

DECIPHERING

who we are dealing with



50 behavioral indicators
for same-day assessment

Life is about relationships. Yet our time is limited.

Life is about relationships. Yet our time is limited. The question is: do we really know who we are dealing with? Do we really? That is why this book exists: to ensure we spend our time with the right people — Loving Humans, ethical individuals. When we apply these 50 behavioral indicators for same-day assessment, we know who we are dealing with that very same day.

The purpose of these indicators is to prevent us from wasting our time with the wrong individuals — Selfish Humans — and to guide us toward the right individuals — Loving Humans. It is with them that we can build healthy and sustainable relationships, whether through friendships, work collaborations, or romantic partnerships. They also serve as self-assessment tools for personal growth and behavioral improvement — because we attract what we are.

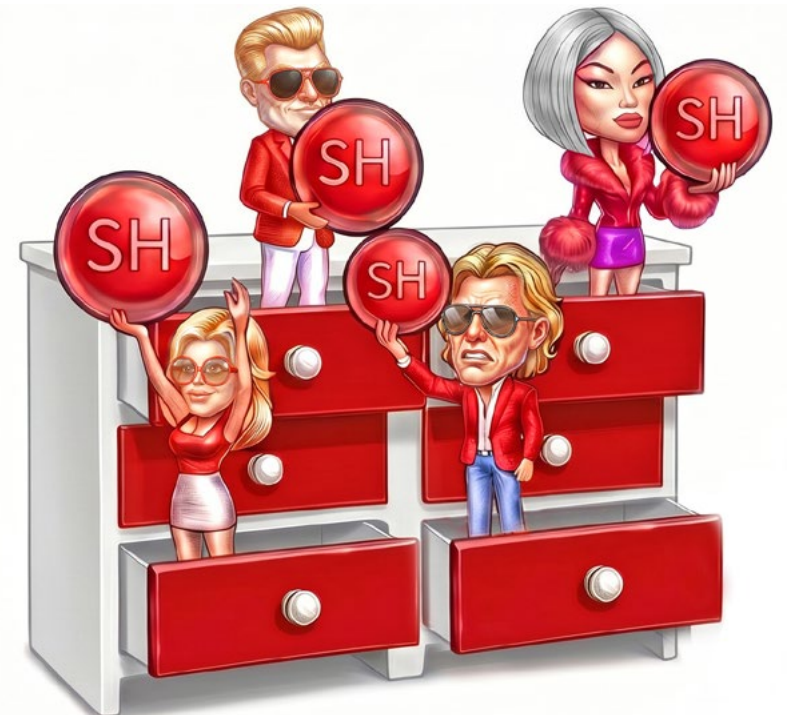


The concept of Selfish Humans and Loving Humans

The big picture

This world is composed of two coexisting worlds: the Competition World, fueled by Selfish Humans, and the Collaboration World, represented by Loving Humans. Competing is the primary toxic behavior. It entails engaging in a continuous two-step process of wanting to be or have the most or the best, while preventing others from doing well — in order to validate one's existence through attention, acknowledgment, popularity, status, and money.

Collaborating is the opposite. It is about walking together toward a horizon of common goals that nurtures the health, well-being, and happiness of all.



The Selfish Human ● Within Us

Almost all of us are Selfish Humans because we compete. We use toxic behaviors to compete. These behaviors serve as secret weapons — being dishonest, manipulating, pretending, and working hard on looking good in order to appear flawless to the world — are among the most common. All types of people compete — spouses, friends, neighbors, and professionals.

In this book, these behavioral indicators are specific manifestations of toxic behaviors. They are more detectable than toxic behaviors on their own, because toxic behaviors are too broad to observe.

As Selfish Humans, we are driven by our immediate needs and our best interests — we acquire them at all costs while neglecting the welfare of others. To achieve this, we rely on performance and appearance, and becoming highly skilled at using words to pretend to be genuine and loving.

The Loving Human ● Within Us

We are only a rare few who are Loving Humans because we collaborate. To collaborate, we engage in healthy behaviors — ethical behaviors: being honest, being transparent, leading by good example, and fully taking responsibility are among the most common.

In this book, these behavioral indicators are specific manifestations of healthy behaviors. They are more detectable than healthy behaviors on their own, because healthy behaviors are too broad to observe.

As Loving Humans, we are driven by genuine care for others, including ourselves. We are ethical and live by strong values — we feel a moral obligation to honor them within ourselves first, and by doing so, we naturally and automatically extend the same to others.



The ● that pretends to be a ●

The Selfish Human who pretends to be a Loving Human is the most difficult to decipher, whether within ourselves or in others. This type of Selfish Human creates a carefully crafted persona — a role they play in front of others, like an actor. They tend to present themselves as sensitive, cultured, and artistically inclined — people who talk passionately about love, personal growth, helping others, and supporting those around them.

They perform this role convincingly because they are extremely skilled with words and pretending. However, when we scratch the surface and remove the mask, we find someone driven entirely by their own immediate needs and best interests. By implementing the 50 indicators, we will notice that this type of Selfish Human is simple to detect — because there is a clear misalignment between the words one uses and the actions one takes. We simply ignore the words entirely and focus on the actions and choices alone.



When Do We Qualify as ● (SH) or ● (LH)?

We qualify as Selfish Humans (SH) or Loving Humans (LH) based on two criteria:

We are SH or LH based on a Single Behavior

When we behave according to a specific indicator, whether as a Selfish Human or as a Loving Human, it means that in that moment and interaction, our behavior is Selfish or Loving in nature. This does not define us overall — it only describes our current behavior.

We are SH or LH based based on Predominance

When at least 25 out of 50 indicators point toward SH behavior, we are predominantly Selfish Humans. When at least 25 out of 50 indicators point toward LH behavior, we are predominantly Loving Humans. We are never 100% SH or 100% LH — it is always a question of predominance.

A Practical Example

Let's take Indicator #3 — do we turn conversations into a monologue or a dialogue? If during one interaction we turn a conversation into a monologue, that does not make us a Selfish Human. On that particular day, we may simply be self-centered because we are not feeling well and need to express ourselves.

However, if we observe 10 indicators across the book and 6 of them consistently point toward SH behavior, we are predominantly a Selfish Human based on predominance.



THE SYTEM: 100 Behavioral Indicators

Life is about relationships, yet our time is limited. *Deciphering Who We Are Dealing With* is a two-volume behavioral screening systemf-built on 100 Selfish Human / Loving Human behavioral indicators.

They are designed to safeguard us from personal biases that cause us to waste our valuable time with the wrong individuals—Selfish Humans. Implementing these indicators ensures that we invest our time in the right individuals—Loving Humans—ethical individuals—individuals who genuinely value us, including our presence, time, and trust. Because it is only with Loving Humans that we can build sustainable relationships—friendships, romantic relationships, or work collaborations.

Deciphering Who We Are Dealing With also serves as a self-assessment tool — because we attract who we are.

Volume 1 — Deciphering who we are dealing with - 50 behavioral indicators for same-day assessment

Volume 1 is the initial screening phase composed of 50 behavioral indicators focused on first-time interactions. It helps us assess whether the person we are deciphering is a Loving Human, with a reliability degree of at least 95%.

Volume 2 — Deciphering who we are dealing with - 50 behavioral indicators for sustainable relationships

Volume 2 is a deeper screening phase composed of an additional 50 behavioral indicators focused on multiple interactions. It helps us assess whether the person we are deciphering is a Loving Human, with a reliability degree of 100%.

How to use this book

The behavioral indicators centered around 10 categories

The system is organized into 10 categories that reflect the most common situations and interactions we encounter with other people in daily life — covering the full spectrum of human behavior, from how we communicate to how we handle conflict. These categories describe the contexts in which behaviors take place.

- How we communicate
- How we meet
- How we present ourselves to the World
- How we relate to acknowledgment
- How we relate to well-being
- How we connect with eath other
- How we commit
- How we relate to things
- How we share spaces
- How we handle problems and conflicts

Each behavioral indicator measures one specific quality

Each indicator defines which major quality it measures in a person. This allows us to assess what is most relevant to us based on the person we are assessing, and to understand where the individual stands in relation to the 12 major qualities.

The 12 major qualities are the following:

- Honesty
- Discipline
- Respect
- Self-confidence
- Genuineness
- Reliability
- Commitment
- Trustworthiness
- Kindness
- Accountability
- Collaboration

For example, if we are looking for someone to collaborate with on a project, we can focus on indicators that measure collaboration and commitment. This gives us an immediate and targeted understanding of the person we are assessing.

How to Read the Results

We observe at least 10 indicators across multiple categories before drawing a conclusion about whom we are dealing with. No single indicator defines a person — the key is predominance.

- 1–3 LH indicators out of 10: predominantly dealing with a Selfish Human — we disengage or proceed with great caution
- 4–5 LH indicators out of 10: verdict unclear — we continue observing while remaining cautious
- 6–10 LH indicators out of 10: we are predominantly dealing with a Loving Human

A Note on Self-Assessment

These indicators can also be applied inward. When we apply them to ourselves, they help us recognize when we are acting as a Selfish Human or as a Loving Human — making this a tool for personal growth and accountability.

Recognizing Selfish Human behaviors within ourselves allows us to improve and adjust them. This aspect is especially important, as it is the foundation of everything else. We tend to attract who we are, and it becomes difficult to build relationships with Loving Humans — ethical individuals — if we are primarily operating from Selfish Human behaviors. For this reason, self-assessment is a priority.

The 4 Obstacles to Accurately Assessing Ourselves and Others

These four obstacles are flawed behaviors rooted in personal biases that distort the way we perceive others and ourselves. They lead to inaccurate behavioral assessments.

For example, someone who pretends to be kind is perceived as someone who is genuinely kind.

Obstacle 1 - Expectations

Seeing others the way we want them to be

Definition

Having expectations means seeing others through the lens of what we want to see in them.

Mechanism

We selectively focus only on what confirms our immediate needs or best interests while dismissing everything else.

Examples

If we approach a date with the expectation that the person is “the right one,” we will tend to selectively focus on all the aspects of the interaction that align with that expectation, while ignoring everything else to a significant degree.

In a work context, if we perceive someone as kind, we may overlook that this kindness is driven by people-pleasing behavior—where their actions are not fully aligned with their intentions, but instead shaped by a need to be liked, approved of, or acknowledged.

Obstacle 2 - Emotional states **Seeing Others Based on How We Feel**

Definition

Emotional states distort the way we perceive others by coloring how we interpret their behaviors and actions based on how we feel in the moment.

Mechanism

We experience emotional states such as anxiety, anger, fear, or depression, as well as positive states such as peace, happiness, and fulfillment. These states influence how we interpret behavior in real time.

Examples

When we are in a negative emotional state, such as anger or anxiety, we may interpret a neutral comment as an attack or disrespectful behavior because we are in a bad place.

When we are in a positive emotional state, such as peace or contentment, we may overlook or minimize clear behavioral issues because we are in that state of contentment and do not want to focus our attention on negative behaviors.

Obstacle 3 - Being Easily Influenceable **Seeing Others Through the Views of Others**

Definition

Being easily influenceable means seeing others through the opinions, interpretations, and perspectives of others.

Mechanism

We accept a distorted view of reality fed to us by colleagues, close relationships, mainstream media, and social media, without taking the time to verify or question it ourselves.

As a result, our perception of other people becomes externally shaped rather than independently formed. At the root of this is cognitive laziness—the tendency to avoid the effort required for independent thinking and truth-seeking.

Examples

We may accept a judgment about someone as true when it is expressed in an absolute and confident way, without verifying it ourselves. For example, if someone says, “That person is not unreliable,” we may adopt this view simply because of the certainty in which it is stated, even without direct evidence.

Obstacle 4 - Wishful Thinking **Seeing Others as We Wish They Were**

Definition

Wishful thinking means constructing an interpretation of others based on what we wish or hope them to be, rather than what their behavior consistently shows.

Mechanism

We tend to focus on the positive aspects of others while overlooking flaws, contradictions, or inconsistent behaviors. We construct an idealized version of people based on what we wish were true, rather than what their behavior consistently shows.

Examples

For example, we may ignore clear inconsistencies in someone's behavior, such as when they often curse or act aggressively, because we want to believe they are a good or trustworthy person and instead focus on their positive traits, maintaining an idealized view of them.

Another example, in an existing relationship, we may ignore the fact that our partner regularly flirts with other people and instead focus on the moments that confirm our positive image of the relationship.

coaching approach founded on the understanding that we can only feel well every day when we are predominantly Loving Humans — ethical individuals.

The Structure of This Book

This book follows a consistent mirrored and parallel structure throughout. Every element — titles, descriptions, illustrations, and colors — is organized the same way: negative first — Selfish Humans — selfish behaviors, and positive second — Loving Humans — ethical behaviors. Red represents Selfish Humans, blue represents Loving Humans. In every illustration, Selfish Humans appear on the left, Loving Humans on the right. Every title, description, and sentence follows the same structure — Selfish Humans first, Loving Humans second.

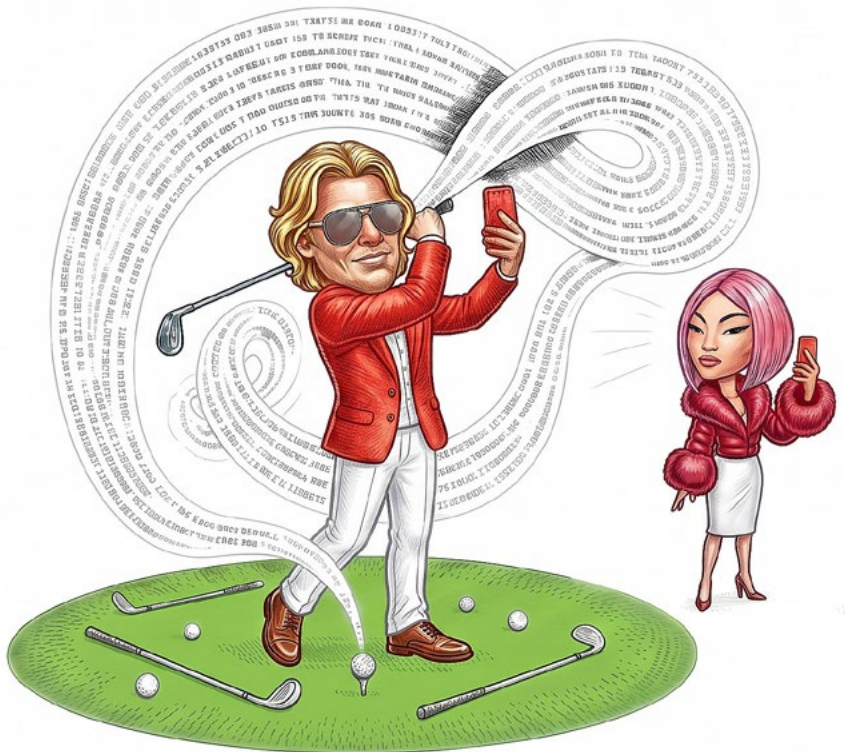
This intentional consistency serves a purpose — to make the content easily digestible, the patterns instantly recognizable, and the assessment of ourselves and others as clear, certain, and effective as possible.

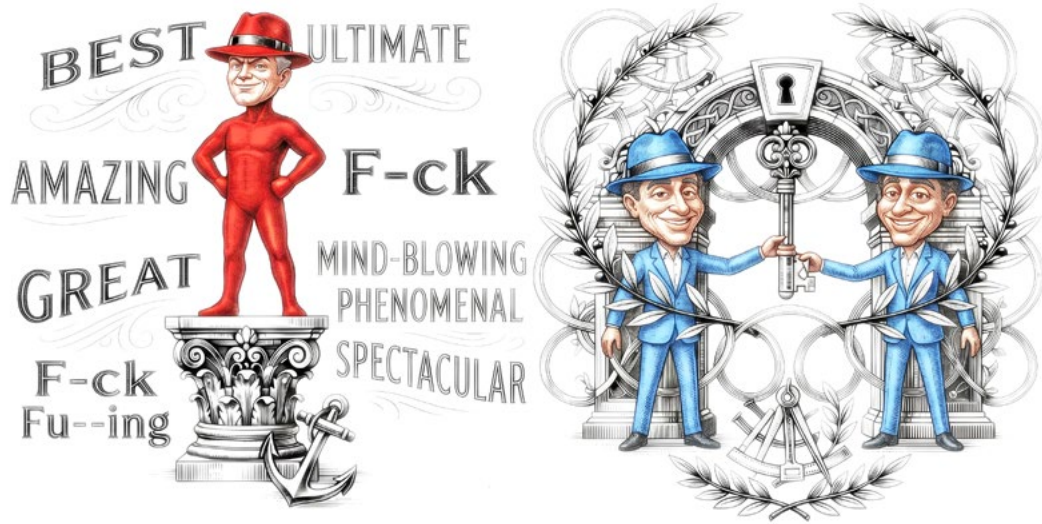
Further Resources

For more information about Selfish Humans, Loving Humans, toxic behaviors, and healthy behaviors, readers are invited to purchase the complete six-framework system of PLW Life Coaching, the ethical

Category 1

How we communicate





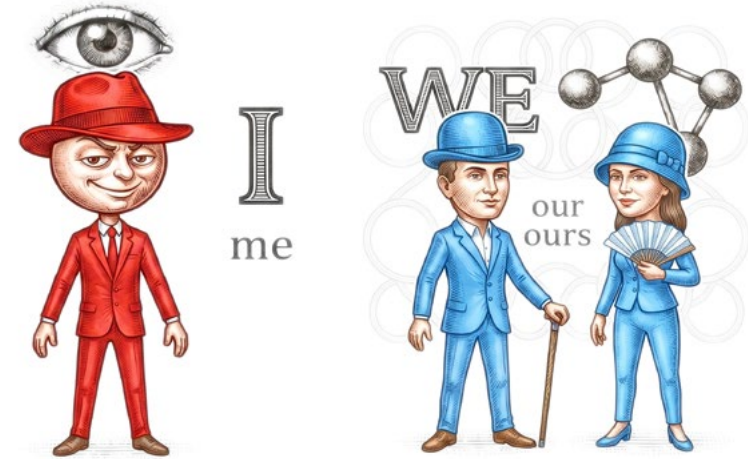
INDICATOR #1

Do we use words to be the center of attention or to get a message across?

When we are ● we use technical terms to appear superior and excessive superlatives or profanity because we are self-centered — we want to be the center of attention.

When we are ● we use simple, specific words straight to the point because we collaborate — we focus on communicating a clear message to others.

→ Measures one's level of genuineness



INDICATOR #2

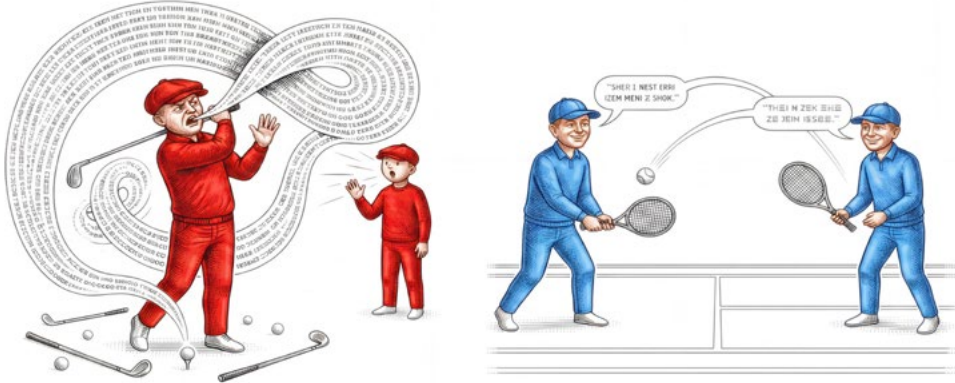
Is our language self-centered or inclusive?

When we are ● we use "I" because we want to be the center of attention, and we use "you" to flatter others' ego so we can be acknowledged or liked in return.

When we are ● we use "we," "our," and "ours" because we focus on collaboration and shared responsibility.

As SH, we say "I did this, I handled it, I made it work"; as LH, we say "we did this together, we handled it, we made it work."

→ Measures one's level of collaboration



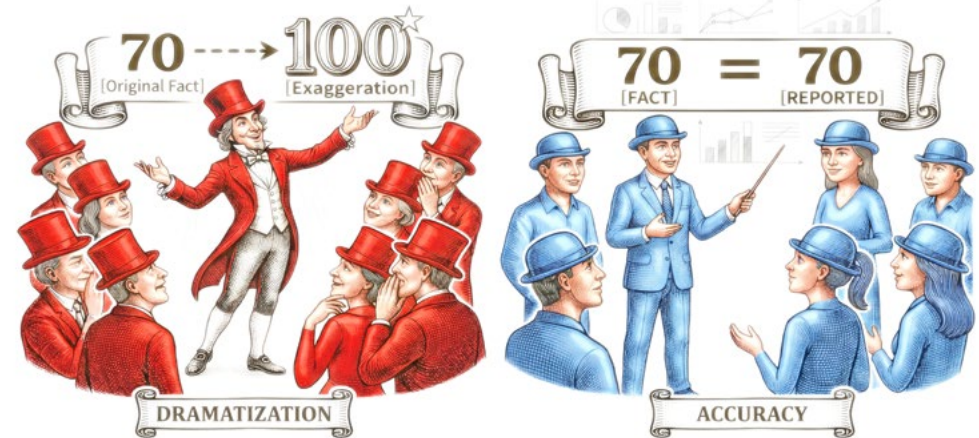
INDICATOR #3

Do we turn conversations into a monologue or a dialogue?

When we are ● we communicate like a golf game — we talk until we have said everything on our mind because we are self-centered. When others speak, we are impatient to talk again, so we cut them off.

When we are ● we communicate like a tennis match — both people take turns because we are genuinely interested in what others have to say.

→ Measures one's level of genuineness



INDICATOR #4

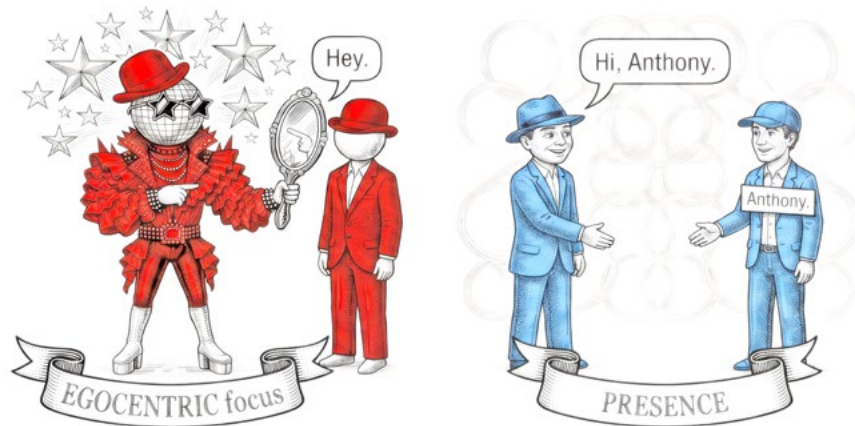
Do we distort facts to appear more interesting, or describe things as they are?

When we are ● we exaggerate and distort facts because we are self-centered — we want to be the center of attention.

When we are ● we describe facts as they are because we are honest — we want to communicate truth to others so that we can provide each other with certainty.

As SH, we exaggerate — 70 people becomes "100" and \$75,000 becomes "\$100,000"; as LH, we say exactly what it was — "70 people" and "\$73,000."

→ Measures one's level of trustworthiness



INDICATOR #5

In first interactions, do we use a generic greeting or do we use the other person's name?

When we are ● we use generic greetings because we are self-centered and focused on how we appear to others — we prioritize introducing ourselves over acknowledging the other person.

When we are ● we use the other person's name because we are genuinely interested in them — our attention is directed toward them rather than ourselves.

As SH, we say "Hi" or "Hey, how is it going" in emails, online communication, or first work interactions; as LH, we address people by their first name in the same contexts.

→ Measures one's level of kindness



INDICATOR #6

When texting, do we write carelessly or with care?

When we are ● we send messy, unstructured texts full of spelling mistakes because we are selfish and careless — driven by our immediate needs, we get it done quickly for ourselves and leave the other person to figure it out.

When we are ● we send clear, well-structured, and articulate texts because we collaborate — we take on the work ourselves so the other person doesn't have to figure anything out.

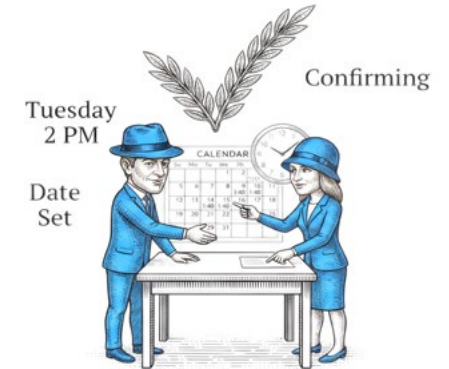
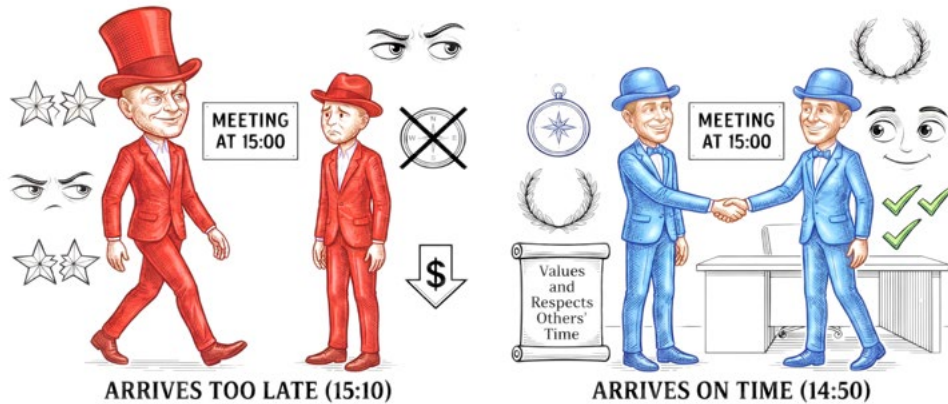
→ Measures one's level of collaboration

Category 2

How we meet



DO WE KEEP OTHERS WAITING OR ARRIVE ON TIME?



INDICATOR #7

Do we keep others waiting or do we arrive on time?

When we are ● we are usually late because we devalue others and their time, and we are inconsiderate.

When we are ● we arrive on time because we value and respect others and their time, and we are considerate.

As SH, we arrive at 15:05 or as late as 15:20 for a meeting at 15:00 and act as though it is completely normal; as LH, we arrive early, such as 14:50, or exactly at 15:00.

→ Measures one's level of reliability

INDICATOR #8

Are we vague or specific when arranging a meeting?

When we are ● we are vague when arranging a meeting because we are uncommitted and do not respect others' plans and time — leaving room for ambiguity, cancellation, or last-minute changes.

When we are ● we are specific because we value commitment and others' plans and time — leaving no room for ambiguity by clearly defining the time and place.

As SH, we say "I'll let you know Monday," "maybe next week," or "let's take a rain check"; as LH, we say "Let's meet Tuesday at 15:00 at place X."

→ Measures one's level of commitment



THE GREETING: RUSHED OR SINCERE?

INDICATOR #9

When we meet, do we rush the greeting or take our time?

When we are ● we rush the greeting because we are self-centered and do not genuinely care about others.

When we are ● we take the time to greet others because we genuinely care about them.

As SH, we give a quick "hey" while distracted, avoid eye contact, and are already moving on; as LH, we pause, stay calm, make eye contact, and remain fully present.

→ Measures one's level of kindness



INDICATOR #10

Do we reschedule last minute or with advance notice?

When we are ● we reschedule or cancel last minute because we do not respect others' time or plans, and we do so due to self-centered reasons.

When we are ● we reschedule at least a day in advance because we respect others' time and plans, and we clearly communicate the specific and valid reason for doing so.

→ Measures one's level of commitment



INDICATOR #11

Do we offer gifts that harm or support others' well-being?

When we are ● we offer gifts that can harm others' well-being because we do not care about their health.

When we are ● we offer gifts that support others' well-being because we are health-conscious and genuinely care about others.

→ Measures one's level of kindness



INDICATOR #12

During meetings, do we perform being funny or are we genuinely funny in context?

When we are ● we perform being funny because we want to be the center of attention and to be liked. Therefore, we force jokes or exaggerate humor even when it does not fit the context.

When we are ● we are naturally funny because we are genuine. Therefore, our humor matches the situation and context.

→ Measures one's level of genuineness

Category 3

How present ourselves
to the world





INDICATOR #13

Do we dress to seek attention or to present ourselves respectfully?

When we are ● we deliberately curate our appearance in an exaggerated and provocative way because we are self-centered — we want to be the center of attention and be acknowledged.

When we are ● we present ourselves in a clean, simple, and genuine way because we are respectful of others and the world around us.

As SH, we wear provocative or revealing clothing with exaggerated accessories; as LH, we wear simple, well-fitted, neutral clothing with no excessive accessories — clean and appropriate to the context.

→ Measures one's level of respect



INDICATOR #14

Do we perform our tone of voice or speak naturally?

When we are ● we are overly loud, overly dramatic, and exaggerate our intonation with excessive fluctuations because we are self-centered — we want to appear more interesting and special, and be the center of attention.

When we are ● our tone is natural and consistent because we are genuine — we focus on communicating efficiently, not on how we sound.

→ Measures one's level of trustworthiness



INDICATOR #15

Online: do we alter our appearance or present ourselves as we are?

When we are ● we construct a perfected, unrealistic image because we are insecure and dishonest about who we are.

When we are ● we present ourselves as we are because we are genuine, confident, and honest about who we are.

As SH, we alter our skin, exaggerate features, erase flaws, or use filters and makeup to conceal imperfections and appear younger; as LH, lighting or composition may be used, but we never significantly alter our appearance.

→ Measures one's level of honesty

INDICATOR #16

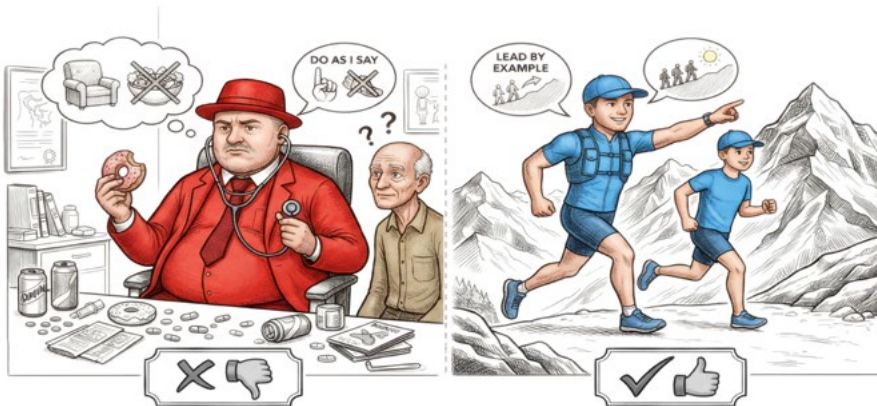
Do we provocatively reveal our body or present it in a respectful way?

When we are ● we expose our body maximally because we are self-centered — we use our body to seek attention and be noticed.

When we are ● we expose our body minimally because we are respectful of ourselves and others — our clothing subtly suggests our shape without revealing it.

As SH, we show excessive décolleté, reveal the contours of our intimate area, and wear tight clothing that fully reveals our body shape, or we display our muscles shirtless or in overly tight clothing; as LH, our clothing is understated and modest, suggesting curves or physique without overexposing.

→ Measures one's level of respect



INDICATOR #17

Do our words contradict who we are, or do they reflect who we are?

When we are ● our words and actions are misaligned because we are dishonest — we fail to practice what we preach or embody what we offer.

When we are ● our words and actions are aligned because we are genuine — we practice what we preach and embody what we offer.

As SH, we speak about health and well-being while embodying unhealthy habits, unhappiness, and ill-being; as LH, we ourselves are healthy, happy, and genuinely embody the well-being we stand for.

→ Measures one's Level of trustworthiness

Category 4



How we relate
to acknowledgment





INDICATOR #18

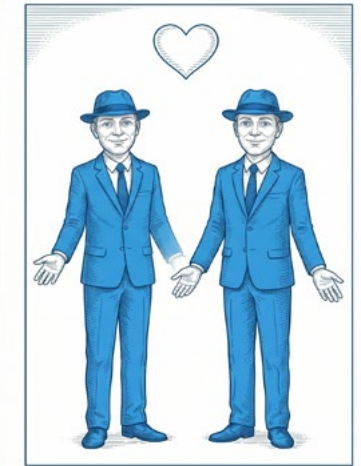
Do we make ourselves the focus or our work?

When we are ● we put the focus on ourselves rather than our work because we are self-centered — we seek acknowledgment, attention, validation, and popularity.

When we are ● we put the focus on our work and not on ourselves because we collaborate — we want to add value to the lives of others by nurturing their health, well-being, and happiness.

As SH, we use large photos of ourselves or emphasize our name more than the content; as LH, we highlight the information and let the work speak for itself.

→ Measures one's level of collaboration



INDICATOR #19

Do we behave the same when we know we are being observed and when we think we are not?

When we are ● our behavior and appearance fluctuate depending on whether we are being observed because we are dishonest — we fail to practice what we preach and embody what we offer, working hard on appearing flawless to the world.

When we are ● we show consistency in both situations because we are genuine — we practice what we preach and embody what we offer, remaining honest about who we are.

As SH, we appear overly happy when observed and drained or unhappy when we think we are not; as LH, we maintain a stable presence and emotional expression in both situations.

→ Measures one's level of honesty



INDICATOR #20

Do we show a strong reaction to praise or a minimal response?

When we are ● we react strongly to praise and social validation because we are unwhole — we rely on others' validation to feel happy.

When we are ● we respond calmly because we are whole — we rely on our own validation to be happy, using external validation only as reinforcement.

As SH, our eyes brighten and we show visible physical and facial responses — comparable to an addict receiving their substance after withdrawal; as LH, acknowledgment and admiration are appreciated but not needed.

→ Measures one's level of self-confidence

INDICATOR #21

Do we excessively use social media or use it rarely or not at all?

When we are ● we excessively use social media because we seek validation from others to affirm our human existence and to feel acknowledged.

When we are ● we use social media rarely or not at all because we find meaning and happiness in cultivating in-person interactions.

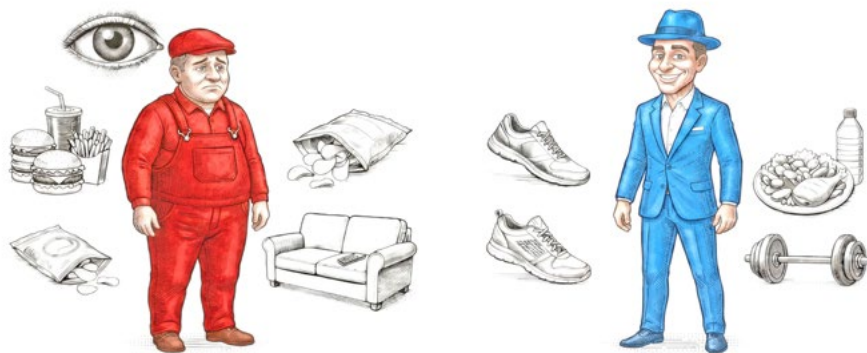
As SH, we compulsively post, scroll, and check social media platforms for likes, comments, and reactions; as LH, we only use it temporarily and exclusively for work-related purposes, if at all.

→ Measures one's level of self-confidence

Category 5

How we relate to well-being





INDICATOR #22

Are we overweight or thin and fit?

When we are ● we are mostly slightly or significantly overweight because we cultivate careless habits and are indifferent to our health — we lack self-control and discipline on a physical level as we are dishonest with ourselves — we break agreements with ourselves.

When we are ● we are, to a rare exception, thin and fit because we are health-conscious and genuinely care for our body — we have self-control and discipline on a physical level as we are honest with ourselves — we keep agreements with ourselves.

→ Measures one's level of trustworthiness



INDICATOR #23

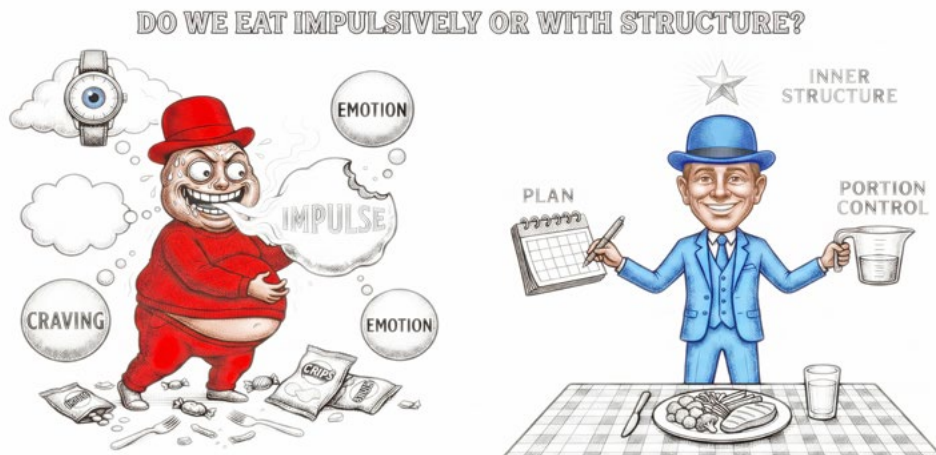
In conversations, do we express self-centered or collective personal growth?

When we are ● our conversations gravitate toward lack and suffering or selfish-driven personal growth — we seek attention and sympathy through our pain, discomfort, and hardship or our competitive accomplishments.

When we are ● our conversations gravitate toward collective personal growth — we strive to nurture the health, well-being, and happiness of all, including ourselves.

→ Measures one's level of collaboration





INDICATOR #24

Do we eat impulsively or with structure?

When we are ● we eat impulsively because we are health-unconscious and lack self-control — we let ourselves be driven by cravings and emotions.

When we are ● we eat with structure because we are health-conscious and have the discipline to resist our impulses and cravings.

As SH, we reach for sugary snacks, fast food, and processed foods, choosing what is quick and immediately rewarding; as LH, we plan our meals, often cook our own food, and practice intermittent fasting or skip at least one meal.

→ Measures one's level of commitment



INDICATOR #25

Do we consume high-sugar products or avoid them?

When we are ● we regularly consume high-sugar foods and drinks because we are careless about our health and driven by impulse and lack of discipline.

When we are ● we avoid high-sugar products as a default because we are health-conscious.

As SH, we consume soft drinks, energy drinks, caffeine drinks loaded with sugar, excessive fruit, wheat-based products such as bread, pasta, biscuits and cakes, and processed foods; as LH, we only consume them on rare occasions as a conscious choice.

→ Measures one's level of discipline

Category 6



How we connect with
each other





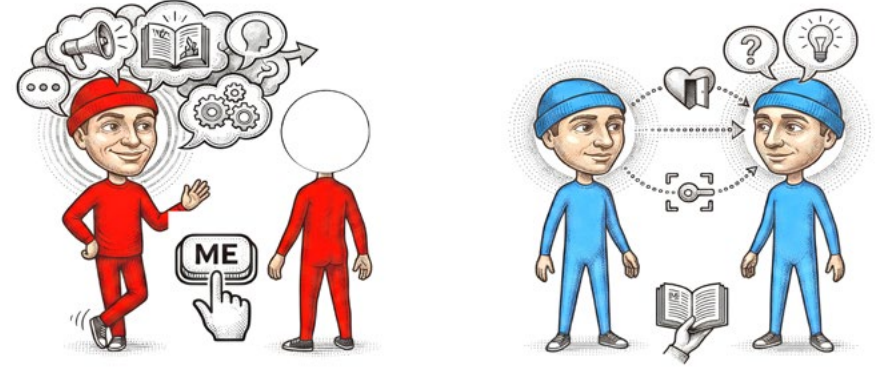
INDICATOR #26

Do we have scattered attention or are we fully present with others?

When we are ● our attention is scattered because we compete — we are consumed with our own interests, personal gain, and needs. Therefore, our attention is never fully with others; we look away, check our phone, and appear rushed or distracted.

When we are ● we are fully present because we collaborate — we genuinely care about others.

→ Measures one's level of collaboration



INDICATOR #27

Do we listen to respond or do we listen because we are interested?

When we are ● we appear to listen but are mentally preparing our next point, story, or response — impatient to talk again — because we are self-centered.

When we are ● we are genuinely interested in the lives of others, and therefore we are fully attentive and focused on what is being said.

→ Measures one's level of collaboration



INDICATOR #28

Are we threatened by others' success or genuinely happy for them?

When we are ● we feel threatened by others' success — reacting with envy, indifference, or subtle undermining — because we compete, and we compete because we are selfish. We take quiet satisfaction when others fail, struggle, or suffer because it makes us feel better about ourselves. We need others to do worse than us in order to feel good about who we are.

When we are ● we celebrate others' success genuinely, as if it were our own, and express genuine empathy and support during difficult times — because we collaborate, and we collaborate because we are genuinely kind.

→ Measures one's level of collaboration

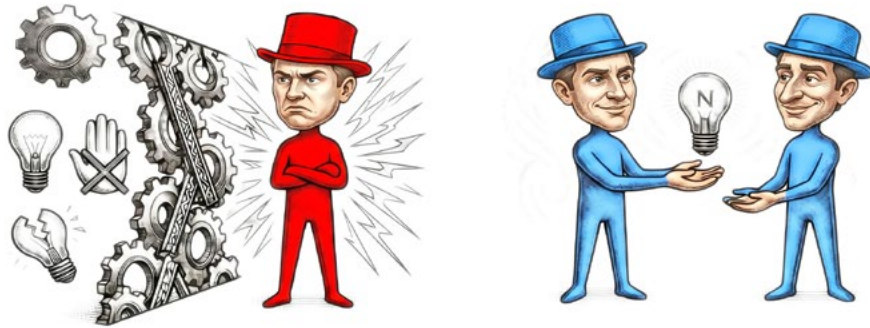
INDICATOR #29

Do we take ourselves too seriously or cultivate lightness of spirit?

When we are ● we take ourselves overly seriously — especially around humor or making mistakes — because we are insecure and work hard at polishing a flawless appearance to the world, which makes us tense, rigid, and self-conscious.

When we are ● we cultivate lightness of spirit because we are confident and genuine — we laugh at ourselves, stay relaxed when things go wrong, and freely express humor, playfulness, and our inner child without concern for how others perceive us.

→ Measures one's level of self-confidence



INDICATOR #30

Do we dismiss new ideas or are we receptive to them?

When we are ● we reject new ideas that differ from our own because we are intolerant and closed-minded — we react defensively, as if a better solution is a personal offense, dismissing it instantly rather than considering it.

When we are ● we respond with curiosity and openness because we are tolerant and open-minded — we genuinely consider new ideas, engage with them fully, and adopt them when they serve a better outcome.

→ Measures one's level of collaboration



INDICATOR #31

In our daily interactions, do we use limiting or constructive language?

When we are ● we predominantly use language focused on criticism, complaint, or restriction in our interactions with others, because we have a pessimistic attitude rooted in lack and negativity.

When we are ● we predominantly use language focused on clarity, solutions, and constructive expression in our interactions with others, because we have an optimistic attitude rooted in what we have and growth.

As SH, we may say things like: "This won't work," "It cannot be done," "There is no solution," "That's impossible," "Yes, but...", "Maybe...", or "What if..." used in a way that blocks or weakens direction. As LH, we may say things like: "Yes," "Absolutely," "Of course," "Let's do this," or direct constructive engagement without hesitation.

→ Measures one's level of self-confidence

Category 7

How we commit





INDICATOR #32

When asked to commit, do we say yes quickly or seek clarity first?

When we are ● we quickly say yes because we are pleasers — we want to look good and be liked, avoiding questions or pushback. When the commitment approaches, we find the perfect excuse to disengage.

When we are ● we are straightforward — we ask questions and clarify to ensure we can commit, or say no clearly and respectfully if we cannot, because we value others' time and plans — and when we do commit, we follow through.

→ Measures one's level of commitment

INDICATOR #33

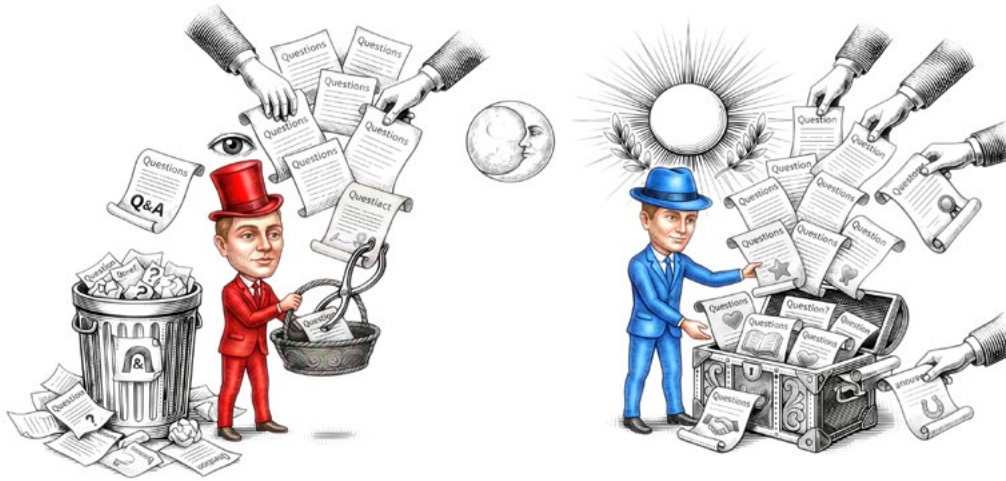
If we fail to meet a commitment, do we blame external factors or take full responsibility?

When we are ● after failing to meet a commitment, we blame external factors for two reasons — to avoid looking bad, and to avoid taking responsibility, as that would require self-improvement work. We do so because we are uncommitted and indifferent to the impact our failure has on others and ourselves.

When we are ● after failing to meet a commitment, we take full responsibility for the outcome and immediately readjust our course of action — because we are committed and honor the value of others and ourselves.

As SH, we may say things like: "We didn't succeed because team members didn't communicate properly." As LH, we may say things like: "We didn't succeed because we didn't communicate clearly with our team."

→ Measures one's level of accountability



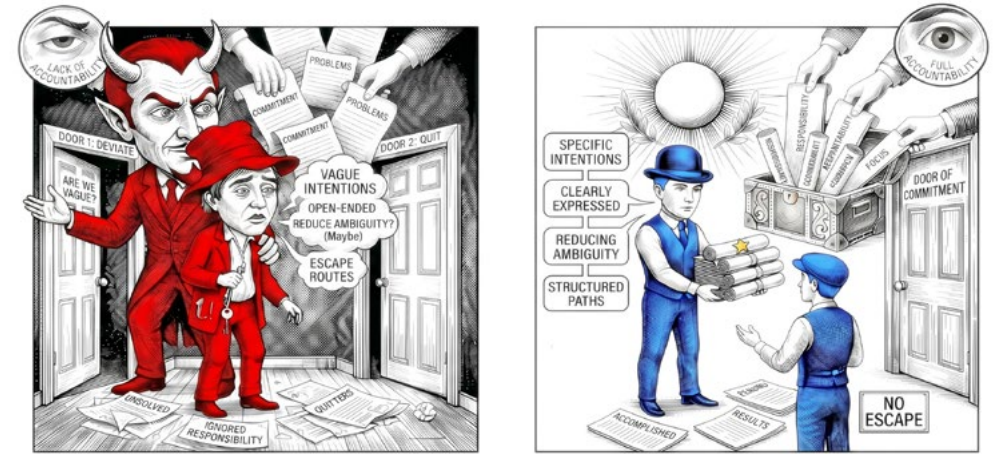
INDICATOR #34

Do we reply to questions selectively or completely?

When we are ● we respond to questions selectively because we are selfish — we only engage when it serves our immediate needs, ignoring what is uncomfortable or does not serve our best interests.

When we are ● we respond to all questions completely and respectfully because we are genuinely kind, caring, and respectful — we engage with what is asked without avoidance, and when we cannot, we say so with clear reasoning.

→ Measures one's level of collaboration



INDICATOR #35

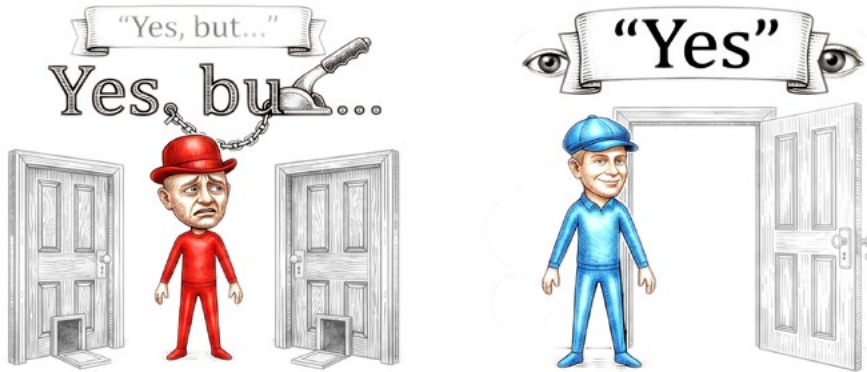
When we define our intentions, are we vague or specific?

When we are ● we are deliberately vague in defining our intentions, habits, and goals. Being vague is our escape route — we do it to give ourselves permission to deviate or quit when things become too difficult to achieve.

When we are ● we are deliberately specific in defining our intentions, habits, and goals. Being specific removes all escape routes — we do it to give ourselves no permission to deviate or quit when things become too difficult to achieve.

As SH, when scheduling a meeting, we say "I'll call you next week once I know my schedule"; as LH, we say "Let's meet Monday at 7:00am at that place."

→ Measures one's level of commitment



INDICATOR #36

Before committing, do we respond with "yes, but" or simply "yes"?

When we are ● we use "yes, but" because we are uncommitted — we want to keep two doors open. Everything before the "but" is said to look good, and the "but" itself is the handbrake — an escape hatch that excuses us from committing if it no longer serves our best interests or needs.

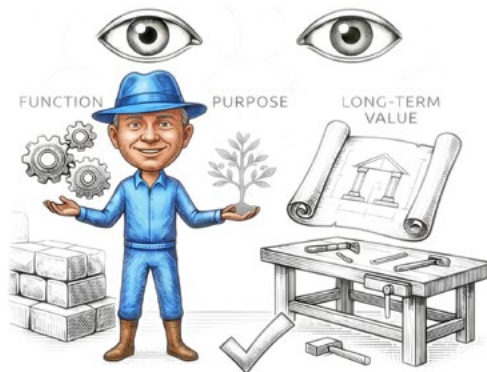
When we are ● we simply say "yes" because we are committed and decisive — it is one clear door with no conditions attached.

→ Measures one's level of commitment

Category 8

How we relate to things





INDICATOR #37

Do we consume things carelessly or live with intention and sustainability?

When we are ● we continuously buy, upgrade, and accumulate things — chasing the latest, the biggest, the most impressive — because we want to be acknowledged and we seek validation, and we are careless about the environment.

When we are ● we keep only what adds genuine value to our life because our relationship with things is rooted in functionality and sustainability.

As SH, we may buy things such as having a pool without using it, owning multiple cars without functional need, or buying expensive designer items to get acknowledged. As LH, we may buy things such as owning a four-wheel drive because we go to the mountains, or wearing designer clothes because we are a wedding celebrant.

→ Measures one's level of collaboration

INDICATOR #38

Do we cling to things or live minimally with only what serves us?

When we are ● we hold onto things we no longer need or use — accumulating, storing, and refusing to let go — because our insecurity keeps us anchored to the past, and we define ourselves through what we own.

When we are ● we regularly assess what we own, release what no longer serves us, and give to those who need it — because we are detached from things, free from the past, and grounded in our inner powers.

→ Measures one's level of collaboration



INDICATOR #39

Do we refer to what we have as “mine/my” or “ours/our”?

When we are ● we refer to what we have as “mine” or “my,” even when it is shared, because of our competitive and selfish nature.

When we are ● we refer to what we have as “ours” or “our,” because of our collaborative and generous nature.

→ Measures one's level of collaboration



INDICATOR #40

Do we return borrowed things in good or poor condition?

When we are ● we return borrowed items late, damaged, or not at all because we are careless — we treat what belongs to others with less care than what is our own, with little regard for the effort or trust involved in lending.

When we are ● we return borrowed items on time and in the same or better condition because we are respectful — we understand that respecting what belongs to others is an extension of respecting the person themselves.

→ Measures one's level of kindness

CATEGORY 9

How we share spaces





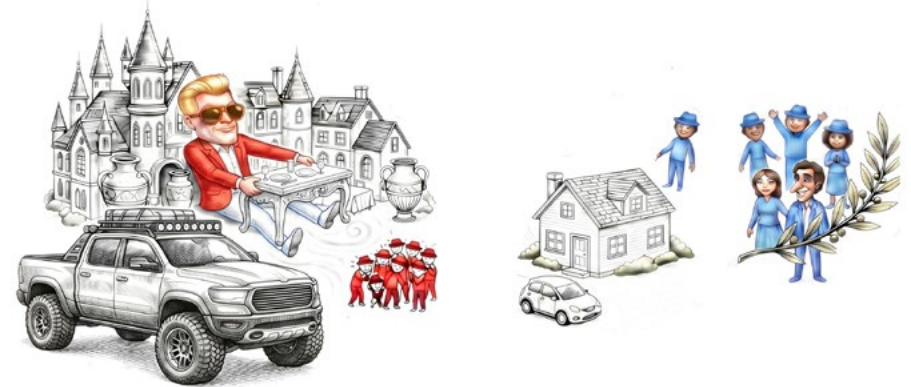
INDICATOR #41

Do we drive recklessly or responsibly?

When we are ● we honk excessively, tailgate, cut others off, and speed through residential areas because we are selfish and have no consideration for others' safety.

When we are ● we honk only in emergencies, maintain safe distances, and acknowledge other drivers because we care about others' safety.

→ Measures one's Level of kindness



INDICATOR #42

In society, do we take up excessive space or share space mindfully?

When we are ● we take up more space than necessary — walking, driving, or traveling — because we are extremely selfish and careless about others around us.

When we are ● we are mindful of the space we occupy because we respect others and take only what we need.

As SH, we walk spread out taking the full sidewalk, park across two spots, sprawl our belongings across shared seating, and build massive homes just to show off our status. As LH, we move to the side to let others pass, park within our spot, keep our belongings contained, and live in homes sized for functionality — not for show.

→ Measures one's level of collaboration



INDICATOR #43

When sharing a wide path, do we move naturally or make a show of it?

When we are ● we make an exaggerated show of stepping aside — arms wide, grand gesture, waiting for a thank you — because we seek acknowledgment even in the smallest interactions.

When we are ● we simply acknowledge each other — a smile, a hi — move naturally, passing each other without interruption.

→ Measures one's level of genuineness



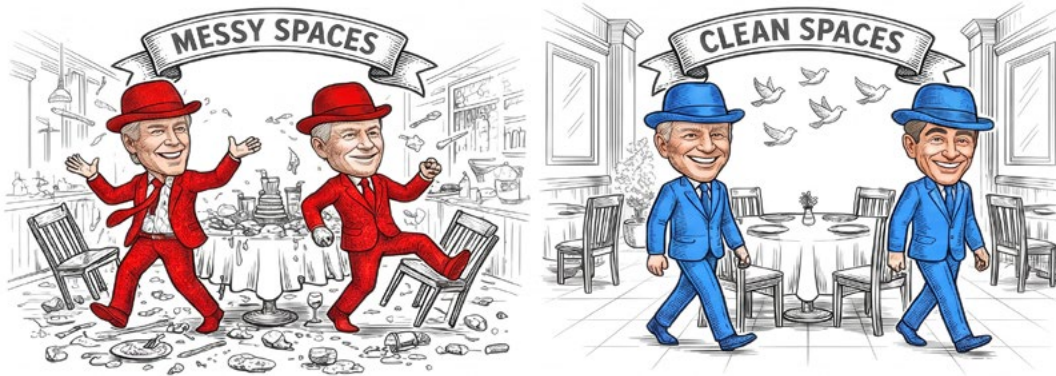
INDICATOR #44

In public, are we excessively loud or do we adapt our volume to the environment?

When we are ● we are excessively loud because we want to be acknowledged in order to validate our human existence — regardless of the environment or those around us.

When we are ● we adapt our volume to the environment because we are mindful and respectful of others' space and experience.

→ Measures one's Level of respect



INDICATOR #45

Do we leave shared spaces messy and dirty or clean and organized?

When we are ● we leave shared spaces messy and dirty, because we are selfish and we show no consideration or respect toward others.

When we are ● we leave shared spaces clean and organized, because we are generally kind, considerate, and respectful toward others.

As SH, we leave toilets with poop on the sides, crumbs on the table, chairs left in people's pathways, and trash left behind in shared spaces. As LH, we clean the tables after eating, rearrange the chairs properly, and ensure there is no trash left behind.

→ Measures one's Level of respect



INDICATOR #46

Do we park inconsiderately or with consideration for others?

When we are ● we park inconsiderately because we are selfish — we take two spots, block others, park in handicap spaces without need, or ignore parking rules altogether.

When we are ● we park with consideration because we respect others — we follow designated spaces and rules, and think of the convenience of those around us.

→ Measures one's level of collaboration

CATEGORY 10

How we handle problems
and conflicts





INDICATOR #47

When we make a mistake, do we deny it or own it?

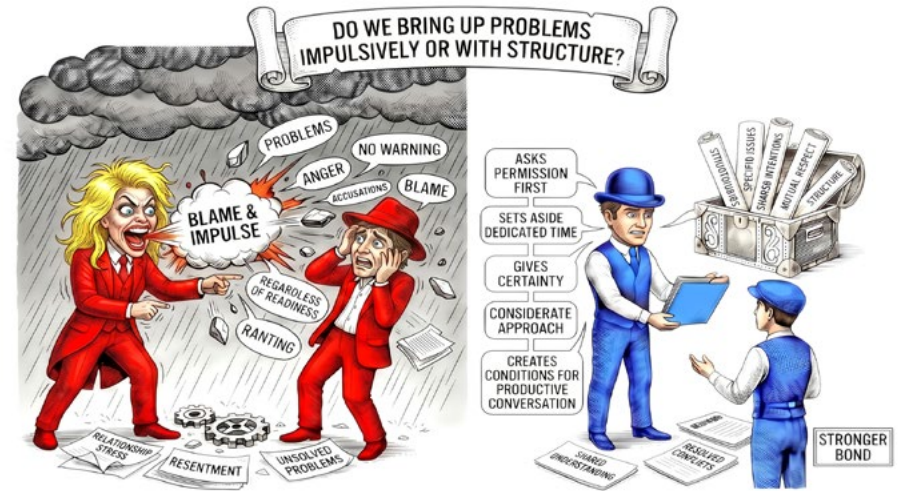
When we are ● we avoid responsibility because we are lazy — taking responsibility means doing the work of self-improvement — and selfish — because admitting fault damages the flawless image we work hard to project. As a result, we blame others, become defensive, and play the victim.

When we are ● we take full responsibility because we are committed to personal growth — we see moments we have wronged others as input for behavioral improvement.

As SH, when we raise our voice, we shift focus to how the other person felt or perceived the situation: "I'm sorry you felt that way" or "I'm sorry you perceived it as me raising my voice" — rather than acknowledging what actually happened.

As LH, we acknowledge what happened, give a clear explanation, apologize, and offer a real solution to prevent it from happening again.

→ Measures one's level of lack of accountability



INDICATOR #48

Do we raise concerns impulsively or with structure?

When we are ● we either blurt problems out without warning because we lack self-control and have anger issues — emotional vomiting with no regard for the other person's readiness — or we never address them at all, resorting to passive-aggression and indirect behavior.

When we are ● we ask for permission first, give the other person certainty about what is coming, and set aside dedicated time — because we are considerate and care about creating the conditions for a productive and respectful conversation.

→ Measures one's Level of respect



INDICATOR #49

When conflicts arise in public, do we address them on the spot or step aside?

When we are ● we confront conflicts on the spot — whether at home, at a friend's, or in public — because we lack self-control and have no respect for others.

When we are ● we quietly ask the person we are having a conflict with to step aside and address the issue privately — we choose a calm, appropriate moment and space — because we respect others, including the person we are in conflict with.

→ Measures one's Level of respect



SELFISH AVOIDANCE



COLLABORATIVE GROWTH

INDICATOR #50

Do we run away from disagreements or embrace them with curiosity?

When we are ● we brush disagreements under the rug because we perceive them as obstacles — and addressing them would prevent us from being selfish — prioritizing our immediate interests and personal needs — and lazy — avoiding the discomfort or effort required to resolve them..

When we are ● we embrace disagreements with curiosity because we collaborate — we ask questions, seek to understand the root cause, and work toward a solution that benefits all — because we see disagreements as opportunities for growth and improvement.

→ Measures one's level of collaboration

About the Author

Daniel is a French-born non-fiction writer and ethical wellness coach on the extreme end of the unconventional spectrum — and founder of Pure Love World, an ethical movement and the invitation to embody the change the world requires to become a kinder — more ethical place. Daniel did not study human nature in a university — he lived it. He grew up in a forest in southern France, seeing only the good in people — profoundly naive and completely sheltered from human nature at its worst.

Moving to California in 2013 — one of the most competitive and selfish environments he has ever experienced — was a shock, a revelation, and an opportunity. California became his laboratory. What started as survival became a passion. Studying human nature became a life's work, rooted in one fundamental discovery: to feel well every day, we must be fundamentally Loving Humans — ethical individuals — embodying a predominance of healthy behaviors over toxic ones.

His work is not built on credentials or titles — on two decades of real-life experience founded on struggles, with one single purpose: feeling well every day. That pursuit became PLW Life Coaching, built on a six-framework system designed to cultivate ethical behavior and the Loving Human within ourselves.

Deciphering Who We Are Dealing With is one expression of that lifelong work — a practical, illustrated tool to assess the people around us and ourselves with clarity. It is an invitation for all of us to walk the ethical path, so we can build a kinder world for future generations, including our children.





Life is about relationships, yet our time is limited. *Deciphering Who We Are Dealing With* is the two-volume behavioral screening system built on 100 Selfish Human / Loving Human behavioral indicators.

It is designed to safeguard us from personal biases that cause us to waste our valuable time with the wrong individuals—Selfish Humans. Implementing these indicators ensures that we invest our time in the right individuals—Loving Humans, ethical individuals—because it is only with them that we can build sustainable relationships, whether in friendships, romantic relationships, or work collaborations.

This is volume 1 — the initial screening phase based on first-time interactions. It helps us assess whether the person we are deciphering is a Loving Human, with a reliability degree of at least 95%. Volume 2 is the deeper screening phase based on multiple interactions, with a reliability degree of 100%.

Deciphering Who We Are Dealing With also serve as a self-assessment tool — because we attract who we are.

