

Origins of Western Thought

Two strands of analysis of humankind

Absolute Certainty/Control

Hippocrates (460-380 B.C.): father of modern medicine (four types)

Parmenides: stability

Galen (Roman, c. 2 A.D.) **Types:** People may be melancholic, choleric, sanguine or phlegmatic.

Muhammad: Islam (600)

Chaucer: Canterbury Tales (1400)

Predestination (c. 1500)

Machiavelli (1469-1527): The Prince

Divine Right of Kings (c. 1600)

Descartes (1596-1650): "I think, therefore I am."

White Supremacy: 17th century scientific racism

Napoleon (1852-1882): Fascism

Darwin (1809-1882): survival of the fittest

Phrenology (c 1850)

Totalitarianism, Fascism, Capitalism (c 1900)

Type Theory: application basis for Nazism,

20th Century

Assessments: designed for control/mathematical certainty in analysis of people's thinking, feelings, actions (Lorge-Thorndike: I. Q.)

Jung: type (introversion, extroversion)

Lorge-Thorndike: intelligence level slot

Type Casting: Kiersey-Bates.

True Colors: supposedly identifies "core personality types", Performax, DISC, **Myers-Briggs** et alia.

(No research has established validity and reliability of these assessments for the general public.

They are simply dubious theories. This does not mean they are untrue but not proven and remain as theories or hypothesis.)

Anne Landers: Profit-making application:

"I've got your number...figured out!"

Issis

Trait - a genetically determined characteristic.

Humankind can be totally controlled, figured out, measured, pigeon-holed and type cast.

Motto (Cartesian Mathematical Focus)

"I've got your number!"

Mystery/Dignity of the Person

Socrates (469-399 B.C.): "Know thyself"

Herclitus: change

Plato (429-347 B. C.): world of forms

Aristotle (384-347 B.C.): matter and form united. (Interaction of change and stability)

Qoheleth (c. 200 B.C.): "There is a season for everything, a time for every activity under heaven."

Christianity (c.30 A.D.): **Beginning of Dignity and Equality of men/women restricted to Western Civilization.**

Magna Carta: Beginning of personal freedom (1215 A.D.)

Beginning of Modern Science: Roger Bacon (c.1250)

Escalation of Democracy (13th to 19th century)

Respect for the person developed under the influence of Judaism and Christianity.

Discovery of America (1492) Australia (c. 1600)

Constitutional changes in England promoted democracy.

Scientific Revolution of the 17th Century.

Societal Revolutions: French and American.

20th Century

Einstein: relativity.

Heisenberg: uncertainty principle.

Development of various processes based on freedom and respect of the person to change and mature.

Behavior Modification: change is possible.

Client-centered Therapy: person controls change.

Rotter's Locus of Control: change of behavioral focus creates balance.

Dune: differences in learning style.

Neuro Linguistics: how words affect people in different ways.

Marshal McLuhan: The message received is the message sent.

Rorschach testing designs.

Expectancy Theory. Target the behavior to identify outcome.

Winning Colors® process came into being. (c.1980)

Integration of above psychological research and the philosophies such as prudence according to Thomas Aquinas.

Persons are free agents, each in control of his/her own destiny. (behavior identification vs. trait)

Motto (Whole Person Focus)

"Be All You Can Be!"

21st Century Winning Colors® Enhancement and Enrichment.

Winning Colors®: One-of-a-Kind present behavioral identifier and change agent.

Definition: a Whole Person Process NOT a Type Inventory or Assessment.

Application empowers you to bring up behaviors required by the situation or relationship.