



I.- COACHING (Focused)

The focus of any type of **coaching**² is on the desired³ result or results. It focuses on where you are in this present moment, how you want to be, where you want to be and when you want to get there.

The result is something that is tangible and measurable.

For example, a client who wants more peace in his life may be asked: How will he know when he has the level of peace he wants? What will be present or absent when there is more peace?

"In other words, the client needs to have some tangible and measurable indicators so that he and his coach know when they have reached their goal."

The client can say that when he has more peace he will experience more balance in his life. He will have more time with his children, more intimacy with his wife and more quality time with himself. He will make time to exercise and be in nature. These are tangible results that can be seen and measured.

With the desired result already clear, a coach listens to what the client is saying and distinguishes whether what he is saying and what he is doing is aligned with the desired result. The degree to which the client is committed to that result is the degree to which he will be willing to listen to the coach's distinctions, generate or choose new ways of being that align him with the declared fruit.

Your willingness to practice actions that result in the fulfillment of the commitment will also become clearer over time.

Oriental spiritual traditions suggest that it is better not⁴ to desire any desire to achieve enlightenment and live without suffering. This desire for no desire is a wish, however.

¹ Any possible formal error or content in this text; please let the author Victoria Andrea Muñoz Serra know for correction or complementation, via e-mail: contacto@victoria-andrea-munoz-serra.com

² Coaching: Method that consists of accompanying, instructing or training a person or a group of them, with the aim of achieving goals or developing specific skills.

³ I will make a distinction between **"Need"** and **"Desire."**Need: What we want to get. Satisfy the essential: "Transport"; communicate or feed; Therefore, the basis of all desire is a necessity and its formal or external aspect is what we desire.If we talk about "Transportation"; We have several means to meet this need; a vehicle or a bicycle; as well as specific features: Color, design; and other aspects that are also in the field of personal ambition that tend to be satisfactory of social or emotional nature such as status, proper harmony, protocol; but all are external matters to the core that is transported. And that may even be the reflection of our virtues; Like austerityDesire: The yearning to satisfy that shapes or determines the characteristic of the need that is intended to be covered; It is the how, bounded to a specific means by which we want to "transport ourselves" as a vehicle brand and model.

It is our relationship with our desires that creates suffering. Millions of individuals suffer for having desires, for fulfilling them and for not fulfilling them. Fulfilling wishes is not a bad thing. If it were, then the fulfillment of the desire for peace, the desire for enlightenment and the desire to end desires would also be seen as something other than good.

Noticing the relationship you have with your desires allows you to observe how you are with them.

Are you being demanding, greedy, impatient and distrustful?

Or, are you open, allowing and detached from the result?

It is important to distinguish desire from how it is being desired.

II.- RELATIONAL COACHING

In our becoming each person is a door that connects us with other people, experiences to cope with; even in the distance we see their behavior and it serves as an example or model; warning us of a possible future and consequences.

Who is capable of being aware of his reality, can make better decisions, because he has the information that his own life gives him; Like that of others.

Because we are a node in a network of relationships and contacts that can constitute our containment network: Emotional or Labor.

Who breaks a bond; break an adjoining network; making our progress harder and more blind, because he believes that it is depleted of a hindrance and does not see that each obstacle not only strengthens us; but it teaches others to deal with their peers and opposites; and therefore is able to understand them.

Knowing how to live with a wide range of people with different abilities; demonstrates an emotional control, which takes an opportunity from each of them.

The smaller our "**Network of Contacts**" all becomes difficult. Well, the feedback or feedback is lower.

This does not imply that we must be constantly surrounded by people, but keep the communication channels always open.

"If you want to walk fast, run alone; but if you want to go far; walk accompanied."
(African proverb).

But if we have to make exceptions: when we are surrounded by "**Toxic**"⁵ people, mentally insane (from the clinical point of view) or "**Toxic Vampires**"⁶ it is better to get away from them

⁴ I highlight the "**No**"; Adverbs of denial, in bold and underlined, because our brain is programmed to reject them and removes them from our cognitive field. That is, if I want to express something with a denial, the brain will read the entire sentence by eliminating the "No" by changing its meaning to a statement or leaving it as a decree. According to NLP (Neuro Linguistic Programming) The brain thinks of images and the word "**NO**" lacks graphic representation, so it reflects what we deny; attracting it.

⁵ People who lack relational skills and tend to verbally and physically attack others trying not to reach their goals; they are characterized by zero empathy and resilience; Negative and manipulative.

as soon as possible because, they will end up isolating us or breaking our network of relationships or interrupting our links through their baseness, as well as in the case of being with people with pathological profiles that the only thing they will do is to waste our energy in trying to discover their reasoning and axes of behavior that do not have a rational character, hindering our growth; in these cases it is better to move away gently from them and without realizing the implications of spite on their part, as in turn try to identify them beforehand and avoid them without confronting them, because they do not have the learning capacity to overcome its vices, nor the temperance to withstand criticism and channel it in a good way.

III.- TRANSFORMATIONAL COACHING

It is transformative in nature because it focuses on the states of being that generate actions, which move the client closer to their desired results or further.

Changing the way an individual is being, instead of what he is doing, will create a transformation, because his way of being is transferable to all other aspects of his life.

The client transforms his perspective, changing his paradigm to include more what allows that there is an expanded repertoire of possibilities.

IV.- APPROXIMATION TO A TRANSFORMATIONAL⁷ COACHING CONSTRUCTION

I will take the existential Model on which they based their reality The Aryavartas; civilization that was already expanding throughout the world from ancient India around the year 5,000 B.C. that we were raised by a **Septenary Constitution**⁸ where the magical world was mixed with

⁶ Name given to energy absorbing personalities trying to harm you directly or indirectly; motivated by envy. Your profile is learned or genetic and you may not be aware of its repercussions. They are responsible for being aware of your actions, even if they do not have an emotional bond with you; do not even know them, but they stalk, because they enjoy destroying the success of others, which they cannot achieve.

⁷ Constructo: In Psychology it is any hypothetical entity of difficult definition within a scientific theory. It is something that is known to exist, but whose explanation is difficult or controversial. They are constructs: Intelligence, personality and creativity. Mario Bunge defines it as a non-observational concept as opposed to observational or empirical ideas, since constructs cannot be demonstrated. These notions are not directly manipulable, like physicists, but they can be detached by behavior. A construct is an intangible phenomenon that through a certain categorization process becomes a variable that can be measured and studied. It can be the solution of the problem or possible definition by inferring, thanks to which you can see its presence or absence or the magnitude in which it occurs. The operations can be referred to in the form of numerical values, such as those obtained when passing an IQ test, or of another type of measurement (reaction times, amount of recall etc.).

⁸ Model that articulated the components of the human being; this constitution was extracted to the present from the writings of the "*Book of the Golden Precepts*" of a Tibetan Lamaist monastery; memorized and transcribed by Helena Protrovna Blavatsky (Russian Occultist and Theosophist); In one of the 6 trips he made around the world in search of human response, he visited multiple tribes and ways of life. He founded the Theosophical Society. (**Theosophy** is a set of teachings and doctrines disseminated by Helena Petrovna Blavatsky at the end of the 19th century. In her work *The Key to Theosophy*, she explains that the name Theosophy to designate a wisdom without age, eternal, which is no other than the knowledge of the true reality. From 1875 the Theosophical Society is created, which has as one of its objectives the comparative study of Religion, Science and Philosophy, in order to discover the fundamental teaching in each one of them).

the tangible reality; known by contemporary Westerners a strong tacit tendency to the transcendence of being beyond **Matter**; being this by **scientific definition**⁹. According to chemist Antoine Lavoisier: "Matter is not created or destroyed: it only transforms."

A cell is transformed or mutated in appearance while maintaining the vital breath of existence moved by mysterious forces that were called gods or energies in the metaphysical field, which in this future we only subdivide topics by breaking down their variants and particularities to have a level of control greater than "**Give them Name**". When we give a name, we create reality, making existence evident, since without having the language to refer to something it is impossible for it to be spoken, indicated, transformed and less transcendent; It gives explicit registration to its existence.

IV. 1.- A Nameless Element Does Not Exist

How to control, manage to modify or enlist towards a destination something without being able to give it a denomination; a noun, the characteristics that constitute it and the soul that inhabits it as that indescribable that gives it life.

We have fought against the ignorance of all existence by giving it a denomination that allows us to typecast and prosecute our destiny being a constant concern to have this management and therefore it is essential to know each other.

A clear example of the above can be the construct given by the Aryavartas about the composition of the human being in Two Fundamental Plans diagrammed in this simple scheme called: "Septenary Constitution"; where on the cusp is the most evolved plane of the human being or mystical part that until today does not have a clear definition; but that in general it is called the Spirit where we act in an altruistic way as inserted and conscious individuals of a society that is managed with rising characteristics that we cannot control at all. And at its base it presents the material Plane of our lower self or **Personality** that ascends from the bodily to our manifestation of desires that are selfish.

This scheme presents us with reflections of parts that we do not consciously instrumentalize and that we now find in a magical plane of our reality as an Individual, although I do not know any human being who has not lived in some way a mystical or paranormal experience (beyond than normal); as premonitory dreams or mental power, the projection of our visualized desires, although the NLP (Neuro Linguistic Programming) has already announced this in a way.

Coaching is very soon approaching these ineffable plans that are used in alternative therapies, but that lose credibility because of the amount of gadgets used and the lack of sense in the objectives to be achieved.

⁹ The law of conservation of matter, law of conservation of mass, or law of Lomonósov-Lavoisier is one of the fundamental laws of natural sciences. It was prepared by Mikhail Lomonosov (1711-1765) in 1748 and discovered independently four decades later by Antoine Lavoisier (1743-1794) in 1785. It can be stated as follows: "The mass of a system remains unchanged whatever the transformation that occurs within it." In 1785, and independently, the chemist Antoine Lavoisier proposes that "Matter is not created or destroyed: it is only transformed."

But we cannot deny the “Intuition” component as a predictor of behavior or anticipator of future events; as in turn, when learning to be aware that we are made, and the need to reach beyond the merely material surpasses us in our lives; without knowing the importance of our actions.

The question is: How to channel this “Intuition” towards our objectives? In addition, it makes clear to us the enormous effort of centuries to give typifications to this intangible that is the motive of our life or vital breath beyond the original electrical impulse.

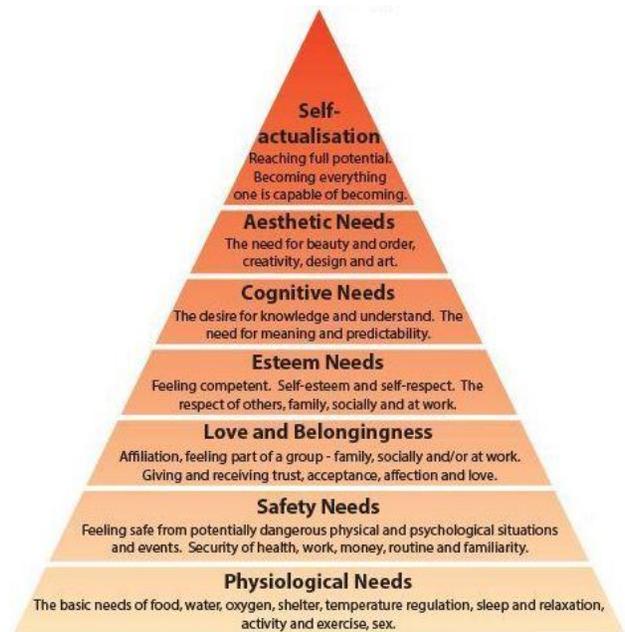
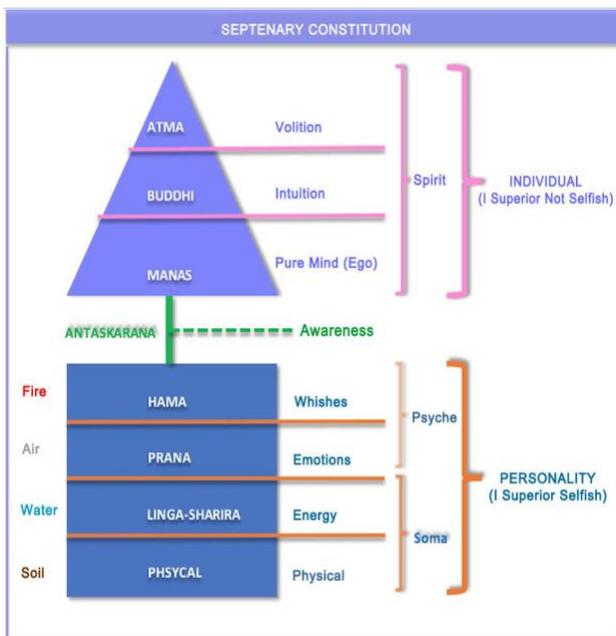
So far from science we only know that we are energy and this is in every element of nature.

That is why I will freely take the baseline scheme of this civilization; which is very similar to how the **Pyramid of Needs of Abraham Maslow**¹⁰ at the time.

Therefore, I will use both Representations to understand our **Behavioral Components**.

1.- CONSTITUCIÓN SEPTENARIA¹¹

2.- PIRÁMIDE DE MASLOW¹²



¹⁰ The Pyramid of Needs Maslow, or hierarchy of human needs, is a psychological theory proposed by Abraham Maslow in his work *"A theory on human motivation"* of 1943. He obtained an important notoriety, in the field of business marketing psychology or advertising Formulates a theory with a hierarchy of human needs and defends that as the most basic needs are met (lower part of the pyramid), human beings develop higher needs and desires (upper part of the pyramid). The needs scale is described as a five-level pyramid: the first four levels can be grouped as “deficit needs” (primordial); at the higher level he called it "self-realization", "growth motivation", or "need to be".The basic idea is: Higher needs are met only when lower needs have been met, that is, we all aspire to meet higher needs.The forces of growth give rise to an upward movement in the hierarchy, while the regressive forces push the prepotent needs down in the hierarchy.

¹¹ Septenary Constitution used by the Aryavartas; whose components are written in a group - family, capital letters in white transliterated Sanskrit Language. (Diagram design by author Victoria Andrea Muñoz Serra for free interpretation).

¹² Pyramid of Abraham Maslow, Image taken from the website: Skills You Need (www.skillsyouneed.com), Article: What is Personal Development? [En Red] Disponible en:(<https://www.skillsyouneed.com/ps/personal-development.html>), 2015.

However, among the schemes used by the Aryavartas and Maslow there is a clear differentiation:

In the first scheme of the Aryavartas it was not essential to satisfy a plane to ascend, since the needs are not the only ones included; but desires, even in the upper pyramid there could not even be an external stimulus; beyond an inner growth or personal desire, because for it to become a necessity there would have to be a tangible benefit as a goal. On the other hand, there is a great similarity in the needs that are much more tangible and that do not present this inner consciousness, but in the basic plane of the personality quadrant where selfishness is prone, it has only satisfied itself with values far from the **Virtues**¹³ that transcend individual and are philanthropic by nature.

Where the **Personality** is given by a square with ascending subdivisions from the most physical to the sensitive planes. The **4** first planes of the square are the most basic that in our development we can reach, visualizing with greater ease the degree of growth to which we aspire; from a body as a vehicle or prison of our life; depending on the instances lived and our decision plane: from the most self-absorbed and selfish to the most connected with consciousness; realizing reality as objectively as possible; diagrammed with a triangle in the part of the scheme; which illustrates the upper part with the greatest unselfish altruistic impulse where the ego is detached from our satisfactions.

From our origins on the planet we have achieved nothing in solitude, not even as Friedrich Nietzsche proclaims: That we can achieve everything in solitude; Save mental health.

In prolonged periods of isolation we enter into psychotic pictures, so it is a prison punishment to deprive us of space and light, since they are correlated with each other, since the perceptual

¹³ Virtue: "Willingness of the person to act according to certain ideal projects such as good, truth, justice and beauty.

"Virtue opposes vice, and is of great importance for ethical life. The Greek world attached great importance to virtue, which he saw as excellence or the fullness that a reality can reach, and especially man.

The term used, which can be translated in various ways: it is Areté. With this word, it refers to "the perfection and fullness of the constitutive powers of a nature".

Socrates believed that virtue is what helps us achieve good through reasoning and philosophy.

Platon States that the human being has three powerful tools: intellect, will and emotion.

For each of these there is a virtue: wisdom, courage and self-control. Wisdom allows you to identify the right actions, know when to perform them and how to perform them. Courage allows these actions to be taken despite threats, and to defend one's ideals. Self-control allows interacting with other people and in the most adverse situations when what is being done to achieve their own ends is being done. To these three virtues is added a fourth, justice, which allows to live in law responsibly and safely, since without security you could not leave your home without being.

The four cardinal virtues are: Temperance, Prudence, Strength and Justice.

space occurs with the presence of light and in the absence of it the human being falls in a total cloister.

The groups have been formed since our beginnings for domestic survival and until now contact with another is vital to reaffirm our existence and name our feelings and desires, so when a high degree of knowledge of being is reached it is already possible to reach a degree of intuition that predicts or anticipates own and other reactions and can take advantage of these constructs that all they do is name and sequence our vital energies spilled from a physical body to an emotional energetic motivational one, which carries out concrete tasks being able to become the omnipresent little god of our micro existence, who consciously or unconsciously has been instrumentalizing all these areas and developments of action to constitute a greater method that regulates our government at political and value levels.

As an example is given in "**The Republic**" of **Platon**; that raises an organization; where the individual could be a participant after a 24-year educational process that gave him the quality of a conscious citizen with intellectual and moral abilities that made him a value being; remaining out of the whole system: drug addicts, criminals and people with mental deficiencies; disabled; for the decision making of the common good; where the most intellectual and moral preparers dictated law and took care of the order according to estates under a council of elders; in this same way we see here a structure prepared and articulated with precise aims and objectives that safeguard the common good, which protects the most vulnerable leaving out the anchored democracy of today, because we are not at all equal, only equality is given in the basic level of the Personality, which does not even allow us a knowledge of our own organism in its total complexity.

Also in the Republic of Plato distinction is made to morality and ethics as a source of our accepted customs being morality restricted to a territory and ethics to a globalized enclave where it is difficult to understand many times the application of Justice that is given by the been from a council of wise men with intellectual and moral capacity that is aware of "**Give to each one what he deserves in relation to his nature and acts**"; offering help only once to the individual who has diverted his path and demanding from others based on his real abilities and not equally. And that has gone through the process of being part of society and being a citizen.

This group of leaders have the tools and equity as well as empathy to apply coercion from the government of the aristocracy (of the most prepared).

Not like today; product of a visualization campaign in the media, with profiles soaked in a spirit of leadership called "politicians" (megalomaniacs with a power-consuming ego) for their charisma and government programs that are generally never fully fulfilled, protected under a "false democracy" where we are all equal: Anyone votes and chooses those who make our decisions: rapists, pimps, hitmen, usurers, embezzlers, addicts etc.

Then "**The Myth of the Cavern**"¹⁴ takes hold: Where men chained to their chairs inside a cave can only see the shadows cast of what happens behind their backs, elucidating that this is the reality (presented to them as such, encouraged by the owners of the cave by hiding the way shadows are generated) and of which it is the only thing they know, until one of them; the "**Philosopher**" (man who questions and doubts) is released and leaves the cave seeing the truth; at the moment of seeing the light of the "**Sun**" (representation of the absolute truth, illumination or knowledge). Outside this philosopher becomes "**Wise**" (as he knows), seeing the true and when he returns to free his companions he becomes the "**Politician**" (altruistic man who seeks the common good and freedom of man showing him the truth), but they do not believe him and laugh at him as if he were a "**Madman**" (that misunderstood man who thinks differently and thus designated by his ignorant peers and by those who hold power: "**The Cavern Owners**" who run the "**Reality System**").

Therefore, each one of us is in a cave inserted in a larger one that is supported by the selfishness of factual, economic powers etc.: Of those who know the reality of the gear, but who leave for themselves every benefit abusing the Ignorance of his people or equals. However, they also navigate their own Reality gadget, collectively as well as individually, just as we all build our own caverns.

The existence of Religion (Establishes Values of Good and Evil) allowing the maintenance of "**Order**" and "**Control**" exceeding the reason that we are implanted since childhood; obeying authority automatically (Stanley Milgran). Overcoming even our logical reasoning. Making believe that "people have what they deserve" (Melvin Lerner). Blaming the victims of their misfortunes.

However, we own our imaginary, everything away from the material body; there each of us reigns and creates as the only demiurge.

And the transformation is only feasible on a strong validated structure where the hierarchical chain of authority of reality is broken; where the human being begins to believe in himself, without pursuing stereotypes from others or generally from the **Halo Effect**¹⁵ that they emit.

"Without faith in himself; There is **No** possibility of a **change** that will lead us towards our goals."

¹⁴ Myth: Stylized truth of a fable, example or parable. That maintains its validity and essence thanks to this quality. Here it refers to the "*Myth of the Cave*" described in "*The Republic*" of *Platon*.

¹⁵ **Halo Effect**: Term coined by Edward L. Thorndike (Williamsburg, August 31, 1874-Montrose, August 9, 1949) American psychologist and pedagogue, considered an ancestor of American behavioral psychology.

It consists of the one associated with the existence of scarce data and high uncertainty in the issuance of a judgment on circumstances or persons, which entails exaggerated or unreal statements about the skills, abilities or attributes of a person or of a certain circumstance. It occurs with social judgments that are made based on the opinions of recognized experts in a specific area of knowledge, when they refer to matters outside their professional field, where it is "assumed" that the person's knowledge covers questions of the most diverse nature because of some sort of undetermined capacity.

Thus we realize the importance of having clarity in our objectives and their importance and immediate and future impact, both for ourselves and individuals in one of our plans as part of a larger society and feedback; called law of cause and effect within the hermetic and psychoanalytic laws.

If we realize both the peasant knowledge, common sense or popular opinion as these fields called occultists have little hidden; since if we align religion to these sources, magic seems less dogmatic than the beliefs articulated by man based on sacred books.

The human being only faces drastic changes when it reaches the abyss; where there is no choice but to react to leave an unfavorable condition; Just as **Winston Churchill** makes the risky decision to enter World War II without having anyone to endure that reasoning and instead of raising the white flag, he goes down to the subway underground¹⁶ and asks the people: ¿What would you do? They would fight or let the swell wave at Buckingham Castle; alluding to the supremacy of his vast empire. He soon heard the workers who preferred to go to war rather than bend. In this way the prime minister achieves the unthinkable by allying with the Americans to end such an aberrant war. This is when the Virtue is present: Temperance, Prudence, Strength and Justice.

Anguish with edges of fear tends to keep you in your "**Comfort Zone**"¹⁷ where everything is known and predictable, or you must dare to overcome this rigid model to achieve a greater degree of satisfaction, which occurs when the individual is aware of their condition and Willing to move to change, otherwise any help will be in vain, besides being hurt and traumatized enough not to want to repeat this circular sequence that keeps him stuck. As later happened to Winston Churchill for his 80th birthday celebrated by Congress and in whose speech he ironically said¹⁸: "... That he resigns ... is heard in the corridors. When he will retire ... like an actor who arrives on stage and listens to the public and instead of running away because he has forgotten his prologue; invent and continue ..." Phrases extracted from Churchill's speech give clarity of his will to continue in office and of his faithful conviction that it was indispensable for the English Government. However, behind him was the gift of the Crown; covered with a large cloth: A huge portrait that was discovered when he finished speaking; but as he turned his grimace of fury, betrayal and pain was unmistakable; the artist in charge of carrying out the work; one of the first modernist painters of the time: Graham Sutherland¹⁹; who had undoubted

¹⁶ Adapted writing of the facts by the author Victoria Andrea Muñoz Serra (2019).

¹⁷ **Comfort Zone or Place of Comfort**: Described by psychologists Robert M. Yerkes and John D. Dodson in 1908 as the place where the individual tends to remain, which is recognizable, controllable and keeps him safe, but does not allow him move along.

¹⁸ Fragment of the content of the speech; freely written and interpreted by the author: Victoria Andrea Muñoz Serra (2019).

¹⁹ Graham Vivian Sutherland, British artist. He was born in Streatham, London (August 24, 1903 - February 17, 1980).

In 1954, to commemorate Winston Churchill's 80th birthday, re-elected Premier, the House of Commons and the British Lords presented him with a portrait painted by him. Shaping a decrepit and bloated Churchill, a sad shadow unable to pose quietly. So Mrs. Churchill ordered the gardener to set fire to the masterpiece.

recognition. Despite this, he could not prevent it from being rejected by Winston Churchill; who, as an amateur landscape painter, had long conversations with the artist making suggestions to see himself reflected; as the emblem of the nation: With strength, gallantry and leadership. However, when Sutherland goes to his house to talk to Churchill about the matter, the enraged one treats him as a traitor with whom he believed he had made a friendship; but the artist says to him: ". you are not mad at me; you are angry at the raw and faithful reality. Winston replies: But you have left me as a tired, decrepit, old man ... You are cruel! Sutherland agrees: "... Old age is cruel !; you don't sell your eyes..." Churchill said that in this portrait "it looked like the image of a stunned bulldog; that the portrait showed a complaining old man and not the statesman who had faced Hitler. " With this brutal episode, Churchill makes the decisive decision to leave office and presents his resignation.

Reality as a Mirror²⁰; It gave him the good sense to realize that Sutherland was showing him the twilight of a great man not unlike any other. Coming out of that comfortable and warm chair; called "Comfort Zone"; that she had seduced and protected him all his life.

We have a small organ called the amygdala that controls our emotions and that in an average human being (without biological damage) should flee or face the eminent danger, but when states of dissatisfaction are reached if you do not stop in yourself, in your values and in the vital force that manifests itself with an internal or external complaint, which then reaches a threshold that makes us break this structure and leave a mirage of reality fostered by close beings who are probably in the same or worse condition than ours.

As gregarious beings we tend to divide and make clusters or ghettos where we ourselves look for our peers or equals; with common interests that solidify that "Place of Comfort". And it is not how opposites are thought to attract; for that would be a constant struggle of divergent interests; where there are no common topics to talk about, or places or activities to share; tightening the rope to opposite sides that end up separating us in the same way. Perhaps this saying coming from Physical Science; it becomes that the forms or containers of our interests are the opposite or diverse, at the sight of a poorly trained eye; because deep down there are always similar details that unite or associate us as pairs; the intensities, degrees and tints are different, seen as opposites.

But what happens when we are running out of doors and friendships, contacts and spiritual or religious crutches? Only we are left, naked, as in the operating room of a hospital, delivered to our future. But mentally free to bear the circumstance in a way: Trivial, pleasant, traumatic or as a great remedy for our evil etc.

This is where we make the decisions of our lives, which can make the great changes, without them this reality; that it is a personal imaginary within our reach; It encompasses what we can control and manage and instrumentalize, perfecting survival constructs that are sub-realities within larger ones.

²⁰ In psychology this is called "**Mirror Projection**", it makes us think that the defect or displeasure that we perceive in others only exists "out there", not in ourselves. Being able to be positive or negative. (Sigmund Freud).

Tim Guénard, in his autobiographical text "*Stronger Than Hate*"²¹ with a life from its conception full of trauma; she endured her mother's abandonment, child prostitution, abuse, beatings and torture in all its forms and yet she was able to have a family free of defects and normal; with strong resilience²² that it enabled him to heal others in similar situations; What makes this man different? Various are the determining factors of resilience: the encounter with some people with whom he establishes a strong emotional bond, artistic sensitivity and an innate capacity to overcome, love and forgiveness may stop the wheel of this journey in free fall, towards nothing.

What happens when the roads are finished. It is time to begin to alter the order of what is known; if you apply for jobs and they never call you, everything is hindered for years because your reality does not have the regular push pattern; What should we do when you have already done your best, exhausting each contact, your friends move away because you no longer have the economic level that you used to have, nor the contact network for the work that you lost without explanation, you cannot frequent the places where the new friends, you don't have the resources to celebrate, or invite someone to a place or visit someone with a gift; neither do you own the house, nor the status to which you belonged; Your friends are leaving you because there is nothing left that they shared and they do not want to visit you in your new neighborhood that scares them, nor do they want you to be seen with them because it is known that you are no longer married and lost your health, etc. And they are afraid of being associated with your "failure".

You start to wonder how much your old life really had and if everything you did for others was worth it and now you are a victim of your own friends who instead of helping you sink you and profit from your misfortune by looking vulnerable; instead of holding out your hand like you did before and wondering how I was so blind. But this is nothing exceptional, each individual who loses his job; he loses everything and even his family; being left out of all its old social circuit. Since the "successful" people climb looking for a contact network that helps them raise their status and you no longer bring them any benefits.

This shows the value decline in which we live where what is essential is what is seen and not what is true. If we were faithful to our values, leaving fear, the most prepared people would be in their rightful place.

If the virtues were cultivated like the image; Our existence would be plain and simple, allowing us to understand each conflict, since everyone would aim for us to excel as a community, but **Thomas Hobbes** in his work *El Leviathan* (1651) is still valid "**man is a wolf for man**"; to

²¹ Tim Guénard in his book "*Stronger Than Hate*" relates that at 3 years old, his mother ties him to a power pole and leaves him in the middle of the forest. At 5, his father gives him a brutal beating, which disfigures him. Attended in the hospital where he has been admitted to start a long re-education, he hardly knows how to speak. At the age of seven, he entered an orphanage, suffered institutional abuse, contempt, emotional isolation and ended up in the "house of fools". In the reformatory, he learns to fight. In a world ruled by humiliation, your violence will become your only pride; revenge, in its only dignity. Only hate keeps you going. He is twelve years old ..., and fatality will drag him to flight, robbery, fighting, rape and prostitution.

²² **La Resiliencia:** Es la capacidad de salir fortalecido de una situación crítica y quedar en mejores condiciones que antes.

refer to the **fact that the natural state of man leads to a continuous fight against his neighbor.**

And it is in this break many go through long periods where if you keep doing the usual without obtaining solutions and you must make drastic decisions in yourself and your way of seeing reality.

What to do then if you search and apply, ask for help and nothing flourishes ?; Are you alone and nothing grows in your hands anymore, even if you take risks and do the most irreverent activities?

The first thing is to stay away from irrational thoughts²³; where you believe that this condition will be perpetuated and you will never return to the labor circuit, because the practice indicates that every individual is probably exposed to this circumstance more than once in life. And it will lead to self-sabotage with detrimental emotional consequences, motivation disappearing, and you see so unlikely to have good experiences that you stop looking for them and become blind to the good things that happen to you.

So between the mist you should see the threads you pulled and they worked better; you extract a common denominator; If I see that each pressure on my part did not work and when you left something released at the same time, they called you for a job or sought you for help; you realize that in this case your reality tells you to look no further; just do it non-stop and wait because when you called him he didn't come, but when you dedicated yourself to your independent activity without expecting anything they looked for you.

It sounds paradoxical, but it is time for **"Detachment"** (stop thinking about the matter; for your thoughts; since, even if you have a positive attitude, the only thing you do is attract more problems in relation to what affects you; since this puts all your energy focused on it, without letting everything flow normally). Leave lures that will make you collect in time. Make people come to you to offer you the job you want and wait working on it, do not search; make them look for you, don't offer; make them ask you; do not give; charge dearly for a short time; do what is different; Reduce your energy costs, make a valid argument and deliver quality service or work, learn to re-learn with an open gaze where everything revolves around you and you are the attractor.

The question is How ?; Reverse all sequentiality that has brought you the same result and keep playing with the variables until you find the perfect equation.

Start where you want, but aware that everything should turn to the same side from your **Non Verbal** behavior, oral communication, prepare yourself, get informed, change your appearance, break the scheme, make the unusual be fashionable, the ugly be attractive; and you must put in your head that **working hours of hours will not make you rich or successful**; If not the opposite; The reflection of your success is when you are already producing while you are asleep, since you have already articulated the entire model so that it works with minimal effort.

²³ Albert Ellis North American (1913-2007). Psychologist focused on Rational Behavioral Emotion Therapy.

Highlight details, constantly refine yourself, think differently, and avoid frustration with achievable goals in the beginning; Create a work plan or goals with detailed images and descriptions: Use dashboards that make you feel like you've already achieved it.

Capture all the energy you have, whether it be frustration, anger, fear, sadness or happiness, to give impulse to this objective visualizer, since all energy independent of being of positive or negative origin is equal energy and as such is not destroyed, only transform and occupy it in your favor.

It is in those moments where you must use a notebook or blackboard and write what you want, draw it, put dates and details, recreate it in your mind and then release and erase it, and let your mind rest so that it continues to work on it subconsciously while you do it. other types of tasks of another order: domestic or more pragmatic.

IV. 2.- Mental Hygiene

Avoid exposing yourself through the 5 senses to negative situations, since they are recorded in our subconscious as: seeing news that is full of tragic information and that we translate in a moment as if we lived in a world full of dangers, for this reason it is better to get away from all kinds of activities that tend to leave a remnant that emerges when we are in critical situations because although it does not affect us immediately it is stored and where it is easier to ratify this is in our dreams that tend to reflect our moods with nightmares or dreams recurring with scenes where we miss a bus or never get to the place etc. That tells us about the real anguish that we live and manifests when we rest, in addition mental hygiene has to do with maintaining a healthy and positive environment that invites us to see reality with hope therefore independent of the circumstance in which we are; It is always better to keep our mind occupied with something productive or at least recreational that brings us closer to what we want and for this you can start from the domestic:

Maintaining normal sleep schedules as if you were working, even if you are out of work, the house is clean, tidy and within your limitations as cozy as possible, that it looks good.

Getting up and seeing a disaster doesn't help anyone out of a depression, it doesn't lift your spirits.

Put the Christmas decoration, even if you are alone, so that you maintain a dynamic mental state and do different activities that keep you active and take you out of the monotony, it is always better that the space you are in looks and feels good for you and for others, because that way you generate the feeling or perception of well-being and whoever sees you will tend to help you more easily.

You must convey that you are always well, because the human being repels everything that overwhelms him and if you intend to activate new friends or contacts you must maintain an image of prosperity, even if it is an unrealistic projection.

By changing your clothes and looking impeccable yourself, you stay emotionally stronger.

Adapting is the key: From our Interior or Exterior to the Environment; no matter the order; Well, if you change our way of **non-verbal** communication; change our mood and vice versa.

The simplest part: From the outside, if you change your body posture and stop crossing your arms for example (self-protection attitude) to a posture with open and relaxed arms, your mind interprets your body position as real and assumes that you are relaxed, it does not distinguish between true and false.

Being perceived our personality in a way that is consistent with the achievement of our objectives, it must be sustained over time to be transcendent in the short, medium and long term.

The same happens when imitating a smile: we activate the so-called hormones of happiness:

Endorphin:

They are "the brief euphoria that masks physical pain," Breuning says on the American site, adding that "every happiness chemist has a special job to do and goes out once the job is done". There are some things you can do to activate it: Eating very spicy food or watching sad movies, according to a study at the University of Oxford.

Serotonin:

Chemical that appears when you feel important, disappears with depression or loneliness. According to the BBC, Alex Korb writes on the Psychology Today portal that the best way to increase your serotonin level is to think of happy memories. Additionally, Korb reveals that you can expose yourself to sunlight, receive massages, and do aerobic physical exercise, such as running and biking to obtain this chemical.

Dopamine:

Although this chemist is known as being responsible for feelings such as love and lust, John Salamone, a professor of psychology at the University of Connecticut points out that "it has more to do with motivation and the cost-benefit ratio, than with the pleasure in itself, "where he explains that" low levels of dopamine make people and other animals less likely to work for a purpose. "

The advisable thing to dopamine release is to "set short-term goals or divide those goals that are longer term into small goals".

Oxytocin:

Hormone of the emotional bonds and "the hormone of the hug". Navneet Magon, an Indian obstetrician and gynecologist, notes that oxytocin "is an important brain compound in building trust, which is necessary for developing emotional relationships." That is why it is considered important within this group of happiness.

Always having the feeling of "Control" will make you feel better. And your whole environment will be activated in tune with how you express yourself.

It all starts in your mind; in a simple idea, it is then visualized and desired, as a verbal sentence out loud or out loud; since this way it acquires more force by the mere additional act of adding to the thought the speech and even the shout or the song; using specific positive decrees, never sentences in the future, because when they are repeated they never arrive: "I will be rich". For these decrees are orders of neurolinguistic programming that come true or are

attracted through the exercise of repeated visualization and if you repeat in the future verb it will always be beyond the present and never in the present, in the same way seeing images or reading, listening etc. Later it passes to an executive state until it is reached, but some connecting dynamics between the elements must be taken into account so that they relate and act synergistically and take greater speed.

And something very important aligns your brain hemispheres:

The left as such is the rational and the right the creative, so if you rationally guide yourself through this plan and your creative hemisphere wanders unconsciously, otherwise it will act as one who designs a perfect equation and in the end multiplies it by zero, canceling all the work done. , and keep in mind that the negative energy force penetrates stronger in our rational mind, since fear is a powerful stimulant for and against; therefore you will be stuck in those images of failure or hopelessness that you must transmute in the same way as you created it, but in reverse, in such a way that you return the initial.

Everything perceived and what we do not know; that is, it does not have a name yet; it is a clone of ourselves on various scales, therefore if we belong to the universe; we are part of him and he of us; Visualize all that power contained in each of your cells that at a formal level are similar and just as the human being does not accept "NO" and we see this clearly in children by giving them orders that do the opposite; start each of your thoughts positively, without denying anything and the universe is the same as one of the hermetic laws says²⁴ "**Literal**".

Everything thrown into the universe bounces. Or from Edward Thorndike's Law of Cause and Effect²⁵.

The important thing is each of our acts and omissions especially in the details; it makes every fall and affects us again in the short or long term and likewise I quote:

"Be careful what you wish for and if you get it, you may not know what to do, when it turns into something 10 ten times bigger than you expected".²⁶ (Eminem).

²⁴ Willian Walker Atkinson 1909, American. It raises the 7 hermetic principles of metalism, in this case VI. The principle of "**Cause and Effect**"; "Every effect has its cause, and every cause has its effect, everything happens according to the Law; luck is nothing more than the name given to an unknown law; there are many planes of chance, but nothing escapes the Law ". "*The Kybalion*" book where he uses the pseudonym "The Three Initiates".

Nothing happens casually. And therefore everything must have an existential meaning; If you are looking for an answer to your current circumstance, it is likely that, although it is not your entire responsibility, if you did something: Allow it to happen and you are responsible for that.

From your current circumstance you can learn not to repeat old mistakes and at the same time know realities that were invisible. It is now up to you to spend time victimizing yourself or seeing your circumstances as a challenge and opportunity for development; beyond the material.

²⁵ Edward Thorndike psychologist (1874-1949) The law of the base effect of behavioral psychology shows that you learn by establishing links between actions and results, remembering the positive results and forgetting the negative ones.

²⁶ Taken from the song "*Careful what you wish*" by Eminem. Whose real name is Marshall Bruce Mathers III (St Joseph, Missouri, October 17, 1972), known by his stage name EMINEM and also by his alter ego Slim Shady, is an American rapper, record producer and actor. His stage name comes from the union of the initials of Marshall

Well, you only took care of the big thing and not the details and the cost of obtaining something can be greater than desired.

The most important thing is faith and confidence in yourself. Well no one will do it for you.

Work in silence²⁷ without commenting until you have a specific achievement; since opposing energy forces such as envy or private interests will try to sabotage your goals; unless this communication is necessary for the scope of your plan.

Remember this question at every step you take:

What do you gain by saying, doing or not doing something? If the answer is nothing: ¡DON'T DO IT!

When you take refuge in your comfortable place of self-indulgence, self-pity or depression justifying the lack of your actions, the only thing you achieve while waiting is for someone to do it for you before or just delay your own act, however: days, even years of inactivity are not necessarily a symbol of failure, nor a lack of progress; as long as you find that time occupied observing and feeding back on the analysis of your actions compared to those of others.

Many times, you learn more by doing nothing than by working, because the idea must mature, assert itself and give time to its development.

Years unemployed and locked in a house would seem like a complete failure; But if this person used it to read everything he could not do when he did not have time and began to give himself space to distract himself, observe others, watch television programs that he had never tuned in to and participate in unexplored activities; taking all this in one source, putting together a great mass of knowledge supplied by interconnected nodes giving explanation or justification to every little gesture of its existence.

Realizing that in those years he saved lives because he had time to listen to people at any time; He could see how people sank into their own tears, fears and left decision-making to others.

In addition, due to lack of money, he was forced to learn from repairs to cutting his hair, since he has time for it and the freedom to do it many times; losing the fear of being wrong. By bringing you to know skills you didn't know you possessed, including your own potential for emotional endurance, with the great gift of time well spent you can now strengthen yourself,

Mathers: M&M ("Em and Em", styling as Eminem). He has sold over 200 million albums worldwide, making him one of the best-selling rappers in history.

His lyrics take part in his life experience, which started when he was abandoned by his father after his birth, living in a trailer with his unemployed mother in the black sector of Detroit, suffering discrimination and poverty, working without being able to finish high school.

²⁷ The Art of War by Sun Tzu.

sharpen your observation of yourself and the behavior of others: Grow emotionally and intellectually. You are in control of all this and now is the time to take advantage of it.

Building a construct is not much different. Well, the best school is self-observation (the biggest challenge) since as much as we look in the mirror every day before leaving there is much that we hide from ourselves in order to face reality; making ourselves blind to most of the things we must avoid seeing in order to survive, and we end up ignoring ourselves and others; and to everything.

And our fish tank of reality moves us away from the objective: For this reason we must carry out a Semiotic Analysis²⁸ **of the Parts, the Parts among themselves and the Whole**²⁹.

Where: Everything is interconnected. Therefore, we must **identify, categorize and observe** the movements of **each part individually**, and then relate **these parts to each other**; defining its **Relationship** (interaction or **feedback**³⁰) and finally **Analyze the Whole** (panoramic focus or **Top-Down Focus**) that gives us a greater objectification of us as part of a whole or environment. In this way we can move the precise parts to make changes or modifications causing an expected controlled impact; avoiding the chaos or total disarmament of the multifactorial structure in which we operate (which can cause even more problems).

In some cases it is easier to make dramatic **reengineering**³¹ alterations that transform the whole: us and our environment; but this measure is recommended only when: There is a feasibility of being applied and the correction is more complicated than starting from scratch.

The decision you make must come from a deep understanding of us, our interactions and environment; from all fields: physical, mental, spiritual, value, behavioral etc. Without discipline,

²⁸ Semiotics: It is the study of the process of signs (semiosis), which is any form of activity, behavior or any process that involves signs, including the production of meaning. A sign is anything that communicates a meaning, other than the sign itself, to the interpreter of the sign. The meaning can be intentional, as a word pronounced with a specific meaning, or unintentional, as a symptom that is a sign of a particular medical condition. Signs can communicate through any of the senses, visual, auditory, tactile, olfactory or gustatory. The semiotic tradition explores the study of signs and symbols as an important part of communications. Unlike linguistics, semiotics also studies non-linguistic sign systems. Semiotics includes the study of signs and sign processes, indication, designation, similarity, analogy, allegory, metonymy, metaphor, symbolism, meaning and communication.

Semiotics is often considered to have important anthropological and sociological dimensions; For example, the Italian semiologist and novelist Umberto Eco proposed that each cultural phenomenon can be studied as communication. However, some semiotics focus on the logical dimensions of science. They examine areas that also belong to the life sciences, such as how organisms make predictions and adapt to their semiotic niche in the world. In general, semiotic theories take signs or sign systems as their object of study.

²⁹ Analytical Concept taken from the text "*The Spatial Configuration I and II*" of Prof. PhD. Eduardo Meissner Grebe (Concepción, Chile, July 9, 1932). where he deals with the topic of Semiotics from the two-dimensional and three-dimensional point of view, which Victoria Andrea Muñoz Serra adapted to the Marketing and Coaching area.

³⁰ **Feedback:** Feedback is a mechanism by which a certain proportion of the output of a system is redirected to the input, with signals to control its behavior.

³¹ **Reengineering:** It is a deep reconfiguration of the process in question and implies a comprehensive vision in which we develop. Questions like: *Why do we do what we do?* and *Why do we do it the way we do it?* They lead us to ask ourselves about the fundamentals of the processes. Reengineering is radical, since it seeks to get to the root of things, it is not just about improving processes, but mainly, it seeks to reinvent them in order to create competitive advantages and innovate in the ways of doing things.

conviction and a sustainable and sustainable will, it is impossible to apply a change, either partial or global.

Why does a person without any destiny or motivation who is also seriously ill have the capacity to do what others do not? With a past of violence and abuse?

How we get the driving force to do all of this:

Product of an anguish, a failure, a pain of its own that became alien; having lived in isolation, it was easier for him to observe and have empathy when looking at small details or gestures. Living the lives of others could be useful and achieve what he could not for himself; projecting its emptiness on the outside. Obviously he hesitated a lot, but whenever something failed, then something else appeared and he realized that his life consisted of that structure that in the event of any failure, the opposite would undoubtedly come and thus he lost fear and hopelessness trusting his pattern of reality.

For this reason the first law is to know ourselves as to how our reality works.

And the second is how our environment works and how it is better to interact with it based on our goals.

In this way, if we take the scheme of the **Septenary Constitution** and use its "**names**" and classifications, it is easier for us to carry out reforms, modifications to our behavior to transform ourselves, since for this the first thing is to know ourselves as well as possible and in turn know in which reality we move in the present and since we have a pair of identifying names that give us the strings to pull to give shape or body to our construct, which must ensure that appropriate and sequential components are articulated that allow us to define our objectives in detail and what we need at each level to reach them and where to place this model so that it works in a given reality.

Many of our problems have very easy solutions to answer, but knowingly our behavior is not modified to solve it; lose weight, spend less money, control our impulses etc. And in these cases the remedies are to eat less, not to spend more than you have, or to explode with each stimulus.

It sounds very easy to solve, but why do we do nothing to avoid the situation?

It is very simple, because we do not know in detail our mental process that leads us to take the wrong path and for this it is necessary to do a reverse and meticulous introspection not only of the acts, but of our emotions and of responding many why I do I don't do this or that, or what happens in my mind before, during, or after, and in contingency.

For this we can take a simple pencil and a sheet as large as possible or use a blackboard and begin to write down the process of each thing. For example:

How I got to have an object in my house that cost me to stay without having to pay a bill in the days after it and we write down with words, symbols and by way of diagram, the sequence connecting the emotions or mental processes that go through these actions, then we erase or rearm the diagram in the most detailed way, grouping common factors and arriving at the

essence or common source of every act and we continue on other sheets, debugging the scheme until everything is very clear, then we see the point that could be avoided and cut the chain on time or even before starting, taking steps to avoid it.

And on other sheets we write down mitigators or suppressors, taking positive reinforcement initiatives to avoid buying; as something as simple as walking with what is just and a list of what is necessary to acquire in order of priority and occupying obstacles so as not to spend beyond what is due or to promote savings in such a way that gradually we go away having the money distributed in various places or even hidden for itemized emergencies.

You invent these methods according to your way of acting; If you are impulsive or have purchases to supply deficiencies or anxiety or depression, and thus you will manage to make a habit of not having this apparent surplus and see it as the money that you have to always have as part of your daily life, building a habit that in General is acquired 21 days in a row, even if you have to do many tricks of self-deception at first to achieve it.

We must go to the essence; "What makes things what they are", therefore the examples of the Septenary Constitution versus the materialistic and pragmatic Maslow pyramid (already obsolete, since we skip steps, in relation to our priorities) show us that if we want to transform our being we must go to the values, the virtues that govern our conscious and unconscious decisions and also; it is necessary to strengthen them to reach higher planes of spiritual development much more transcendental in ourselves and for others, which are reflected in our objectives and which we often do not do for ourselves: work to come out of a failure, but if we are activated by the simple act of giving meaning or purpose to our lives being indispensable or necessary for others as well.

Have the good sense to understand that we do not know what we need, but only what we want, but not the how or its details (at best), because there is the conflict: **Prioritize**.

And then understand our life record, its importance to others, the altruistic management of fraternity and empathy, our resilience, the control of our egos that by pride or lack of self-esteem denies us learning from others.

Everything that makes man move comes from the conception and hierarchy of values that gave him his home³² or in his first years of existence; between zero and five years of age; everything experienced by him will be the matrix that he will use to measure, decide, do or not do something etc. And if this last is not clear or extremely flexible it can lead you down a path of crime or great innovations; It all depends on how he himself evaluates at a young age if he will be a "**Super Hero**"³³ who wants to save the world from what he had to go through,

³² Virginia Satir (1916-1988) norteamericana de profesión psicóloga, plantea que la familia es la "fábrica" en la que se hacen las personas. "Sabendo cómo curar a la familia, sé cómo curar al mundo". Donde el papel que asume una persona en su familia, suele ser el mismo que asume como adulto.

³³ Robin Norwood was born on July 27, 1945 North American. She is a licensed marriage and family therapist, working in the addiction field for fifteen years. She is a specialist in the treatment of alcoholism and relationship addiction, author of "*Women Who Love Too Much*" as well as the book "*Why me? Why this? Because right now?*".

transforming himself into a philanthropist or altruist who will avoid the suffering of others by giving his whole life to save the other, for in his unconscious, in each individual, he saves himself.

Or else it will sink into anger and frustration that is the engine of violence; falling into a sea of disgrace for himself and his environment.

Now if the matrix is orderly rational it will tend to the good, to a high empathy for others, giving opportunities to those who are wrong; in a balanced way, it will present a greater strength to withstand the onslaught of life and its swings, because his parents gave him the tools and affection to not lack self-esteem, nor have emotions of contempt, envy or bitterness, since he was taught that everything it is given according to their effort, but in extreme situations this **Platonic formation** described in "*The Republic*" is not enough; because the human being does not live in a perfect world surrounded by people who come from functional homes or with high value models and there that correct person can fail more than one from a dysfunctional family; here everything depends on how we ourselves value our reality.

Therefore, we are what we do for ourselves regardless of whether it is correct or not because, although we act appropriately, we will not obtain a better treatment or benefit, it can even disadvantage us in a corrupt context, but there is something that depends on us despite how Let's act: **Allow** certain things to happen to us, not being prepared, or accepting a bad treatment, the lack of assertiveness when we clarify something and the how, where and when we express it.

Let bad things happen to us; that they do not depend on our acts, they are part of the evolution of every individual, because we cannot modify the rest, nor hope to change them; people change when faced with trauma or when they become aware of their actions and it is an internal decision that is not even rational, it is an act of will.

It is essential to detach from the environment as soon as we expect that our actions receive due respect; since the contemporary world; it suffers from values as virtues idealized by **Confucius**³⁴; that have been lost by materialistic notions that promise happiness. If we only

³⁴ Confucius: Kung Fu Tse (551 BC - Lu, 479 BC) Chinese thinker whose doctrine is called Confucianism. The essence of his teachings is good conduct in life, good government of the State (charity, justice and respect for the hierarchy), care for tradition, study and meditation.

The maximum virtues are: tolerance, kindness, benevolence, love of neighbor and respect for elders and ancestors.

If the prince is virtuous, the subjects will follow his example, following the ruling / subject, father / son, etc. model. A prosperous society will only be achieved if these relationships are maintained in full harmony.

Confucian doctrine are a series of mandates that should be the main duties of every man of government: Love the people, renew them morally and provide them with the means necessary for daily life.

Cultivate personal virtue and ceaselessly strive for perfection.

In private as well as in public life, always observe the upper path of the "Just Medium".

Have as its final object universal peace and general harmony.

need material elements in a quality adequate to our activities, the rest hinders us, it does not allow us to move forward, especially when these are the consolation of a compulsive accumulator that tries to fill emotional gaps or losses.

If we have visible and delimited our goals with a schedule that discerns the essence of our desires, the path is quicker and easier to manipulate to make the necessary corrections in us to achieve them, in a precise environment; and regardless of how good, bad or unstable it is; we are the ones who must adapt to avoid suffering their onslaught and distinguish that these are only mechanisms for specific achievements and not a change of value personality; The change of matrix or personal construct gives us clarity of the matter on which we work and how much we must concentrate on strengthening or modifying areas for our benefit.

We live starting from suffering; but are we aware of it? What do we really want and for what? Is so much wear and tear so important, for something that will give us so little?

It is our daily and eternal task; understand the reality where we are; its dynamics, knowing that we only decide: if we stop, adapt, change or avoid the impact of the environment.

The key is to go to the **Values**: "Virtues".

IV. 3.- Causes of Success or Failure

Napoleon Hill³⁵ proved with the greatest research to be done on success and wealth that there are 11 main reasons for failure; as you review that list check for yourself; point by point; how many of these causes stand between you and your success: Let's start with failure or failure is just a difference of letters; It is necessary to point out this clear difference.

He wrote: "*The Analects*" (Sayings of Confucius), bases his entire moral philosophy on a central teaching: that it is the virtue of humanity and in turn is based on benevolence, loyalty, respect and reciprocity.

These relationships also have a main characteristic: the superior has the obligation of protection and the inferior, of loyalty and respect.

³⁵ Napoleon Hill (Pound, Virginia, United States, October 26, 1883 - South Carolina, November 8, 1970) was an American writer. He is considered the most prestigious author of self-help and improvement in the world. He was an advisor to several presidents of the United States: Woodrow Wilson and Franklin Delano Roosevelt. Her book ("Think and Grow Rich") is considered one of the best-selling books. In 1908 Hill had the great opportunity of his life: interviewing the industrialist Andrew Carnegie, who was not only the richest man in the world at that time, but the second richest man humanity has ever known, after John D. Rockefeller. The meeting marked the beginning of a very fruitful relationship.

Andrew Carnegie revealed to the young Napoleon Hill that it was possible to identify in successful men characteristics that could be put into practice by the common man: That is, to discover a kind of formula for triumph: a selection of virtues, that if they were to be reunited in a single personality they would guarantee the complete success of such an individual, suggesting to the young Hill that he develop the course, and thanks to Henry Ford, who provided much of the material, he developed the course, the result of a careful analysis of the working life of more of five hundred men and women who have achieved unusual success in their respective professions.

Failure: It is the temporary defeat where we must accept the error and learn from it.

Failed: In life is to stay to live in failure, the difference between failure and being a failure will be proportionally related to how each circumstance that challenges you.

Failure or Temporary Defeat: It allows us to rethink the error, but in this new opportunity from a new perspective of action.

Thomas Alva Edison failed ten thousand times before perfecting the incandescent electric light bulb; that is to say he met temporary defeat and it is a thousand times before his effort produced success. All great men had temporary failures. They did not lose; They learned to do things differently and they won.

"A failure seems to be nature's plan to prepare us for great responsibilities" If everything we try in life will be accomplished with a minimum of effort and go exactly as planned, we would learn little, and how boring life would be, how arrogant we would become if we were successful in everything we tried, failure allows us to develop the essential quality of humility.

It is not easy when you are the person who experiences failure to accept it philosophically serene in the knowledge that this is one of the best learning experiences in life, nature's ways are not always easy to understand, but they **are repetitive and therefore predictable, you can be absolutely sure that when you feel like you are being given a more unfair test you are preparing for a great achievement.**

A loser never wins and a winner never gives up.

Based on everything said above:

IV. 4.1.- Eleven Main Causes Of Failure In Life (By Napoleon Hill)

- 1. Lack of a well-defined purpose:** In life, the person who does not have a central goal or a defined goal to address has **NO** hope of being able to succeed. 98% of the individuals analyzed by Napoleon Hill had no purpose; perhaps this was the main cause of his failure.
- 2. Lack of self-discipline and discipline derives from self-control:** It means that one must control all the negative qualities, before being able to control the conditions. First you must be able to control yourself, self-control is the most arduous task ever undertaken, if you fail to conquer your ego; your ego will conquer you. When you stand in front of a mirror, you can see your best friend and worst enemy in the same body at the same time.
- 3. Postponement:** This is one of the most common causes of failure, the tendency to always leave everything for later, stalks all human beings waiting for an opportunity to spoil any possibility of success, most of us are on the life as a failure because we are waiting for the ideal moment to start doing something worthwhile. You don't have to wait for the moment; it will never be the best time; We must start where we are and work with the tools we have at our disposal and as we move forward we will find better instruments.

4. **Lack of persistence:** Most of us are good at starting, but we do not serve to finish everything that we started, also people are prone to give up at the first sign of defeat. There is no substitute for perseverance, the person who adopts perseverance as his watchword discovers that in the end failure tires of pursuing it and disappears.
5. **Negative Personality:** The person who repels others because of his negative personality has no chance of succeeding. Success is achieved through the application of power and power is achieved through the cooperative efforts of others; a negative personality does not incite cooperation.
6. **Intolerance:** The person with a closed mind on any topic; rarely progresses; intolerance means that one has stopped acquiring knowledge; the most harmful forms of intolerance are those related to divergences of opinion on religious, ethnic and political issues.
7. **Excessive caution; the risk-free person usually has to settle:** Being too cautious is just as damaging as being too cautious; both are extremes from which we must protect ourselves; life itself is full of risks.
8. **Successful selection of the couple:** This is one of the most common causes of failure; Marriage involves a relationship in which two people have intimate contact. Without the relationship being harmonious; one is likely to fail more times alongside a toxic person; Furthermore, if failure is reached, it will be a kind of failure characterized by misery and unhappiness and will end up destroying all traces of ambition.
9. **Lack of well-defined decision-making power:** Successful people make decisions quickly and if they change them they do so very slowly. People who fail if they make decisions do so very slowly and change them very frequently and quickly; the indecision and the tendency to leave things for later are twin sisters and where one is found, generally the other is also found, we must finish with both before they do not get chained to the routine of failure.
10. **Lack of ambition to overcome and leave the mediocre level:** There is no hope for the person who is so indifferent, who has no interest in progressing in life and who is not willing to pay the price.
11. **Habit of spending indiscriminately:** Wasters cannot succeed. Basically because they always live in fear of poverty and the way to manifest it is by spending money. You have to get into the habit of systematically saving a specific percentage of your income, and then invest it in a business; have money saved to invest; it provides people with a very solid foundation of courage in negotiating the sale of their personal services; without money one must accept what they offer and be happy to have it.
The first step before any achievement or goal that we set ourselves is to have the desire to make it happen; it is about finding the fervent desire that burns us inside and makes us do everything necessary to achieve what we want.

Henry Ford accumulated a fortune not because of his superior mind, but because he found the fervent desire that motivated him to achieve what he set out to do.

- Remember a loser never wins and a winner never gives up and you are the irrefutable testimony of this principle because you have reached this stage of your life overcoming many obstacles; the proof that you are destined to be a winner is that you keep learning every day.
- In order to generate matrix-based changes in our person, a degree of awareness and multivariate self-control of our values coinciding with our thinking and putting into action of our ideas that are reflected in our actions and omissions are necessary. Reflected in coherent, consistent and conciliatory behaviors with our environment. Standing in an optimistic position regarding the circumstances and results of our acts or omissions. As part of constant learning that keeps us motivated by constantly adapting and changing; with a young thought that does not falter; because when we get older everything is slower, but old age begins with the abandonment of our dreams and efforts to achieve them.



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