

RECOGNIZE STUDENT/CLIENT NEEDS AT A GLANCE

by Valerie Stansfield

Personology is an empirical study of human behavior developed by laymen. It can be considered as an aspect of sociobiology, the study of how our biology affects our social behavior.

There have been many schools or styles of face-reading; most of these are very judgemental and dependent on specific worldviews or ethical codes. The Personology system was developed by a judge, from observing the courtroom styles of lawyers. It was then staticized by Robert Whiteside, who devoted his life to the subject and currently heads the College of Personology. His son Daniel Whiteside further refined the subject and added a dimension of depth, through integrating patterns of traits. When Gordon Stokes entered the picture, muscle testing was added, which enables one to isolate priorities of traits out of the overall patterns—this application they call Structural Neurology.

The basic concept of Personology and Structural Neurology I believe to be that the structure of the brain is mirrored on the structure of the brain-casing. The cellular proportions that one can observe and feel reflect the proportion of brain cells devoted to the represented function. How one's cells are distributed affects how one perceives and relates to the environment. It is possible through this study to be able to understand and empathize with thought patterns one would not otherwise even suspect were present. The value in human relations is incalculable.

Some of these traits one can learn to spot at a glance. This can help you meet the learning needs of students and clients in Touch For Health. I will describe and teach you three of these.

Structural Neurology categorizes the traits in three types. Type A has the minimum number of cells in the area, type C the most, and type B is in-

between. When you are first learning it is useful to learn these generalized types. As you progress in your use, proportionate differences will appear more pronounced.

Thinking Style is reflected in the slant of the forehead. Type A is a forehead that slants far back, almost to a 45% angle. There are fewer cells, less body mass, in the area. Information received newly goes more directly to the back-brain where it mixes with information already stored. Type C has a straight up-and-down forehead. Information comes in piece by piece, forming coherence before it is transferred to backbrain. Type B is between these two. Type B people can go either way, depending on the difficulty of the new data and a degree of free choice. One may think it is always better to be a Type B—this is not so. While having the advantage of more built-in choice, there is also the disadvantage of potential confusion as to which way to go.

I should address here for a moment the issue of choice. True choice lies in understanding one's natural propensity and making the decision whether to supersede it in the moment or allow it free flow. Each trait is both a limitation and an opportunity in self-expression. When you understand your own trait, you can take more advantage of it. Also, when you find yourself in a situation where your trait is a disadvantage, you can consciously make the choice to bypass it for the present conditions.

Apparently this system works because the literal shape of the head (and presumably the brain) has a figurative correspondent. Why this occurs is a matter of research in sociobiology. That it does work, you can find out for yourself.

When you understand the trait in another as well

as yourself, you can adjust your communication to ensure it will be received clearly and as you meant it.

When you see a slanted-back forehead, know that the person operates best when they are given the main idea first. They will want to grasp the essence of your communication and see what they can do with it. If they find the idea isn't working, they will come back for more data. This type of person has a tendency to jump to conclusions. On the other hand, they think quickly, and their fast conclusions are often correct.

The Type C, straight forehead, likes to think sequentially. They can become disturbed or switched if given the main ideas right away—they want to see how premises lead to conclusions. They process information from beginning to end. There is some tendency for this trait to be sex-based: straight foreheads are found more often in women. Often a Type C will get a reputation as a slow or even stupid thinker. It is simply that they are more subjective in compiling data. They require patience on the part of a Type A.

Selectivity is a trait that shows in the height of the eyebrows. With women you need to take into account that many pluck the underside of the brow, which makes it appear higher. You need to be close enough to perceive the natural line—nevertheless, with most people this trait is fairly obvious.

Type A is a "lowbrow;" his character is affable. He easily makes friends on a superficial level. He can get close quickly if not deeply and warms up fast. However, he may be guarded about close feelings. He makes his selection after he has spent some time with the person. There is little class-consciousness and discrimination is unnatural to him.

The Type C is a highbrow. Don't come too close to him too soon. Give this person plenty of space; he will be more comfortable. When you have a selective client, let him know what you are going to do before you touch his body—he has to make

a choice to allow you. Once he has let you into his space or his circle, he is as warm and friendly as the Type A—it is just that initial acceptance takes longer. However, once you are accepted you are likely to stay that way, since the decision has been felt through. This is an emotional trait.

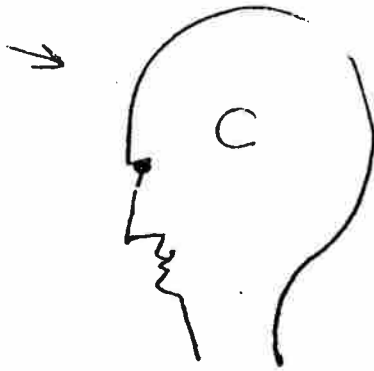
Credulity is an automatic instinctive trait. It is shown in the slant of the nose-tip. People with button noses that slant upwards are Type A. They have a tendency to take things in as they are received, to accept things at face value. They have the child's innocent need to love and trust. They can be an easy mark and have often been betrayed and taken advantage of. The downturned nose, Type C, is skeptical instinctively. They have to make the decision to trust. They'll sniff out the situation before accepting it. They are less easily tricked, and have to be convinced. When you have a skeptic in your class, take the time to make muscle testing very real to him. Turn a muscle on and off over and over until they are sure it is their own strength and not yours that is changing.

When you start a class, scan the group for these traits. If you do initial introductions in a circle, you will have time to observe this. Note how many of each type you have. Adjust your presentation to include them all. When you see you are presenting in a way that is comfortable for one type but not another, take a minute to explain to the other so that he moves into choice and will be comfortable too.

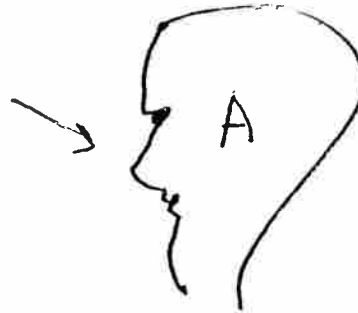
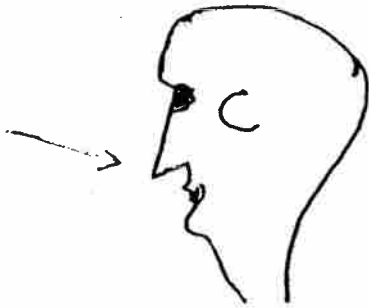
The traits are often related to body problems, and if you have a client, in individual session, who is either an extreme A or C, taking the time to ask them about it can be very releasing, and often improves their body balance.

A full profile of over 70 traits is available. This takes a few hours and can be very enlightening. Doing couples together can explain discrepancies in viewpoint that are difficult to resolve, and goes far in preserving relationships. This study is also useful in career management.

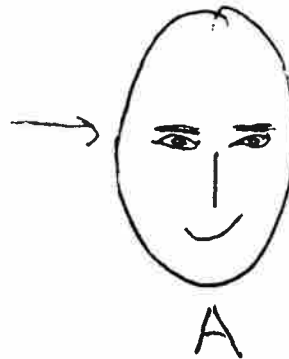
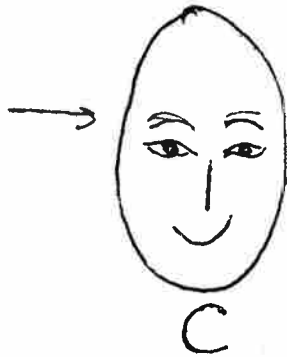
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- Thinking



- Trusting



- Selecting

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