



Love in Human Nature

Love of Conscience

Rita and Robert Bruce

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PRIMARY IDENTIFICATION of EMOTIONAL ENERGY

OUR EMOTIONAL NATURE

PRIMARY IDENTIFICATION: Emotional energy is responsible for our motivation to perform actions and for what we feel. Our emotional energy causes us to move, to perform physical deeds. The image of this energy is deed performance. They challenge themselves to find efficient and quicker methods to achieve any goal. Their self-esteem depends on how well they can perform tasks.

RULE: They are slaves to time because they are so focused on performing actions. They are goal-oriented and do not get any *mental rest* until their job is accomplished.

Example: Seventy-one-year-old Eldridge, an emotional-energy type, comes over to his son's house to help him remodel the basement. They start in the morning. His son tries to get Eldridge to stop for a break or a rest during the morning but he refuses, saying, "I don't need to take a rest. I'll get this job done today." He doesn't rest until the job is completed.

Example: Ethel Emotional's boss gives her a report that needs to be completed in two days. Ethel stays overtime to finish the report on the first evening and has it on her boss's desk the next morning.

RULE: Emotional-energy types speak directly and with feeling. They like to tell you what to do. It is their image.

Example: "Why don't you park the car in between the lines in the parking lot?" "When you clean out the garage, remove all the shelves, wash them off, and sweep behind every item instead of just sweeping in front of them. Cleaning the garage means everything in the garage, not just what you wish to clean."

RULE: They speak from personal experience and speak directly.

Example: Eli Emotional comes over to visit his son's family. He goes into the kitchen and tells his daughter-in-law Ester Emotional how to do the dishes. He tells her the best liquid detergent to use for doing the dishes, how much water to put into the sink, how to wash, rinse and dry each dish. He takes over the sink and shows her how to do the dishes. Now, Ester Emotional



knows how to do dishes. She has three children and has been doing the family's dishes for ten years. Eli has invaded her territory and she tries to reclaim her sink. A verbal outburst occurs.

RULE: Emotional energy is outgoing, talkative, action-oriented, energetic, and active. It is in motion most of the time, either talking or doing something. Emotional-energy types are emotionally expressive. Their energy is usually high and they have difficulty sitting still. If you ask them to do something, before you can give them instructions they start moving.

Example: Edwin Emotional's boss is telling him where to find a tool. But Edwin starts to walk away before she is finished and she shouts out the rest of the instructions. It takes too long for Edwin to stand still and listen.

RULE: Hesitation or forethought is foreign to emotional-energy types. They have a "feel" for the job and respond well to on-the-job training. Their primary method of learning is through experience. They learn from their mistakes.

Example: A married couple buys a bicycle for one of the children for Christmas that requires assembly. The husband, Indir Intellectual type opens the package and starts by reading the manual. One half hour later when he finishes reading the manual he goes into the other room and Ethel Emotional his wife has already finished assembling the bicycle.

RULE: Throughout history it has been the job of our emotional energy to take risks and perform deeds with limited knowledge. They take action to discover what they do not know. This is the purpose of emotional energy. The unknown is seen as a challenge, not a threat.

Example: Emotional-type Ed notices that a neighbor is having professionals lay tiles in his kitchen. Ed asks if he can watch, and the next week he lays tiles in his own kitchen. When he encounters a problem, he calls the tile company and gets advice. He prefers to learn this way, rather than by studying a manual first.

RULE: Our feelings are personal and depend upon our own unique experiences. Emotional-energy types speak very personally. They speak easily about their own selves or lives.

Example: Traveling on a train Ester Emotional says to a stranger next to her. "I'm going to visit my friend today. She lives on Long Island. She invited me to come over today, because I was so upset. You see, my husband told me last night that he does not love me anymore, he has a girlfriend, and he wants a divorce. I have been crying all night, and I just don't know what to do."

RULE: Emotional types speak as they think in a step-by-step description of their performance. They easily speak about what they are doing, the deed itself with little thought about what is being said and how it will affect others.

Example: Eli Emotional goes into the waiting room of a car dealer's service department while his car is being serviced. He says to the six people there, who he does not know, "I will set my bag down on this table, and get out my medicine. I have this undetermined rash on my chest and the doctor says I need to apply this medicine. I don't know where it came from but I will go into the bathroom and do this. I will be right back."