



Love of Conscience

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PRIMARY IDENTIFICATION of DISCRIMINATION ENERGY

OUR DISCRIMINATION NATURE

PRIMARY IDENTIFICATION: The basic job of our discriminating energy is to make judgments and decide what to do. Its job is to learn, reason, and decide what proper conduct is. It evaluates information from the intellect. It is concerned with the application of knowledge. It makes decisions and tells the body what to do. Discriminating energy is the judge that continually makes decisions for the purpose of learning and understanding. It creates our reasoning, judgment and *will* to perform an action.

RULE: Discriminating-energy types need to understand the reason why a deed is to be performed, or they feel no need to perform it. They ask, "Why?" and seek the answer.

Example: Dennis Discriminating is working extra hours every day to do his best, yet one day his manager tells him he is incompetent. He is puzzled. All day his manager is out, and all day Dennis Discriminating keeps asking himself, "Why did he say that?" Dennis's way to solve problems is to communicate, and his style is direct. The following morning he asks to speak with his manager and says, "Yesterday, you said I was incompetent. Would you please explain what you meant?"

His manager replies, "I asked you two days ago for contact information of the design department, but I have still not received it. This is not the first time I've had to remind you about an assignment." Dennis had completely forgotten about his manager's request.

RULE: From birth we have had to make judgments and decisions with incomplete information. Discrimination is constantly reasoning and judging. People who identify primarily with discriminating energy often judge too quickly, too often, and without enough facts.

Example: Dave Discrimination says, "The rule of this association is that we must pay our yearly dues on January 1 or we will be charged interest." The next week he says, "I recently found out that our dues are semi-annual, twice a year." The following week he says, "Now, I have found out that we can pay our dues quarterly. The following week, he says, "It turns out that the association does not charge interest for late payment of dues. If we don't pay on time, we get a reminder letter in the mail." Ivan Intellectual would have researched the subject completely before speaking.



Example: The bus to downtown Chicago just passed us by. It will be another hour before it comes again. The bus driver passed the stand because the driver was early, took a 10 minute break and returned to the bus stand.

RULE: Discriminating-energy types judge others on how they apply knowledge. They question whether we practice what we preach, or whether we say one thing and do another.

Example: Dorothy Discriminating is visiting with her friend while their children play. Her friend tells Dorothy's children to eat their snack at the kitchen table. It is a rule in her house to eat only in the kitchen. Dorothy Discriminating is impressed. But an hour later her friend's children are running all over the house with their biscuits, and crumbs are falling on the floor, and her friend remains silent. The rule seems to apply only to Dorothy's children. Dorothy thinks her friend is unfair and does not do what she says.

Example: Deanna Discriminating is talking to a friend about a fellow employee. She says, "Last year Donna Discriminating criticized a fellow worker saying that John's job was so easy, why did he have so much difficulty organizing the people?" This year Donna Discriminating was given his position and now has a sympathetic view when speaking about John. Deanna Discrimination says, "Isn't it amazing how Donna has had a change of heart now that she has the same position with the company?"

RULE: Discriminating-energy types communicate directly and easily speak their thoughts. They are not inclined to hide their judgments. They speak truthfully, whether they agree or disagree.

Example: An organization is sending representatives to a big conference. Elena Emotional is very upset that Debbie Discriminating is going to the conference. She screams at her, "You cannot go to the conference as a delegate!" Debbie Discriminating answers with calm logic, "I have every right to represent this organization at the conference (why) because I have been a member for more than 20 years. Furthermore, I have been working in the field of computer technology. I have just as much right to attend as a delegate as anyone else. Who do you think you are to make such a judgment of my right to attend?"

RULE: The job of discriminating energy is to right what is wrong; these types are able to excuse not pleasing someone if the motive is to improve right conduct.

Example: Dottie Discriminating has decided not to watch television since she heard the guest speaker at the parent-teacher meeting. She uses this information and applies it in a practical manner. She decides to cover the television with a nice decorating scarf and put a picture on top of the scarf. The children are complaining but Dottie stays firm after hearing the negative effects of television.

Example: During a training program, a store manager tells his assistant manager, David Discriminating, that some employees have complained about the personnel in his department. David is direct, decisive and action-oriented, saying, "Don't worry, I'll correct the situation."