

SOCIONICS

UPGRADING JUNGIAN TYPOLOGY

WHAT IS SOCIONICS?

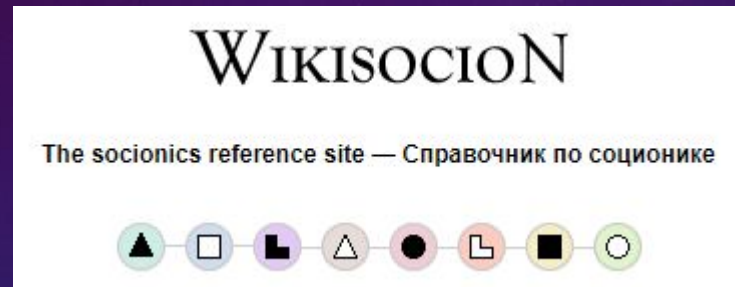
- A theory of 16 personality types
- Created in the 1970's by Lithuanian psychologist, Aušra Augustinavičiūtė a.k.a. Aushra Augusta
- Adapted from Carl Jung's *Psychological Types*
- Incorporated Antoni Kępiński's theory of *Information Metabolism*
- Very popular in Eastern Europe, with centres in Moscow and Kiev
- MBTI's big, Russian cousin



SOCIONICS ONLINE



2005 - the16types.info
First online forum in
English



2007 - Wikisocion.net
First English online resource for
all things Socionics.



2014 - World Socionics Society
Largest Socionics-themed Facebook group.
Also a YouTube channel and Blog.

SOCIONICS ONLINE

Richard DeLong - IEE / ENFp

Birth: USA

Current location: somewhere between Ukraine and Georgia

Known for: First introducing Socionics to an English-speaking audience. Helping to found the16types.info and Wikisocion.

Work: Runs multiple websites, including TryUkraine.com and a blog called the(ex)Socionist



SOCIONICS ONLINE

Dr. Peter Bartl - LIE / ENTj

Birth: Brazil

Current location: Hampshire, United Kingdom

Known for: Working closely with Rick DeLong, running the 16types and making contributions to Wikisocion. Now helps to run the World Socionics Society with me.

Work: Chemical Engineer



SOCIONICS ONLINE

Jack Oliver Aaron - ILE / ENTp

Birth: London, UK

Current location: London, UK

Known for: Setting up the World Socionics Society and a monthly meetup group in London. Helped get multiple other Socionics meetups running around the world.

Work: Business Psychologist in Training



SOCIONICS AROUND THE WORLD



SOCIONICS AN UPGRADE?

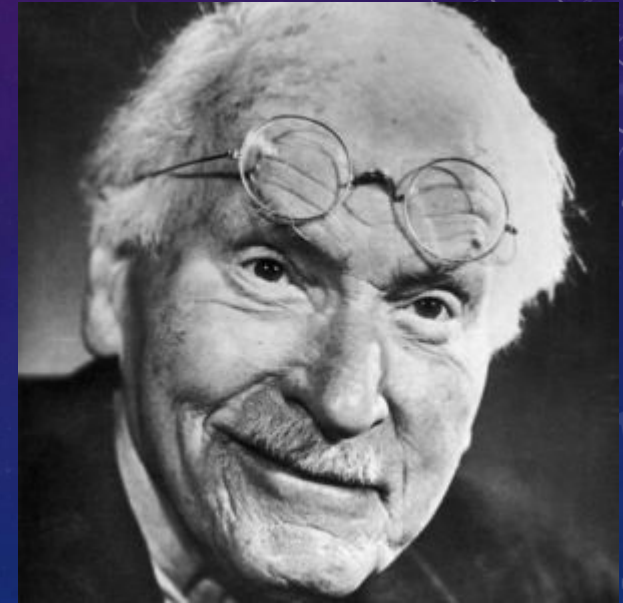
- Newer than predecessor
- Has to improve on predecessor
- New components are added
- Existing components refined
- Faulty components replaced
- Result: More powerful and efficient

PROBLEM:
Much harder to learn



SOCIONICS & MBTI - THE SIMILARITIES

- Theories of Jungian psychological type
- Law of psychological asymmetry
- Rationality vs. Irrationality
- Extroversion vs. Introversion
- Intuition vs. Sensation
- Logic (Thinking) vs. Ethics (Feeling)
- Consist of 16 types



THE DIFFERENCES: A LOT MORE THAN A P/J SWITCH

MBTI

- Theory of cognitive functioning, with behavioural dichotomies
- 4 Jungian dichotomies
- 4 Cognitive Functions per type
- Focus on Preferences
- Extroverts are social
- Judgers are conscientious
- Keirsey: Grouped by NT, NF, SP, SJ
- Sensors and iNtuitors stay apart

Socionics

- Theory of information metabolism, linking cognition to behaviour
- +5 Information, 7 Function dichotomies (and more)
- 8 IM Elements occupying 8 Functions per type
- Focus on Strengths and Values
- Extroverts are breadth-oriented
- Rational types are motivated by 'ought', not 'is'
- Grouped by Quadra values: α , β , γ , δ
- Shared values bring Sensors & Intuitors together

INFORMATION DICHOTOMIES



Cognitive Functions

- Introverted Sensation (Si)
- Sensation with an Introverted attitude.
- Sensation from the 'inside', is subjective
- Sensation that files remembered experience
- Traditionalism, good memory, looks into the past, wants things to remain the way they were, likes monotony, remembers how to do things the same way.

IM Elements

- Sensation, i.e. information that is:
 1. Irrational - tells us what 'is', not 'ought'
 2. External to us - it is objective
 3. Involved with us - we feel it
- Introverted Sensation, i.e. Sensation that is:
 4. Introverted in attitude - refines quality
 5. Dynamic in flow - in continuous change
- Sensation of harmony and aesthetic, minimising conflict and disruption, keeps the environment pleasant and peaceful. Refines in detail the senses for taste, utility (+Te) or pleasure (+Fe).

CLEAR DIFFERENCES BETWEEN IM ELEMENTS

<u>Dichotomy</u>	<u>Ideas</u> (Ne)	<u>Time</u> (Ni)	<u>Force</u> (Se)	<u>Senses</u> (Si)	<u>Emotions</u> (Fe)	<u>Relations</u> (Fi)	<u>Pragmatism</u> (Te)	<u>Laws</u> (Ti)
Rational?	No	No	No	No	Yes	Yes	Yes	Yes
External?	No	No	Yes	Yes	No	No	Yes	Yes
Involved?	No	No	Yes	Yes	Yes	Yes	No	No
Extroverted?	Yes	No	Yes	No	Yes	No	Yes	No
Static?	Yes	No	Yes	No	No	Yes	No	Yes

FUNCTIONS OF MODEL A

MBTI

1. Dominant
 2. Auxiliary
 3. Tertiary
 4. Inferior
- + Shadow Functions (Beebe)

Ego

Superego

Superid

Id

Socionics

1. Leading	2. Creative
4. Vulnerable	3. Role
6. Mobilising	5. Suggestive
7. Ignoring	8. Demonstrative

THE DIFFERENCES

ENTP

1. Ne
2. Ti
3. Fe
4. Si

+ Shadow Functions (Beebe)

ILE/ENTp

Ego

1. Ne

2. Ti

Superego

4. Fi

3. Se

Superid

6. Fe

5. Si

Id

7. Ni

8. Te

Ego	1. Ne	2. Ti
Superego	4. Fi	3. Se
Superid	6. Fe	5. Si
Id	7. Ni	8. Te

FUNCTION DICHOTOMIES

Beebe's Model

- The Hero/Dominant
- Organises adaptation, initiates individualisation.
- A function used in a more conscious and confident way.

Model A

The Leading Function - calls the shots for the whole psyche.

A function of the Ego Block:

1. Mental - It relates to our public interactions.
2. Strong - It performs capably in new situations.
3. Valued - It is appreciated by the user.

Within the Ego Block, a function that is:

4. Accepting - It sets a need to be fulfilled.
5. Evaluatory - It is used at a consistent rate.
6. Inert - It is firm in its decisions.
7. Bold - It manifests clearly in our behaviour.

CLEAR DIFFERENCES BETWEEN FUNCTIONS

Dichotomy	Leading	Creative	Role	Vulnerable	Suggestive	Mobilising	Ignoring	Demonstrative
Mental?	Yes	Yes	Yes	Yes	No	No	No	No
Strong?	Yes	Yes	No	No	No	No	Yes	Yes
Valued?	Yes	Yes	No	No	Yes	Yes	No	No
Accepting?	Yes	No	Yes	No	Yes	No	Yes	No
Evaluatory?	Yes	No	No	Yes	Yes	No	No	Yes
Inert?	Yes	No	No	Yes	No	Yes	Yes	No
Bold?	Yes	No	Yes	No	No	Yes	No	Yes

MAJOR GROUPINGS

Keirsey Temperaments

- 4 Temperaments with 4 Types each
- NTs, NFs, SPs, SJs
- Organised by Thinking/Feeling for iNtuitors
- Organised by Judging/Perceiving for Sensors
- Divorces dichotomies from Cognitive Functions
- Leads to a separation of Sensors from iNtuitors

Quadra Values

- 4 Quadras with 4 Types each
- α s, β s, γ s, δ s
- Organised by which IM Elements are Valued
- E.g. Alphas all value Ne/Si and Ti/Fe.
- Directly linked to IM Elements
- Advises pairing Sensors and iNtuitors with shared values.

DUALITY



Timon (ENTp) & Pumbaa (ISFp)



Barack (INFp) & Michelle (ESTp)



Benny (ISTp) & Bjorn (ENFp)



Pompadour (ESFp) & Louis XV (INTp)

ALPHA – (CHILDHOOD) – ENTp, ISFp, ESFj & INTj

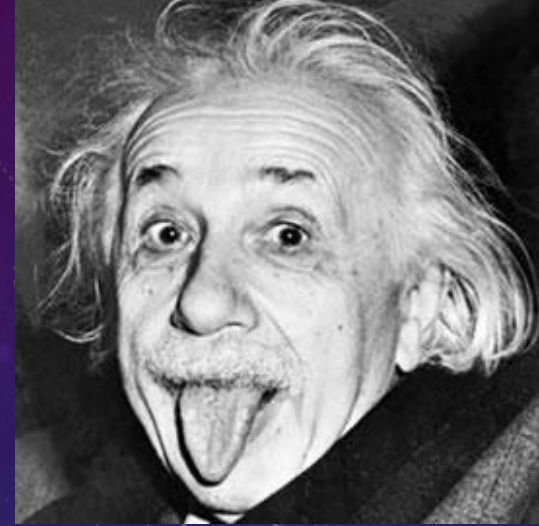
Ne + Ti

- Hare-brained new ideas
- Grand theories that could explain everything
- Thinking outside the box
- Thought experiments

Fe + Si

- Feel-good emotions
- Fun and enjoyment
- Comfort and luxuries
- Keeping people happy and entertained

Hakuna Matata



BETA – (YOUTH) – ENFj, ISTj, ESTp, INFp



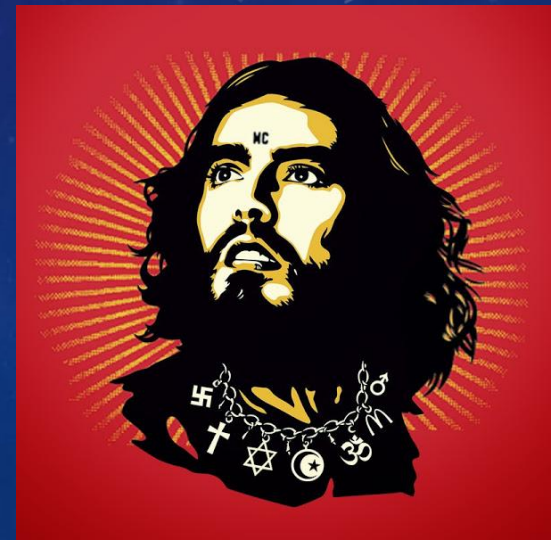
Se + Ti

- Hierarchies of power.
- Imposing ideology onto reality.
- Being 'the Boss'
- Tear down the system, build one anew

Fe + Ni

- Purpose and destiny
- Authentic self-expression
- Change the world!
- Inspiring messages

The Great Dictator



GAMMA – (MATURITY) – ESFp, INTp, ENTj, ISFj

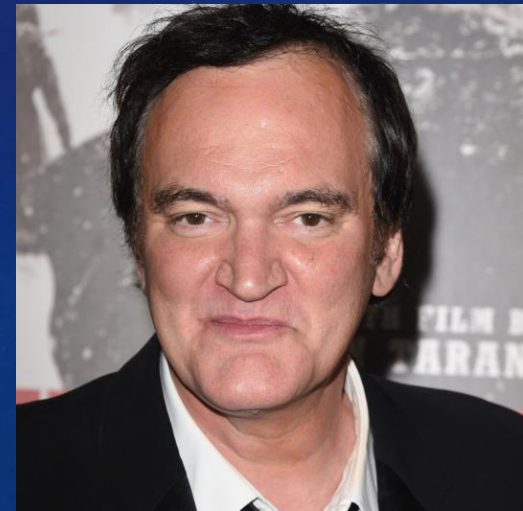
Se + Fi

- Personal loyalty/respect, first among equals
- Sizing people up, friend or foe
- Harsh judgment of wrongdoers
- Autonomous, 'No one the boss of me'.

Te + Ni

- Strategic, long-term pragmatism
- Independent achievement
- Scepticism towards unfounded claims
- Avoiding stupidity of others.

Rearden
Metal



DELTA – (SENIORITY) – ESTj, INFj, ENFp, ISTp

Ne + Fi

- Good-faith judgment, give people a chance.
- Looking for the potential good in others
- Exploring multiple perspectives
- Becoming a better person

Te + Si

- Self-sufficiency, handling things oneself
- Work ethic, doing a good job
- Utility, simplicity, functionality
- Practical solutions to daily problems

Don't Follow Your
Passion



REAL LIFE EXAMPLE

SLE/ESTp

Ego

1. Se

2. Ti

Superego

4. Fi

3. Ne

Superid

6. Fe

5. Ni

Id

7. Si

8. Te



Donald Trump (SLE)

REAL LIFE EXAMPLE

β

SLE/ESTp



Donald Trump (SLE)

Ego

1. Se

2. Ti

Superego

4. Fi

3. Ne

Superid

6. Fe

5. Ni

Id

7. Si

8. Te

REAL LIFE EXAMPLE

β

SLE/ESTp



Donald Trump (SLE)

Ego

1. Se

2. Ti

Superego

4. Fi

3. Ne

Superid

6. Fe

5. Ni

Id

7. Si

8. Te

Winners Aren't Losers

REAL LIFE EXAMPLE

SLE/ESTp

Ego

1. Se

2. Ti

Superego

4. Fi

3. Ne

Superid

6. Fe

5. Ni

Id

7. Si

8. Te



Donald Trump (SLE)

REAL LIFE EXAMPLE

SLE/ESTp



Donald Trump (SLE)

Ego	1. Se	2. Ti
Superego	4. Fi	3. Ne
Superid	6. Fe	5. Ni
Id	7. Si	8. Te

REAL LIFE EXAMPLE

SLE/ESTp



Donald Trump (SLE)

Ego

1. Se

2. Ti

Superego

4. Fi

3. Ne

Superid

6. Fe

5. Ni

Id

7. Si

8. Te

REAL LIFE EXAMPLE

SLE/ESTp



Donald Trump (SLE)

Ego

1. Se

2. Ti

Superego

4. Fi

3. Ne

Superid

6. Fe

5. Ni

Id

7. Si

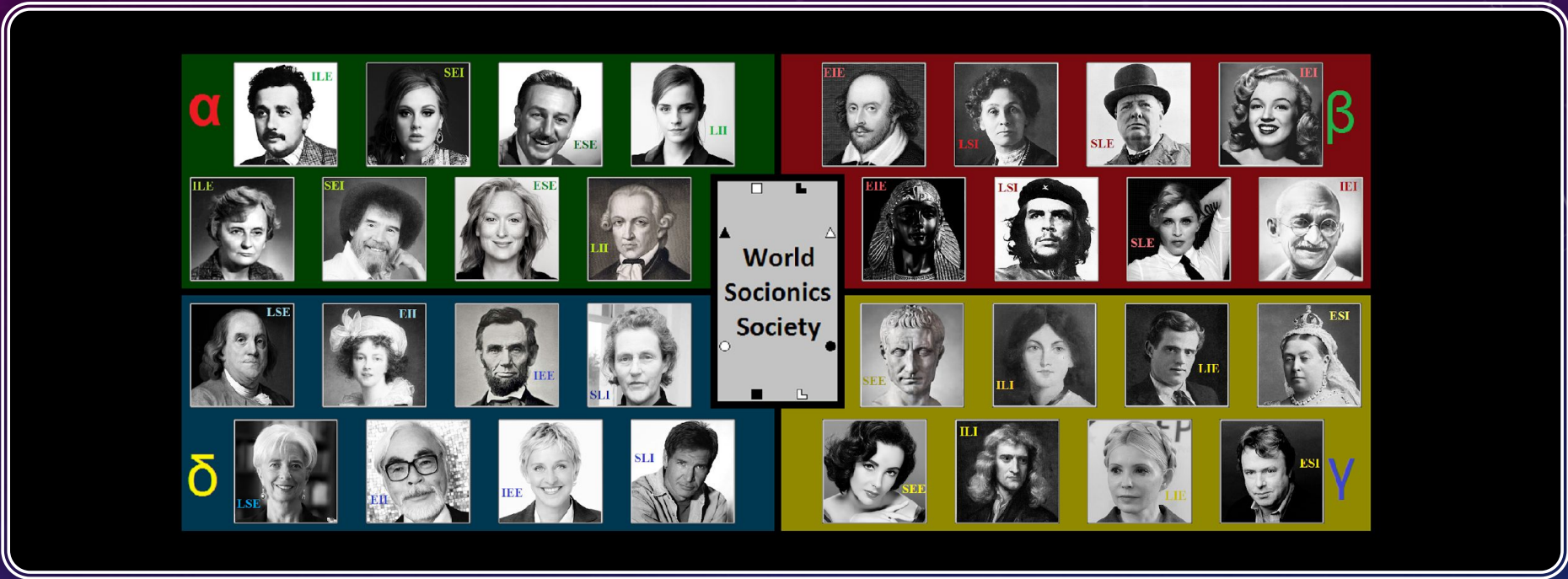
8. Te

APPLICATIONS



- Counselling and Psychotherapy
- Business Psych., e.g. Coaching, Team Building
- Dating and Matchmaking
- Education
- Academia, e.g. History, Anthropology, etc.
- Advertising and Product Design





THE END

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