusion – tolerance is an emotional reaction, and persuadability is an intellectual reaction.

As humans, we strive for balance; hence, when someone has a very high tolerance, they usually have a very low persuadability. Similarly, when a person has zero-tolerance, they must have high persuadability. It is necessary to find a place in society and be able to get along with others.

If a person were to have both a very low tolerance and susceptibility, they would be in conflict with everyone, always and everywhere. Consequently, this could end in complete isolation from society.

4. Information Parameters

4.1. Intellectual Level

The combined effect of intelligence and memory.

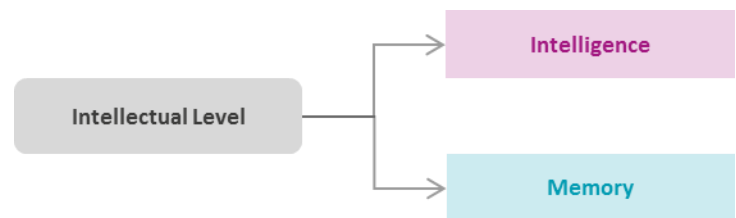


Fig. 13. Intellectual Level



4.1.1. Memory

The ability to retain and recall information.

Proper memory management is far more crucial than the capacity to memorize information in general. "Ten years ago, I had a fantastic memory, but now I seem to forget even the simplest of things!" is a common complaint. In this case, the capacity for the recall of information is likely still intact. Retaining information is hindered because memory is overloaded with trivia like names, dates, or other irrelevant data.

Think of memory as a box with a finite capacity. Once the memory box is full, it cannot hold any new information, so the information is rejected and forgotten.

4.1.2. Intelligence

The ability to create, transform and interpret information. The ability to make connections between different stimuli.

When intelligence is used as a filter, only the information deemed as necessary is accepted into the memory box. The rest may be easily written down or otherwise stored outside the brain. Intentional use of intelligence increases memory capacity by facilitating more effective use of memory retention and recall. This simple technique enables individuals with an average memory capacity to minimize or eliminate associated stress and optimize their performance even beyond individuals with higher memory capacities.

4.2. Creativity

The ability to channel information into original thought or action.

A portion of the total energy of the human system is devoted to the purpose of creativity. Creation is different from re-creation. A person whose creativity is merely recreational cannot make anything new or unique, instead just copying or revising existing work. Everyone expresses their creativity naturally and according to their

character type, which changes over time. Attempts to channel this energy in any other way are fruitless. The metamorphosis of a creative type always begins with the creation stage, which changes to interpretation and then recreation and finally ends with reproduction. This transformation never occurs in the opposite direction. It is impossible to eliminate or pass over a stage because this parameter is intimately linked with dynamism development.

An example from the fine arts is Pablo Picasso. His creative work began as abstract paintings and developed into interpretive renderings of more realistic paintings and sculptures. However, Picasso never reached the reproductive stage where his creative energy would have been channeled into creating repetitive, perfectly realistic works. This demonstrates that an individual doesn't need to reach the end stage of creative development in their lifetime.

4.3. Preferences

Interests, talents, passion, and competence are the preferences (priorities) at different levels.

4.3.1. Passions

Suppose a strong interest is paired with a strong talent in the same field. In that case, it's called a passion which manifests itself through experiencing emotional pleasure and satisfaction from performance.

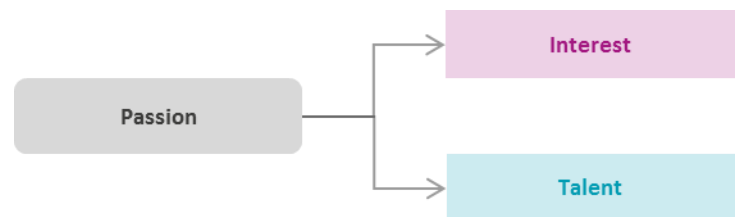


Fig. 14. Passion

A gold thought from the ancient philosopher Confucius captures the essence of passion, **"Choose a job you love, and you will never have to work a day in your life."**



4.3.1.1. Interests

Interest is deriving aesthetic pleasure from an object or an activity. Implies enjoyment rather than innate ability.

For example, it is possible to have an interest in singing without any vocal talent. Such an individual may rival Luciano Pavarotti when alone in the shower, but it is best to refrain from subjecting anyone else to their performances. An interest alone may be used to direct hobbies but never professional activities. It would be acceptable for an individual with a mere interest in sports to participate in house league hockey. However, aspiring to play in the NHL will likely incur much stress, disappointment, and frustration while wasting precious time, energy and effort. High-caliber athletes require both an interest and a talent for sports.

The graph about Major Interests is the only figure in this report whose scale ranges from -100 to +100. The balance between interests and disinterests are depicted in this way for ease of decision-making. An ideal picture is one of a few extremely high-interest scores near +100 and a few scores near -100 to indicate extreme disinterest.

Such strong reactions to the assessment stimuli make it readily apparent what someone loves and hates and what protective measures they need to employ against stress. Conversely, parametric scores in the mid-ranges (i.e., +20 to -20) indicate that a person's feelings about the assessment stimuli are unclear. Such ambivalence is a potential cause of stress because daily decisions regarding what attracts and repels you consume excessive time and energy.

4.3.1.2. Talents

An affinity for a specific type of activity. An individual identified as talented in a particular area enjoys the associated activities and has an innate ability compared to the general population.

The graph in the report about Major Talents shows only the top 20 talents as ranked from among more than 200 possibilities.

The entire listing of talents and scores is available upon request. Psychocybernetics can add items to the talents listing with the provision that suitable definitions exist.

Just fifty years ago, no one would have bothered to inquire about a talent for computer science. In today's technologically driven society, this type of information is of great value.

4.3.2. Competencies

Effective implementation of tasks or activities in a specific area.

When we add an intellectual level (intelligence + memory) with passion (interest + talent), we talk about competency. Competency with a high value is a guarantee for achieving success in a particular area.

Competencies are used to build mathematical models that aid in the hiring and selection process, candidate performance verification, determining career orientation, and choosing the direction of education.

Competencies are not something you acquire or learn. You either have competencies in specific areas, or you don't. A competency is something that you are born with and will have for the rest of your life, as long as there are no changes in the brain.



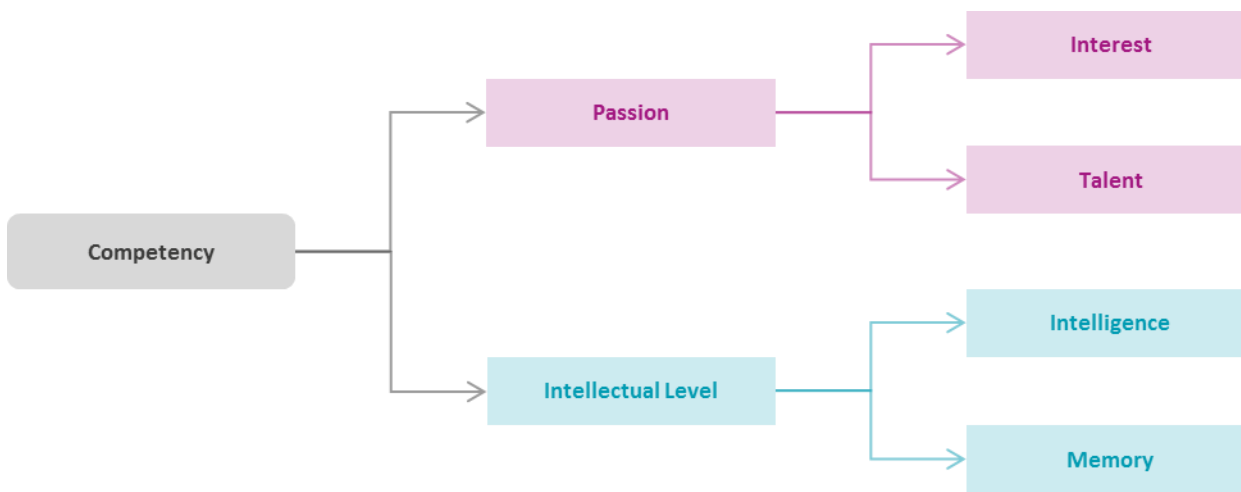


Fig. 15. Competency

5. Major Potentials

Potential is a mathematical model that can be applied to a particular situation, function, career, etc. The scores of a few parameters are represented by a single value, which describes a potential in a given area. An individual's character can be made to fit a mathematical model. This process objectively identifies strengths and weaknesses in a character to optimize individual performance. Psychocybernetics capitalizes on strengths while compensating for or transforming weaknesses into positive traits.

A Potential score of 40 or greater is sufficient to recommend pursuing a career in that area. Obtaining a score over 90 is nearly impossible. Within this collection of a few parameters, every individual will have their own particular strengths and weaknesses, as indicated by high and low scores, respectively. Generally, a couple of low scores usually occur in the presence of extremely high scores. Too many very high scores indicate internal stress because of the "competition" between the extreme parameters. An individual can't be highly proficient in all areas. For example, people are rarely oriented to mathematics and humanities at the same time.

Similarly, an innate capacity for sales is generally mutually exclusive to a natural ability as a senior executive. Success in sales requires that an individual have an out-going character. In contrast, success as a senior executive demands a more set approach to relationships and situations. Each character type is represented by an entirely different position on the same linear scale.

There are seven General Potentials in which most people are interested, and dynamism can also affect them. Let's use this question as an example: "Do I have the potential to be a good salesperson, manager, or businessperson?" People Handling, Sales, and Marketing Potential are associated with a more exostatic or exodynamic orientation. Static characters gravitate towards a high Management Potential. An individual with an endodynamic or endostatic character tends to have elevated scores in the Business, Leadership, and Senior Executive categories.

Nevertheless, having an endostatic or endodynamic character does not necessarily exclude an individual from having People Handling Potential. Instead, the Potential Indices merely suggest that this particular character is more amenable to Business, Leadership, and Senior Executive duties. Adding a high People Handling Potential to this package may yield a successful Senior Executive. The Potential Indices illustrate how proficiency in specific areas varies directly with the character of an individual. Having a high Marketing Potential will enhance the performance of an endodynamic Vice President, but a low Senior Executive Potential means that they will be subject to external environmental stress - conflict between character and position. Possessing a high Intellectual Level or potentials in other areas may afford a modicum of success to this Vice President for a time. Still, sooner or later, the system will fail.



This failure may manifest itself in the physical subsystem as a heart attack or too high blood pressure, or in the psychocybernetical subsystem as undue stress or depression.

Healthy performance and success in a particular area depend on the individual strength of three components of character: interest, talent, and character type. An exceptional business leader must have a strong interest and talent in business and an endostatic or endodynamic character.

A high Business Potential suggests that the individual has the desire and the required tools to do business. Individuals with an exodynamic or exostatic character who score well in Business Potential may also experience success in this area because they view business as a challenge. An exodynamic businessperson can accept risks very easily as part of the challenge of doing business. Endostatic or endodynamic businesspeople, by contrast, seek to minimize or at least carefully calculate risk.

6. Stress

Understanding the element of stress within this psychocybernetical model of character is essential. No one is entirely free of stress. We are all faced with problems of varying magnitudes. Traditional methods seldom seek to understand the mechanism of stress. Instead, they attempt to establish balance within the system by using, for example, medications. Psychocybernetics can often identify the source of the stress and propose strategies to eliminate, minimize and prevent stress from occurring. There are two types of stress: internal and external.

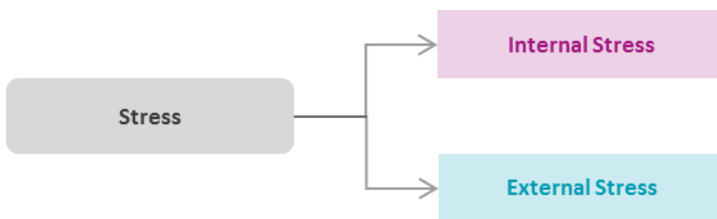


Fig. 16. Stress Structure

6.1. Internal Stress

Internal stress refers to conflicts that arise among character parameters and is more complex. It has already

been mentioned that dynamism can generate some stress (see page 11). The sources of high stress levels are double, triple-sided dynamism and the transition between classes of dynamisms. The transition time is a temporary double-sided character-related stress which will disappear once the transition is complete.

Another source of stress may be the internal conflict between an individual's dynamism and talents. A successful businessperson must have a dynamism that is oriented towards business. This means that endostatics and endodynamics have an interest in and a talent for business. What happens if one of these critical elements is missing? An endostatic or endodynamic may not have the required aptitude for business. So, this individual enjoys doing business but does poorly because they simply lack the practical skills to succeed. Another conflict-creating possibility occurs when an exodynamic or exostatic has a talent for business. This individual will have all the necessary tools to conduct business and will know how to use them effectively, but completely lack any interest in this area. If pushed, this person may become highly successful in business but will continue to be motivated by the challenge involved and not the profit.

6.2. External Stress

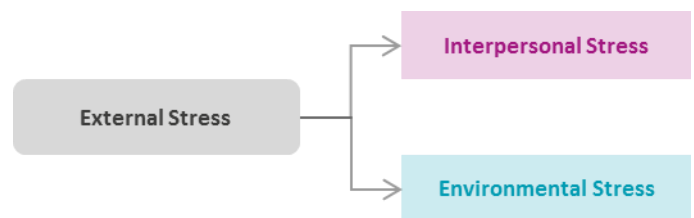


Fig. 17. External Stress

External stress has two components - interpersonal and environmental. Interpersonal stress occurs when there is a conflict between two individuals, an individual and a group, or two groups. Environmental stress occurs in the conflict between character and home,



character and the workplace, and character and hobbies, friends, personal activities.

The Optimax Life Balance Assessment could evaluate the external stressors and their level.

The Character Assessment report will discuss the complexity of our stress, the impact and formation of our character, and the mechanisms that govern it. It will also give you methods for dealing with that stress and how it relates to your character. However, we must remember that stress is an integral part of our lives and is not very harmful. The harm comes from the inability to identify the source of the stress and deal with it.

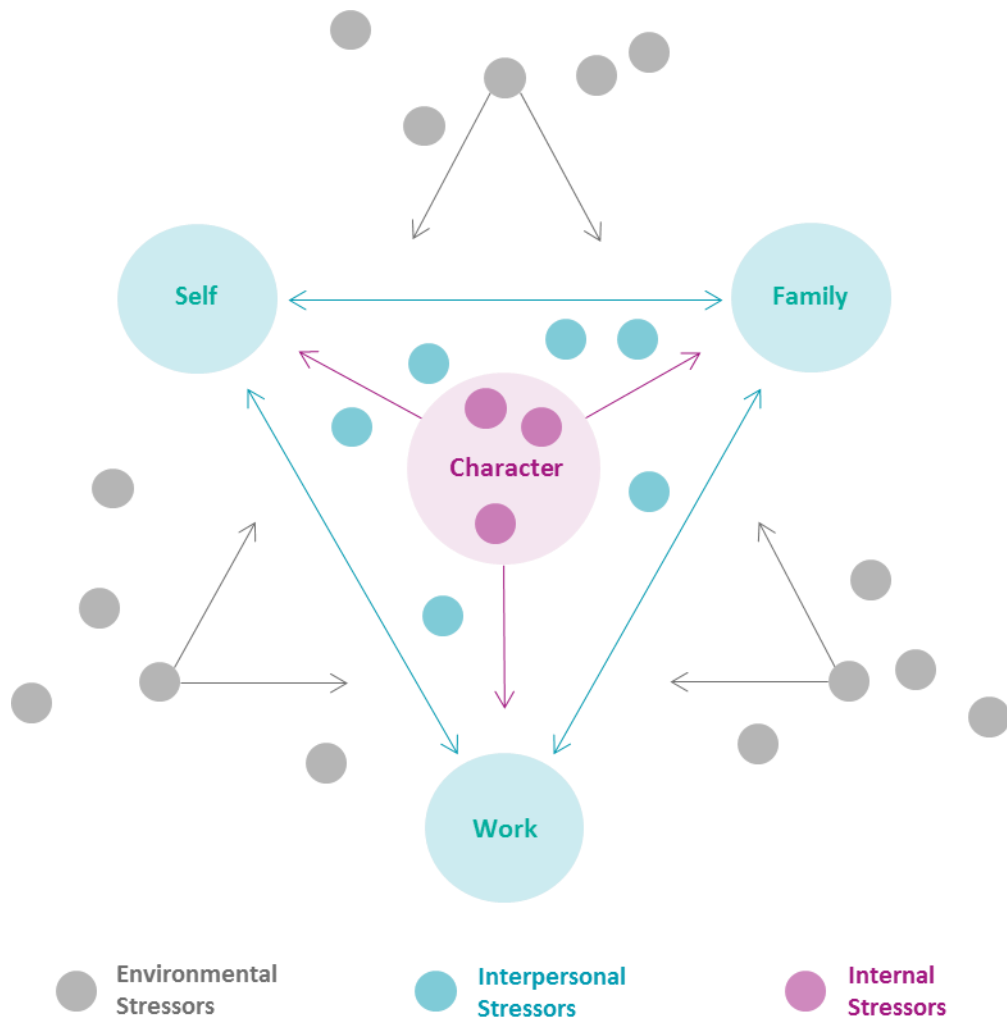


Fig. 18. Stressors



V. QUESTIONS AND ANSWERS

What are the benefits of taking the Character Assessment?

- Knowledge and a better understanding of your character
- The discovery and understanding of the mechanisms controlling humans
- Understanding intellectual potential (intelligence, memory, creativity)
- Learning how to consciously manage new and often stressful situations
- Understanding what is driving your decisions
- Understanding the sources of conflicts and problems in communication with others
- Learning how to improve communication and build better relationships
- Identification of the sources of internal conflict leading to an increase in stress
- Acquisition of knowledge about your dynamism and its changes (energy level, emotional maturity, and value system)
- Understanding your strengths and weaknesses
- More realistic self-image (adequate self-esteem)
- Understanding and acceptance of the motivators and "anti-motivators."
- Systematization of the strongest interests, talents, passions, and competences
- Acquisition of knowledge, which will increase effectiveness and satisfaction in all areas of life
- Achieving balance in personal, family, and professional life

Does the character change?

- Yes. Character changes naturally and without any human intervention
- Changes in character cannot be prevented from occurring
- The timing and nature of changes in character are predictable

Is it possible to alter your own character?

- No. You cannot change your character
- Knowing your character will not create any changes

- It is pointless to expend energy on determining what kind of character is most desirable to possess
- Struggling against the kind of character you are can be very exhausting

Is it possible to alter the character of another person?

- No. It is not possible to change someone else's character
- It is impossible to force someone to change their character
- It is pointless to attempt to change the character of another person
- It is pointless to assign blame to others because of their character
- Rebuking others for their character is fruitless because they did nothing to acquire it, and they have no power to change it
- Acceptance is the only action that you can take towards another person's character

Is it possible to shape a child's character?

- No. Children are born possessing their character
- Children are established persons and not potential persons and therefore have an established "character"

How can interpersonal relations be optimized?

- Characters in the context of relations are considered to be neither good nor bad but simply as compatible or incompatible
- A character, which is incompatible with one partner, may be perfectly compatible with another partner having a different character
- Character differences between two people may wax and wane according to individual character development
- Character differences may only be completely eliminated by finding another partner who possesses a compatible character
- Knowledge of a partner's character does not eliminate character differences but facilitates gaining an understanding of the basis for their



decisions. This allows partners to learn to live with these differences.

- Struggling with inconsistent characters will not resolve the differences but magnify them

Is it possible to adjust character to suit different situations?

- No. It is not possible to manipulate character
- It is necessary to alter the situation to avoid conflict between character and environment
- Knowledge of your character enables you to adjust your environment most appropriately

How is stress relieved?

- Determine the mechanism of stress
- Diagnose the source of stress before beginning treatment
- Treat the cause of stress rather than its symptoms

How do energetic parameters contribute to the character?

- The balance of energy in every system is in a constant state of flux. Every human has an overabundance of energy at the beginning of life. This energy is utilized to maintain the trajectory of development.
- This energy is a finite quantity that may eventually be depleted. When the system's energy is precisely balanced at point zero, the individual is expending the same amount of energy they consume.
- When the organism is experiencing an energy deficit, it is possible to recharge the system with energy from the environment without the organism having to process it by implementing sociological power or position.





VI. GLOSSARY

active acting	The art and technique of portraying a fictional, historical, or contemporary character to a live audience, on film, or television
agriculture	The science and art of farming; work of cultivating the soil, producing crops, and raising livestock
archeology	The scientific study of life and culture of the past, especially ancient peoples, by excavating ancient cities, relics, artifacts, etc.
architecture	The science, art, or profession of designing and constructing buildings, bridges, etc.
astronomy	The science of the universe in which the stars, planets, etc., are studied, including their origins, evolution, composition, motions, relative positions, sizes, etc.
anti-motivators	Those forces, stimuli or influences, which produce a cessation or alteration of action in a negative direction
automation	The elimination of the human element from the routine or repetitive operation of equipment, processes, and systems
biological age	The amount of chronological time that an individual has existed since birth
biology	The study of living organisms, which includes botany, zoology, etc.
botany	The branch of biology that studies plants, their life, structure, growth, classification, etc.
business	The activities and financial transactions governing the purchase or sale of commodities, services, ideas, or concepts
caring	The act of discerning the need for and providing aid, assistance, comfort, or empathy.
character	The ensemble of rigid control parameters (it is not to be confused with the psychological term "personality" relating to symptoms of human behaviors, not its source). The rigidity of control parameters means that nobody's character can be changed by compulsion or persuasion, or even self-persuasion
chemistry	The study of the properties, structure, composition, reactions, and transitions of matter
coaching sports	The act of training or instructing athletes to optimize performance in aspects of physical and psychocybernetical preparation, techniques, tactics, and strategies



commerce	The study of the sale, purchases, and exchange of ideas, concepts, services, or goods
competency	Effective implementation of tasks or activities in a specific area
competitive sports	Participating as an athlete in physical activities with a competitive outcome at a professional level
compliance	Tolerance and persuadability are components of compliance, determining a zone beyond which stimuli are rejected
creating music	The composition, arrangement, or performance of vocally-, instrumentally- or electronically- produced sounds having melody, harmony, or rhythm
creative writing	The art and technique of recounting real or fictional situations or behaviors in written form
creativity	The ability to channel information into original thought or action
cybernetics	The interdisciplinary science dealing with communication and control systems in living organisms, machines, and organizations
dancing	The art and technique of expressing emotion through a series of body movements and steps, which are usually set to music
designing	The art and technique of creating and rendering original plans, patterns, or arrangements of objects. Includes couture, interior decor, landscaping, architecture, etc.
didactic	The implementation of theoretical methods in teaching and conveying instructions and information. The study of the teaching process
drawing	The art and technique of rendering images on a one-dimensional surface using the media of pencil, chalk, crayon, etc.
dynamism	The ability to create and transform energy. Determined by the relationship between the accumulation and dispersal of energy by an individual. Depicts a range of natural trends, attitudes, and aspirations
economy	The study of monetary and social relationships within the context of individuals or groups
emotional age	A representation of the overall emotional profile of an individual. Dependent on the energy level of the system. Represents the age of an individual who is developing at an average pace for a given level of maturity



engineering	The study of experimental design and the practical application of scientific knowledge to mechanics, chemistry, physics, biology, agriculture, etc.
ethnography	The study of different cultures based on social structure, language, religion, etc.
fine arts	The creation of objects of aesthetic value. Includes drawing, painting, sculpture, and ceramics
geography	The descriptive science dealing with the surface of the Earth, its division into continents and countries, and the climate, plants, animals, natural resources, inhabitants, and industries of the various divisions
geology	The study of the structure, origin, and natural history of Earth as recorded in aggregate rock formations
handicraft	Work done or articles made by manual skills. Includes sewing, knitting, embroidering, etc.
handyman	A person who can manufacture items without the implementation of electrical, mechanical, or other powered devices, Includes woodworking
history	The study of past events, both recent and ancient
inflexibility	An uncompromising attitude by which situations and behaviors fail to be accepted even under direct pressure
intellectual level	The combined effect of intelligence and memory
intelligence	The ability to create, transform and interpret information. The ability to make connections between different stimuli
interest	Interest is deriving aesthetic pleasure from an object or an activity. Implies enjoyment rather than innate ability
IT (Information Technology)	Performers of high-speed mathematical and logical operations using electronic equipment and programs that assemble, store, correlate, and process information
languages	The ability to understand and implement the sentence structure and vocabulary of various social groups to express thoughts, ideas, and feelings verbally or in written form
law	All the rules of conduct established and enforced by authority, legislation, or custom of a given community, state, or other groups



leadership	The ability to effectively unite, motivate and direct the corporate action of a large group of people towards a common goal
logic	The implementation of correct reasoning. The study of distinguishing between valid and invalid arguments
management	The ability to discern and execute the action or series of steps required achieving desired results most efficiently by a small group of people, i.e., earning maximum profit in the shortest possible time while incurring minimal expenses
marketing	The collection of processes and techniques by which goods, services, ideas, and concepts are presented to the consumer. Includes promoting, advertising, packaging, demonstrating, selling, transporting, etc.
mathematics	The study and expression of the relationships between quantities, magnitudes, and forms as represented by numbers and symbols. Includes algebra, calculus, geometry, etc.
medicine	The science and art of protecting and improving health. Includes preventing, diagnosing, and curing disease and injury
medical sciences	The study of health, disease, and injury. Includes physiology, anthropology, anatomy, biochemistry, biomechanics, etc.
memory	The ability to retain and recall information
motivation	The application of forces, stimuli, or influences which results in the initiation or alteration of action in a positive direction
motivators	Those forces, stimuli or influences, which produce an initiation or alteration of action in a positive direction
music listening	The appreciation or critique of vocally, instrumentally, or electronically produced sounds having melody, harmony, or rhythm
natural sciences	The study of the forces which govern the physical environment, i.e., the Laws of Nature
nursing	Caring for the diseased, injured, or disabled under the direction and supervision of a physician
organizing	Systematically creating and executing a plan for the ordering of objects, people or events according to a desired structure or function



painting	The art and technique of rendering images on a surface using the medium of paint
passive acting	The appreciation or critique of theatrical performances on stage, film, or television
passive literature	The appreciation or critique of written works
passive sports	Participating as a spectator, coach, manager, referee, or support staff in physical activities with a competitive outcome at a recreational or professional level
passion	If a strong interest is paired with a strong talent in the same field, it's called a passion which manifests itself through experiencing emotional pleasure and satisfaction from the performance
pedagogy	The science and art of teaching
people handling	The ability and means by which an individual manipulates or maneuvers among other individuals or a group of people, which is united by character, culture, tradition, kinship, etc.
persuadability	The tendency to alter personal opinion under the external influences of physical or verbal pressure, i.e., subjected to persuasion, argument, confrontation, liability, penalty, etc.
photography	The art or process of producing pictures and images of objects
physics	The study of the properties, changes, and interactions between energy and matter
playing instruments	The art and technique of producing sounds with musical instruments
politics	The discernment, analysis, or exploitation of the complex relationships between individuals and groups of individuals
psycho cybernetics	The interdisciplinary science that delves into the complexity of the interactions within the human system
psychology	The study of human or animal behavior
recreational sports	Participating as an athlete in physical activities with a competitive outcome at a recreational level



sales	The process of selling, purchasing products and services on a large scale within the context of a store or a designated territory
sculpturing	The art and technique of creating three-dimensional figures or forms through carving, welding, casting, or modeling
senior executive	Requires the ability to employ the appropriate blend of leadership and management skills within the framework of an established organization to achieve positive results
singing	The art and technique of producing acoustically pleasing sounds with the voice
social sciences	The study of human relationships and interactions within the context of individuals or a group. Includes sociology, psychology, political science, economics, history, anthropology, etc.
storytelling	The art and technique of verbally recounting real or fictional situations and behaviors to an audience
talent	An affinity for a specific type of activity. An individual identified as being talented in a particular area both enjoys the associated activities and has an innate ability for them as compared with the population at large
teaching	The action or practice of providing instruction. Facilitating the retention and application of new knowledge and skills
tolerance	The degree and means of the voluntary acceptance of situations and behaviors
veterinary	The branch of medicine dealing with the prevention and treatment of diseases and injuries in animals, esp. domestic animals
zoology	The branch of biology deals with animals, their life, structure, growth, classification, etc.