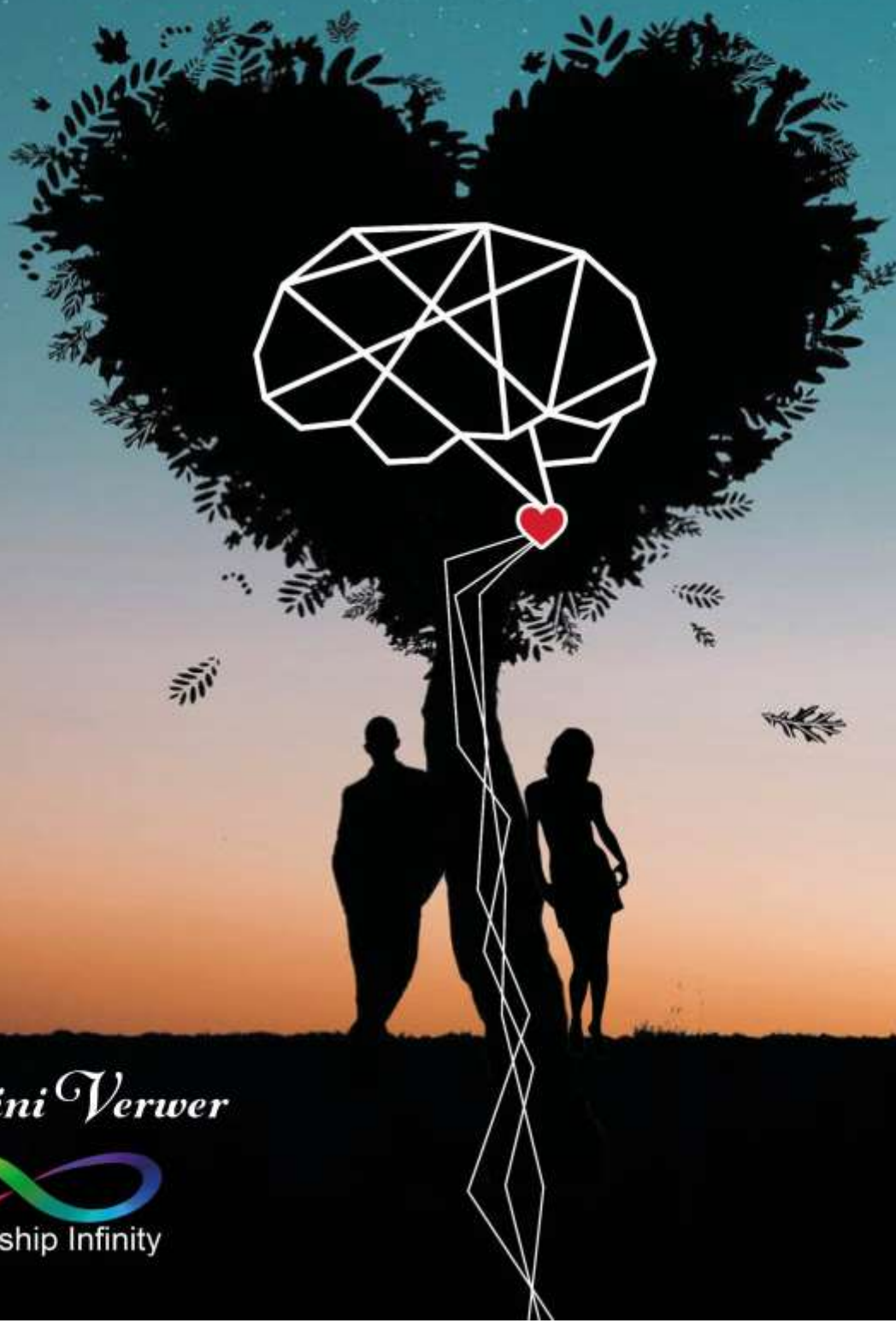


Understanding People

ENHANCE ALL YOUR RELATIONSHIPS



Dr. Arini Verwer



Understanding People

Enhance All Your Relationships

Discover your Social Brain Mode

Dr. Arini Verwer

This is a FREE e-book; please pass it on to anyone you think might also benefit from it.

This introductory e-book provides insights into answering the following questions.

- *Why does my partner react this way?*
- *Why does my partner misinterpret me?*
- *What is my partner thinking?*
- *What does my partner value?*
- *How can I get my partner to listen to me?*

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Introduction

Most people dream that when they grow up they will have a happy relationship which will last forever and they will live happily ever after. That is, what the movies have lead us believe, is possible. In movies they let you believe that it requires no effort; we just have to choose the right person: the “ONE” that will be perfect for us. If we then have problems we think that the person we choose has not been suitable and is the wrong one. We move on once again looking for that perfect person, only to find that this pattern repeats itself time and time again.

We are very good at beginning the dream and we feel such joy and love when we believe we have found the perfect partner. Then life happens and it does not always go to plan. What fascinated us to begin with, now becomes the source of misunderstanding and frustration. What you are saying is not how it is interpreted; feelings of love are eroded away when you have a major disagreement. We blame and shame the other for their behaviour and think how could we have got it so wrong, and the person we discover does not look like the person we did fall in love with. “I certainly have not changed, so they must have changed because I do not recognise them anymore!”

So what has really happened?

If we understand that marriages or significant relationships are a lifelong workshop and not an art gallery to be admired, we would approach our relationships very differently. We connect together to help each other grow and to fulfil our potential as human beings and to bring forth the next generation ideally in an emotionally stable and safe environment so they too can be the best they can be.

The modelling of parents shapes the lives of their next generation. We look back at our own upbringing, often reflecting that we will not do what our parents have done, or if we had a wonderful upbringing we repeat what worked for us. Knowledge is power! It gives you an opportunity to consciously work on your relationships so each can experience long-lasting happiness and fulfilment. To get to that state means we may have to go through pain and suffering as we grow together and to realise it is only a stage of the development of any of our relationships. We grow at different rates but each need support and encouragement to undertake the journey; we can do it the hard way by trial and error, and hope our relationships survive; or we can have a Relationship Coach, just as elite athletes have a sports coach to help them perform at the optimal level of which they are capable.⁰

Having a Relationship Coach is not a common concept. We believe somehow we should just know what to do, and that love will carry us through. For everything else we do need a coach. We understand we need training to be able to do whatever we do to the best of our ability. We do not have to make so many mistakes that we kill off the love we had for each other. Understanding how you are neurologically wired to relate to people, helps you to live your life in a more fulfilled and joyful way, whether you are in a relationship or not. We all have relationships in our lives with family, friends and colleagues. This knowledge applies equally to all our relationships, our close relationships gives us greater opportunities to practice these insights.

I met with a couple before they were married and we looked at the way each person viewed the world, they were still very much in love so continued to progress their relationship. They married and 4 months later they came to me and she said “I hate him, he is nothing like I expected.” I said “what were you

expecting of your husband.” She said he does not come home and discuss world events, what is going on in the Stock exchange and what is happening in the world.” I asked “what did you love about him before you married him.” She said “he was full of fun, he made me laugh and relax.” I asked “why would you expect something different now?”

She was a very worldly lady, these types of events fascinated her, so she wanted her husband to be like her and meet her needs. He wanted her to be like him, this is a natural stage that happens to everyone. We usually attract into our lives a person who is a compliment to ourselves that is what fascinates us about the “ONE.” However every relationship will go through stages. Simply put at first we think that we see things the same way; are they like us?; do they think like me? And now: “Why do they see the world so differently when first we seemed to have similar views?”. It is the process we call “Norming” Then we “storm,” we argue the point as we disagree with their perception and view point and want to correct their perception. Then when we calm down and hope to find peace again we try to find a position somewhere in between, then we “reform” our view point or interaction until we have many more such incidents and we either go our separate ways or we learn to work well in the relationship when we find a creative solution to our different perspectives and find a way to live peacefully and harmoniously together and the relationship starts to “perform.”

How long this process lasts will vary from couple to couple but it need not lead to the type of drama that occurs so frequently in relationships. It is natural to have disagreements but it is how you find solutions to your relationship problems that counts.

Why does this happen to so many relationships and those to whom it doesn't seem to happen say: “We were lucky we picked the right one.”

Know that when you have felt such a strong love for each other initially, you attracted into your life the perfect partner, but nobody has given you the **“Personal Blueprint for Happiness”** to grow your relationship to become the best it can be. We share with you an introduction to the elements that make up this **“Personal Blueprint for Happiness”**. This will give you a “relationship toolkit” with many tools to work with on your relationship and to help you build an ever-lasting relationship where you are both growing and all your personal needs for both of you are being met, creating an emotionally safe environment for you and your partner.

Why does my partner react this way?

What has happened to the couple described in the introduction, can be explained by understanding that there are six different ways our neural circuitry has been connected for us to perceive the world we live in. We usually believe it is all the same way for everyone so spend many hours upset that the other person cannot see it the way we see it, rather than understanding our brains have a different sequence occurring that will interpret the world differently to each other. When our brains are at rest, they are what we call Social Brains, they are constantly interpreting what is happening in the environment and how others are reacting, we do this just for survival to keep ourselves safe. This is called our perception.

Our brains are wired with one of three modes of perception at birth, either in a sensory or kinaesthetic mode, a visual mode or an audio mode. We use all these senses but it programs the way we experience situations. This will act as a filter to the information we receive and in what order we experience life.

Intellectually, we can understand that people see things differently but in the moment when we are being misinterpreted, it takes 1/60th second for our brains to go from our thinking brain to our fear brain and we experience an emotional reaction before we have time to think about how we would like to respond appropriately, which is a learned process of socialisation over a long period of time.

Can you tell how a person's brain has been wired to perceive the world?

What are the keys?

It is much simpler than you think. We find the keys to each Social Brain Mode in our verbal and non –verbal characteristics.

The first clue is to look at hand movements

- In what direction do you move your hands?
 - **Horizontal Plane**
 - These people move their hands from one side to another in a horizontal direction
 - This is a person who has a **Relational Social Brain Mode**
 - They like to interact and relate to others and express their love
 - They use a lot of hand movements
 - They express their emotions easily on their faces and you can easily read them
 - **Vertical Plane**
 - These people move their hands up and down in a vertical direction
 - This is a person who has a **Mind Social Brain Mode**

- They like to think and reflect about issues before they talk about them
 - They use hand movements to give emphasis to a point
 - They have fairly still facial expression when listening, they are hard to read as they show little emotional expression on their faces when they are thinking.
- **Sagittal Plane**
 - These people move their hands backwards and forwards from the body in a sagittal direction
 - This is a person who has an **Action Social Brain Mode**
 - They like to act and do their love
 - They use very few hand movements, only to make a point
 - Their hand movements are slow and soft
 - They look at you with a sort of regarding expression

Depending on a person's Social Brain Mode they will react differently in different situations. There are two types of Social Brain Modes in each category of hand movements.

A person who is relational will often express emotion outwardly such as anger when they do not get their needs met.

A person who is mentally oriented will often not show their immediate reactions and will go inwardly and worry about an incident and feels anxious or disinterested.

A person who is action oriented, when they are upset they will just do and move about to get their needs met.

I am sure you find this fascinating: it will ruin your future visits to the Coffee Lounge. Now you will be looking at people's hand movements and deciding how their brain is wired.

This is only the beginning of the story of how we can understand each other.

Why does my partner misinterpret me?

Each person is unique even though there are only six patterns of perception, as we are talking about the hardware and software of the human psyche. We come from different families, cultures, religions, personalities, and so on, and that is what makes each of us unique. This system is not about temperament and personality it is about how we process information and what information we process based on how we perceive the world around us.

We process information through one of three different domains, either through doing or an "Action" domain, by thinking or "Mind" domain, or via interaction or feeling, the "Relational" domain. This means we use one of these three domains to process incoming information. This is why people having seen the same accident/event reporting it differently as they place different emphasis on different aspects of the information.

How we respond will depend on what part of the brain is engaged first. We have a default setting that will step in and reacts, particularly if under stress. So we will respond from our brain stem though "action" we just do it, or from our emotional or limbic brain though "relating," how we feel about the situation, or from our thinking brain or neo-cortex by thinking first before responding.

How we process information

There are three ways or domains of processing information: thinking, relating or doing or what we are terming here as mind, relational and action as mentioned above. Each of us uses one of these processes predominantly which appears to be inherited and becomes a default setting which operates automatically, whenever we find ourselves in unknown territory or under stress. However, over time we become educated and trained to view the world from a more balanced perspective using all three modes. You will be able to determine your Social Brain Mode by remembering your response to a new situation (or when you were a teenager) - your inherited mode of processing information or inbuilt default setting will be very apparent. We do not usually think about how we process, so you may need to read the next section through several times but you should feel an affinity with the correct descriptor for yourself.

Processing through the use of the mind

If this is your dominant domain: you use thinking as the way to solve problems. Thinking processes involve aspects of looking at the situation objectively and logically, step by step and systematically. You consider the: goals, vision, big picture and structural requirements. You will probably also give consideration to the key concepts, values or principles. This domain will initially dismiss their emotional or intuitive reactions and rely on their logic to assess the situation. This domain will visualise different possible scenarios.

Processing through the relational

If this is your dominant domain: you use your feelings to solve problems. People who process the world through their feelings are often accused of

wearing their heart on their sleeve and being too emotional. Your first consideration will always be how you feel and how it will affect you and those involved. You are highly interactive and enjoy sharing information and feelings; and need feedback from others. You often rely on intuition and creativity or fantasy to resolve issues. You are highly attuned to others and pick up nuances.

Processing through action

If this is your dominant domain: you use action as the way to solve problems. You don't think about it, you just do it. Your first reaction to begin any new project is to work out what has to be done as you go along. This mode of processing uses a pragmatic systems view (what is practical and realistic in a given context) and good for all involved. You look for facts and data. You interpret the world kinaesthetically (you use sensory perception and movement to learn). You problem solve through trial and error and application.

What we selectively process

There are three ways of selecting information to process, simply put: **action (brain stem), relational (limbic brain), and mind (neo-cortex.)** Each mode functions as a different type of filter. Our unique interpretation of what just transpired will be determined by what we focus on (or what we value most, or find most important). It enables one person, so to speak, to give emphasis to the picture and another to the frame. This is what happens when witnesses describe the same incident/event in entirely different ways. According to the sequencing of our neural networks we perceive the world differently.

The action domain of viewing the world

If you most value the action aspects of the world you will use your senses to focus on what is happening around you: what is tangible, evident and specific to your needs. You will be concerned about data and facts. You will notice and place emphasis on the material aspects of your world and the image you create in your physical space. You will be well organised and focused on how things are working and functioning at the practical level. In relationship to time, you are predominantly interested in the present.

The relational domain of viewing the world

If you most value relationships you will be attuned to seeking connections between people, things and ideas. In this domain you first absorb what is happening around you, without differentiation. Using the analogy of a tuning fork: if one tuning fork is aligned to another it will reverberate to the same note. It is a form of intuiting or emotional resonance. You need time to process all the data you have attuned to and its implications before arriving at a decision. In relationship to time, you are predominantly interested in the past and present and immediate future.

The mind domain of viewing the world

If you most value ideas you will use your mental processes to envision, analyse, synthesize and conceptualise. You are objective: weighing one idea against another or evaluating new ideas and concepts in order to find effective and efficient solutions. If you view the world from this domain you need a lot of mental stimulus and challenges and process information very quickly. You have a conceptual memory and enjoy maps, diagrams and figures to represent

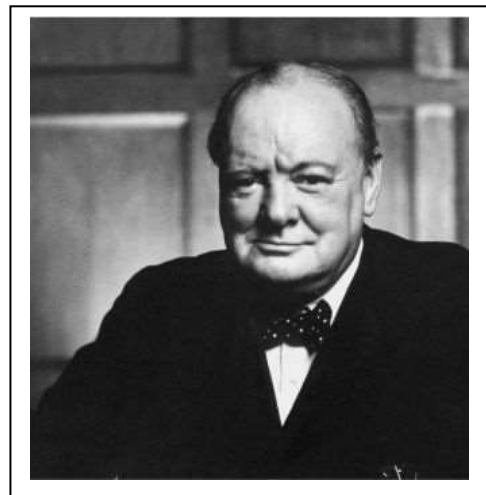
relational ideas. In relationship to time, you are predominantly interested in the future.

The colours of the rainbow have been used for simplicities sake to identify each of the different combinations so that when we have integrated our different modes it is like white light we all can become integrated in the way we process information and communicate with others.

The six combinations are:

Action/Relational (Red)

An example of a red Social Brain Mode is Winston Churchill.



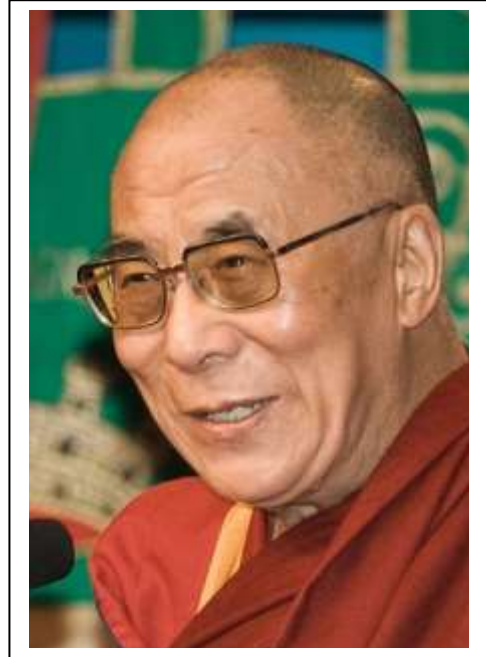
Relational/Action (Orange),

An example of an orange Social Brain Mode is Merrill Streep.



Action/Mind (Yellow),

An example of a yellow Social Brain Mode is Dalai Lama.



Mind/Action (Green)

An example of a green Social Brain Mode is Her Majesty Queen Elizabeth II



Mind/Relational (Blue)

An example of a blue Social Brain Mode is Past President Barack Obama



Relational/Mind (Purple)

An example of a purple Social Brain Mode is Past First Lady Michelle Obama



Remember the first word is how you process the world and the second part is what you process in the world, or your lens you see the world through.

Which of the six social brain modes you are can be determined by understanding a set of characteristics, of how we react and conduct ourselves. You can work this out once you know how, within a couple of minutes of meeting a person and the system helps you to communicate in their style that their brain is comfortable with.

You usually attract into your life a person who is a different Social Brain Mode to yourself as they are a complement to you to make a unified whole. Your friends are frequently the same as you or very similar. We inherit two of the three ways of processing and responding and need to acquire strengths of character in the area we do not naturally inherit. So our partner usually has those characteristics we do not have naturally, which we find at first fascinating, and later highly irritating as you criticise each for the lack of these in each other. The purpose of your relationship is to help each other in life and to learn from each other to create unity and harmony and usually develop a family life.

When we do not understand our own social brain let alone our partners we constantly misinterpret what they are meaning and saying. Once you know that you are in each other's lives to help each other to grow, you can start to learn from each other's strengths.

We can help you to learn about each other's strengths and how you can be a complement to each other, this is what the free webinar and the subsequent webinar program focuses on so you can personalise the program to your own Social Brain Mode and find relationship solutions.

There is no wrong combination Social Brain Modes between you and your partner. They are all perfect; it just requires different strategies to work with each Social Brain Mode depending on the combination. It is like having a map of Melbourne to find your way around Sydney, you need a map of Sydney to navigate your way through Sydney. It is like learning six different ways of speaking the same language, once you learn how, it is much easier and the answers lie in each other, but you have to know what questions to ask.

What is my partner thinking?

You may not guess exactly what your partner is thinking with this system but you can work out how they are perceiving the world. It is like you can very accurately step into their shoes. This process of understanding a person's Social Brain Mode is a tool of perception, which current approaches have not explored to the degree we have understood how a person might be thinking.

When we know how a person perceives the world, for example, if they process through doing or action we would use questions of interaction such as "What

did you do today?” If they process through feeling you would say “How are you feeling today, did you have a good time with your friends.” If they process through thinking you would say “What happened today.” So it is not too emotionally invasive.

If you use the wrong set of words it takes a while for their brain to process or you will get a one-word answers. How often do children come home from school and give you a one-word answer, when you use the right combination they can immediately relate to what you have asked them. I said to my granddaughter on her first day of school, “How was your day,” she said fine, I thought I should know better than this so I repeated the question saying “What was exciting or interesting about your day,” and she immediately focused on an incident that happened at lunch time and we had a fifteen minute conversation. The second question tapped into her Social Brain Mode of Relational/Mind (Purple).

Why would this be important? If you use the language the brain recognises easily, it can instantly recall or answer a question, so we can establish closer repour with our partner and each feels understood which keeps our love alive. This approach uses the words that are frequently used by each social brain and how to construct the communication process. Our e-book called “Your Social Brain Mode” available at www.relationshipinfinity.com/e-books.html where you can gain access to how this works for each social brain.

What does my partner value?

Each Social Brain Mode has two or three values that influence how they react and what they value in life. For example, if respect is a key value you are going to be deeply upset by those actions that you would interpret as disrespectful. Each mode has a different idea of what it means to be respectfully engaged, for example, some people want you to look at them very directly, yet some consider it rude to look too intensely. If you process through action you will look down or away when answering a question, so you can access that part of the brain which taps into your memories of how to do a particular task. If you know what respectful engagement looks like, you find your communication happens with ease and without misinterpretation.

Our value base is like the underside to an iceberg, it can trip us up if we upset a person's value base, such as the need to be honest can be interpreted as being rude, if a person is too diplomatic they can be interpreted as being unauthentic which upsets other social brain modes. Once you know your deepest value base, you will realise why something upsets you so much or another becomes very reactive. We are often unaware of how important these types of behaviours are to us, until someone steps on our toes, so to speak.

The six pairs of values are:

- | | |
|--|----------|
| 1) Respect and Justice | (purple) |
| 2) Integrity and Trust | (blue) |
| 3) Principle of the situation and Efficiency | (green) |
| 4) Hardworking and Practical | (yellow) |
| 5) Honesty and Harmony | (orange) |
| 6) Reliability and Usefulness | (red) |

It would be interesting for you to pick which two values if ignored are the cause of the greatest upset and reaction.

The actual words of the value can be used to motivate another to act or you can be encouraging of another's actions, by naming the action such as "thank you for being so respectful when you spoke in a gentle tone of voice, I could really understand the message." This is so much gentler than criticizing a person by saying "stop your shouting," they will keep on doing more shouting as that is what you have recognised instead of the positive action you want to see more of which might be a gentle voice.

Any expression of a value has a positive and a negative expression, this is true of all values there is an upside and a down side if we do too much of what we value. Our values are often expressed as our strengths of character. If the values are not what the other person values, they will not see it as a positive; they will only see it as a negative expression. For example, if a person values hard work, anyone who does not work as hard as they do they will interpret as lazy. This other person who is seen as lazy may be more inclined to think about things first before they do, so they are reflective or analytical or strategic and this is not being seen by the action person, who values hard work. So our criticisms help us to understand what we value ourselves and what positive qualities we are not seeing in our partner. When we can reframe our perception of the situation, we can start to see our partner in a different light. When we learn how to be more reflective, then the reflective person will no longer irritate us. So our partners become our teachers and we learn more about qualities of character that we need to strengthen in ourselves. When we can reframe our criticisms and see the other has a strength we need to acquire, we can learn from each other.

How can I get my partner to listen to me?

This is the question on all our minds. How often have we experienced that you don't feel you have been listened to, dismissed and more importantly misunderstood. Knowing we have six different modes of interpreting the world, it is now understandable that we often miss each other in the communication process.

It is like magic when we can use the words that the other social brain mode can perceive and understand. There is a way that we can structure information and communicate for each social brain. Knowing how to use it brings us closer communication and connection.

We all need to feel emotionally safe in the communication process for it to be highly effective. It involves four elements that help us to feel respectfully engaged with, that the person listens to us, that we feel emotionally engaged with and the person is empathetic to our message. However, each Social Brain Mode has different expectations of what these four elements look like, thus the communication gap and misunderstandings that often occurs between people.

The process of respectful engagement, is made up of elements of tone of voice, what we do with our eyes, what we do with our hands and our body posture. We all have different expectations and feel the other person is being disrespectful if it is different to our way of being. So even before we open our mouths we are conveying impressions of respectful or disrespectful behaviour. We are all locked into our own cocoon of expectations and standards and fail to see how

difference can be a complement to our own lives and develops our capacity to grow. Think about your own irritations when interacting with people.

The original work was researched with 40,000 people by videotaping and recording conversations I realized I had finally discovered the missing link to communications breakdown when I discovered the body of work by Sandra Seagal and David Horne. By adding these principles to my own doctoral research and collaboration with Dr Reza Samvat, a neurological chiropractor, I was able to refine the techniques and link them to the research and learning we undertook with Professor Jury Kopotov, Head of the Institute of the Human Brain at the Russian Academy of Sciences in St. Petersburg, and then applied them with ever increasing success. The rapid development of the field of the Social- Neurosciences, when exploring the developing concepts, we realised that what we had discovered was what we now call: “Your Social Brain Mode.” We have developed the work further with these new insights so we now have the capacity to truly step into the shoes of the other social brain mode.

This system is not hard to learn but it requires practice and a dedication to each other to be open to learning their style and approach to the communication process and what they value in a relationship. Each has the answers for the other and it is a matter of gaining knowledge, applying it through trial and error and checking with your partner how they could hear it more effectively from you. It requires a totally open and flexible approach with a desire to learn from each other and to sincerely follow each other’s advice.

It requires three processes to apply, Clear goals and expectations, encouragement and role modelling so you learn by repetition, being systematic and consistent in acquiring new qualities of character to bring harmony and unity to your relationship and a deep appreciation of the other.

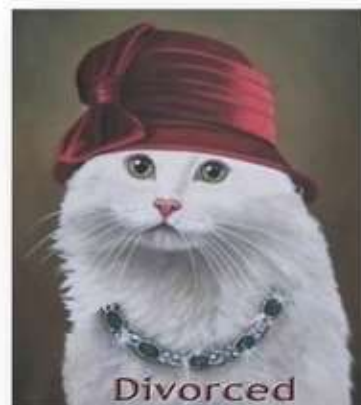
What can we offer you and your partner?

We can help you to discover what social brain each of you are. You can read about your social brain in our e-book “Your Social Brain Mode” from www.relationshipinfinity.com/e-books.html but we offer a free webinar so you can know more about how this system is applied to your relationship. We can help you to improve your relationship so it will last for an infinity by undertaking a series of subsequent webinars and alternate week Q&A sessions and personal coaching.

If you are fortunate enough to have children, we have shared how you can help children learn, by knowing their social brain mode. I completed my doctorate on understanding the gap between knowing what to do and actually doing it, in other words from knowing to doing. I discovered some very important insights that are opposite to the way we currently guide and discipline children. I have used these to develop a system on how we can teach children to make wise choices in day to day behaviour. I have used the natural neurological process the brain actually uses, to learn effectively without psychological disaffect result, as are created by our current approaches. We spend then the rest of our life trying to overcome the challenges of our childhood. It does not have to be this way, there is another more peaceful and harmonious approach we can share with you.

After all we do not want the following pictures to be the outcome of our relationship. Learning to listen to each other and communicating in the mode that works for us is an essential element of enhancing all our relationships.

Do you want your relationship to end up like this:



This could be her journey in life.



This could be his journey in life.

Enjoy your relationship journey and have fun along the way! We are here to help you in whatever way is useful to you. Whether it be a free webinar, or Social Brain Mode analysis which we can do over video conferencing, or by sending in a video clip or studying our e-books. We also offer a full program which is personalised for couples who seriously want to develop their relationship to be the best it can be, a relationship for infinity. Share with us your desires to enhance all your relationships.

Thank you very much for reading this FREE e-book. I hope that it is useful and contributes to your everlasting harmonious and happy relationship.

If you have any comment please write me at: arini@relationshipinfinity.com.

I look forward to hearing from you soon.

Kind regards with loving greetings,

Dr. Arini Verwer.

PhD. Character and Moral Education

Family Coach and

Relationship Expert.

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