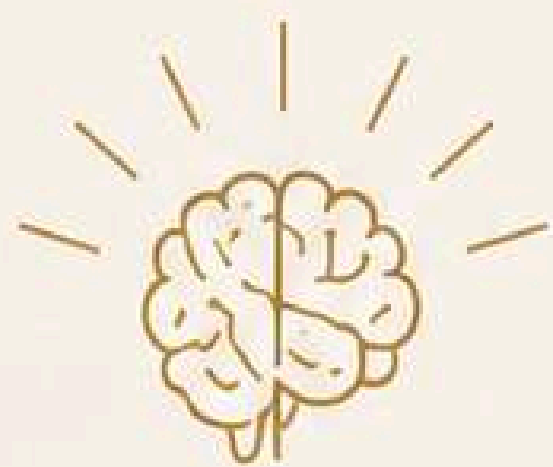




THE 4 FUNCTIONS CHEAT SHEET

A STUDENT GUIDE TO UNDERSTANDING
THE MIND AND HUMAN NATURE

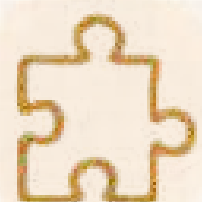


DANIEL CAPPELLO
AUTHOR & INSTRUCTOR



This guide is designed to help you follow the course without needing to constantly stop and take notes.

Inside you'll find key concepts, summaries and explanations from the first 4 days of the course, including:



the 4 S.I.F.T. functions



consciousness and the unconscious



the 8 function types



the major human instincts



practical psychological examples and breakdowns



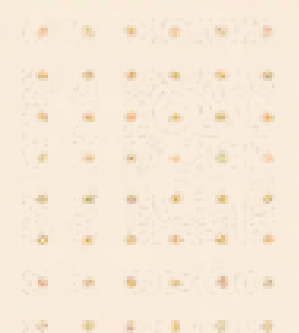
Use this guide alongside the videos whenever you want a quick refresher or deeper understanding of the material.

I hope this guide helps you better understand your inner world.

— Daniel Cappello



The later parts of the course are more visual and are best followed directly through the whiteboard lessons.



DAY

I

The 4 Functions of the Mind

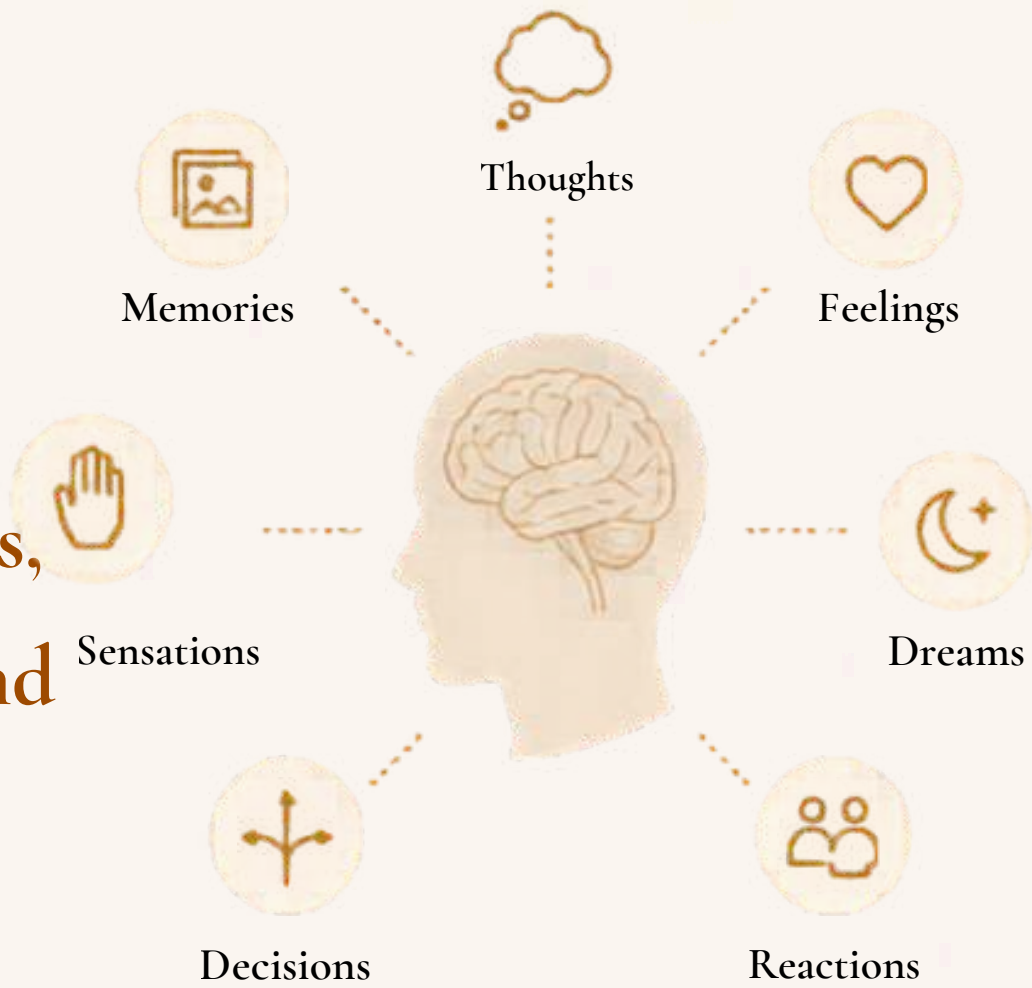
CORE IDEA

Your mind is invisible, but you can study it by watching what it does.

Just like gravity cannot be seen directly, the mind is understood by observing its effects: thoughts, feelings, dreams, memories, fantasies, sensations, reactions, and decisions.

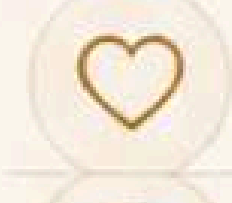
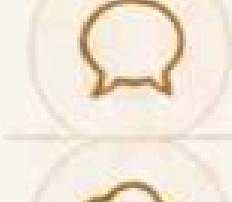
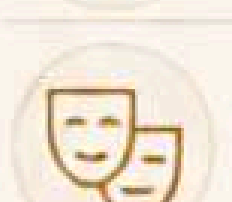
These are the objects inside your mind.

THE MIND IS KNOWN
THROUGH ITS EFFECTS



KEY CONCEPT: INNER OBJECTS

Inner objects are the “things” that appear inside your mind.
They include:

	Memories		Mental Images
	Dreams		Body Sensations
	Feelings		Intuitions
	Thoughts		Emotional Reactions
	Fantasies		

“

The first skill of this course is learning to observe these objects instead of instantly reacting to them.



THE OBSERVER SKILL



Most people become what happens inside them.



If anger enters the mind, they become angry.



If fear enters the mind, they become fearful.

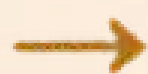


If desire enters the mind, they follow it.

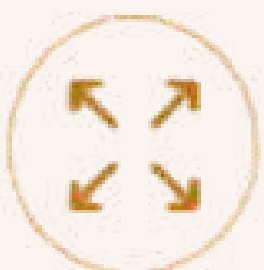


The goal is to step back and notice:
“Something has entered my mind.”

EXAMPLE:



*“A sound woke me up,
and irritation entered my mind.”*



This creates **space** between you and the reaction.



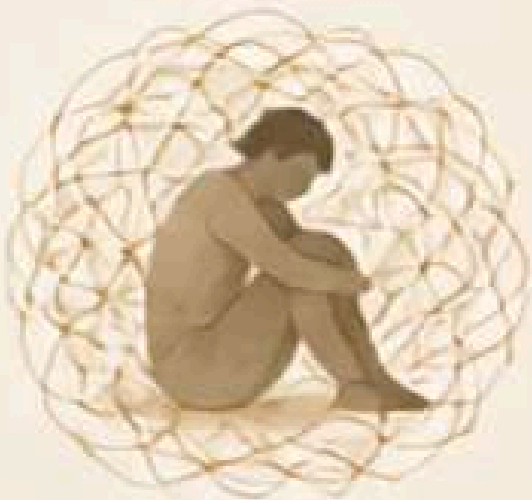
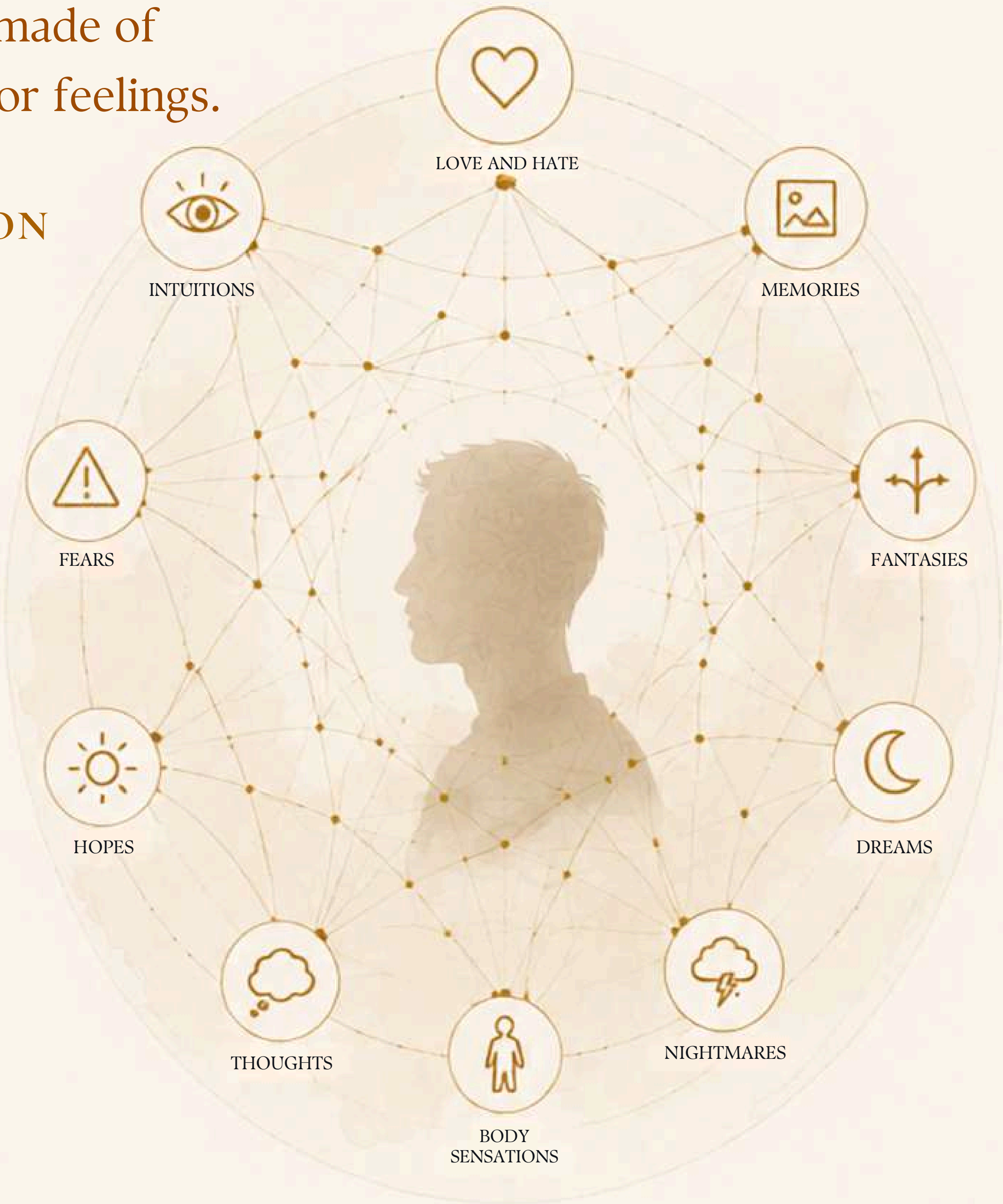
That space is where **conscious decision-making** begins.

THE WEB INSIDE YOUR MIND

Your mind is not made of isolated thoughts or feelings. It is a web.

A SINGLE SITUATION CAN BRING UP:

- | | |
|--|-------------------|
|  | • love and hate |
|  | • memories |
|  | • fantasies |
|  | • dreams |
|  | • nightmares |
|  | • body sensations |
|  | • thoughts |
|  | • hopes |
|  | • fears |
|  | • intuitions |



Most people are trapped inside this web without seeing it.

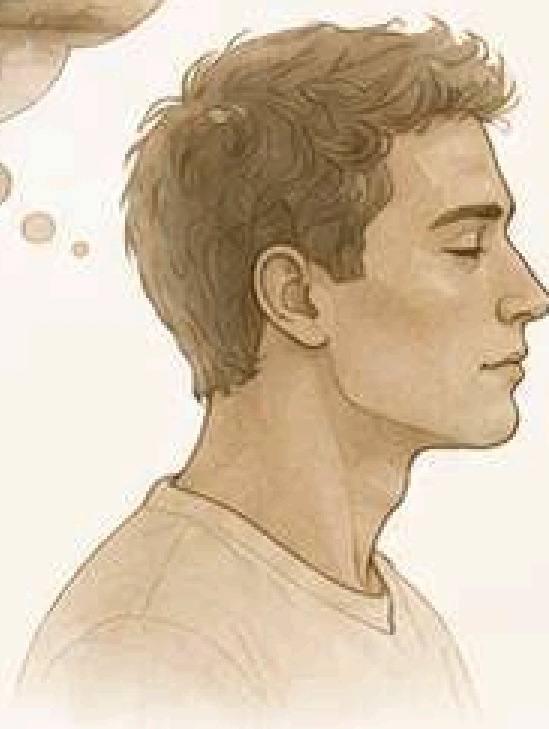


The goal of S.I.F.T. is to *help you see the web clearly.*

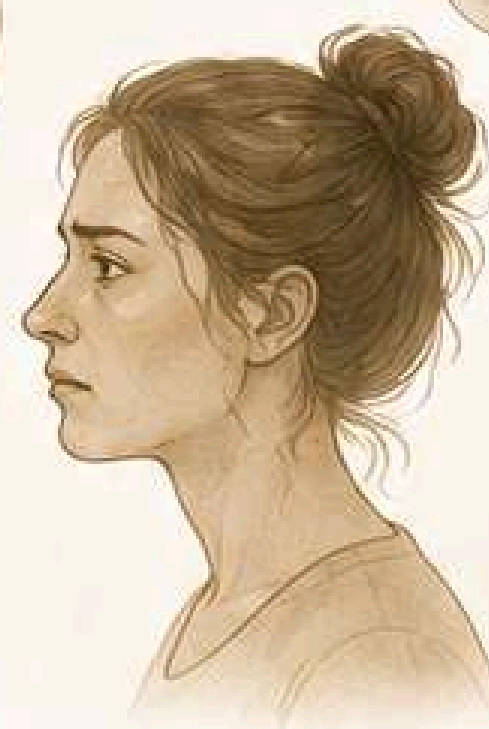
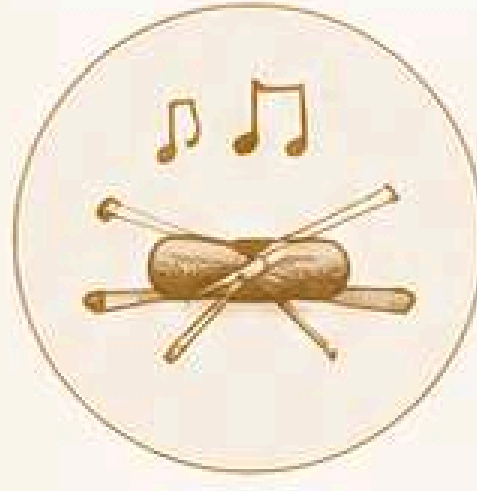
WHY EVERY MIND IS UNIQUE

Two people can experience the exact same event
and have **completely different reactions**.

EXAMPLE:

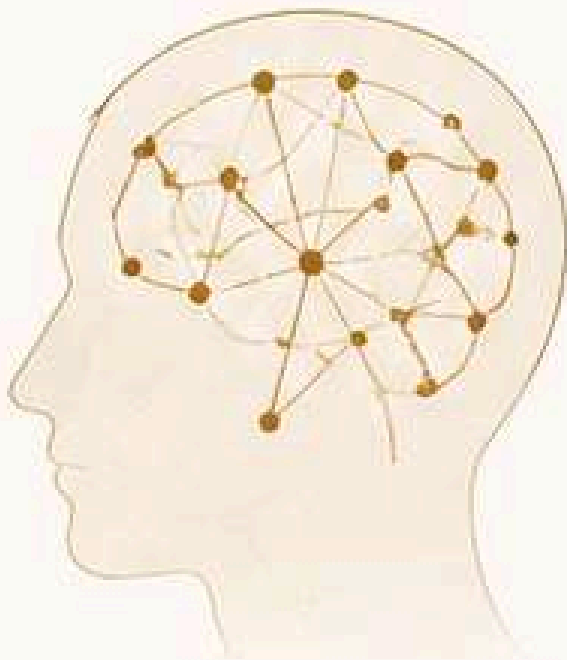


One person hears crickets
and feels **calm**.



Another person hears crickets
and feels **fear**.

WHY?



Because every mind has a **different history** of
🖼️ memories, ✋ sensations, ☁ thoughts,
💖 feelings, 👁 and **intuitions** connected to
that object.



Your personality is shaped by the **unique pattern**
of these inner connections.



That is why your mind is
unlike anyone else's.

THE 4 FUNCTIONS OF THE MIND

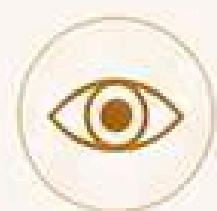
The mind uses 4 basic functions:

1 SENSATION

Sensation tells you something is there.
It gives you contact with the
outer world and **inner world**.



OUTER SENSATION INCLUDES:



sight



sound



taste



touch



smell

INNER SENSATION INCLUDES:



pain



tightness



nausea



pressure



dizziness



body tension



inner mental pressure



energy shifts inside the mind



Sensation is neutral by itself.

It does not say whether something is good or bad.



It simply says:

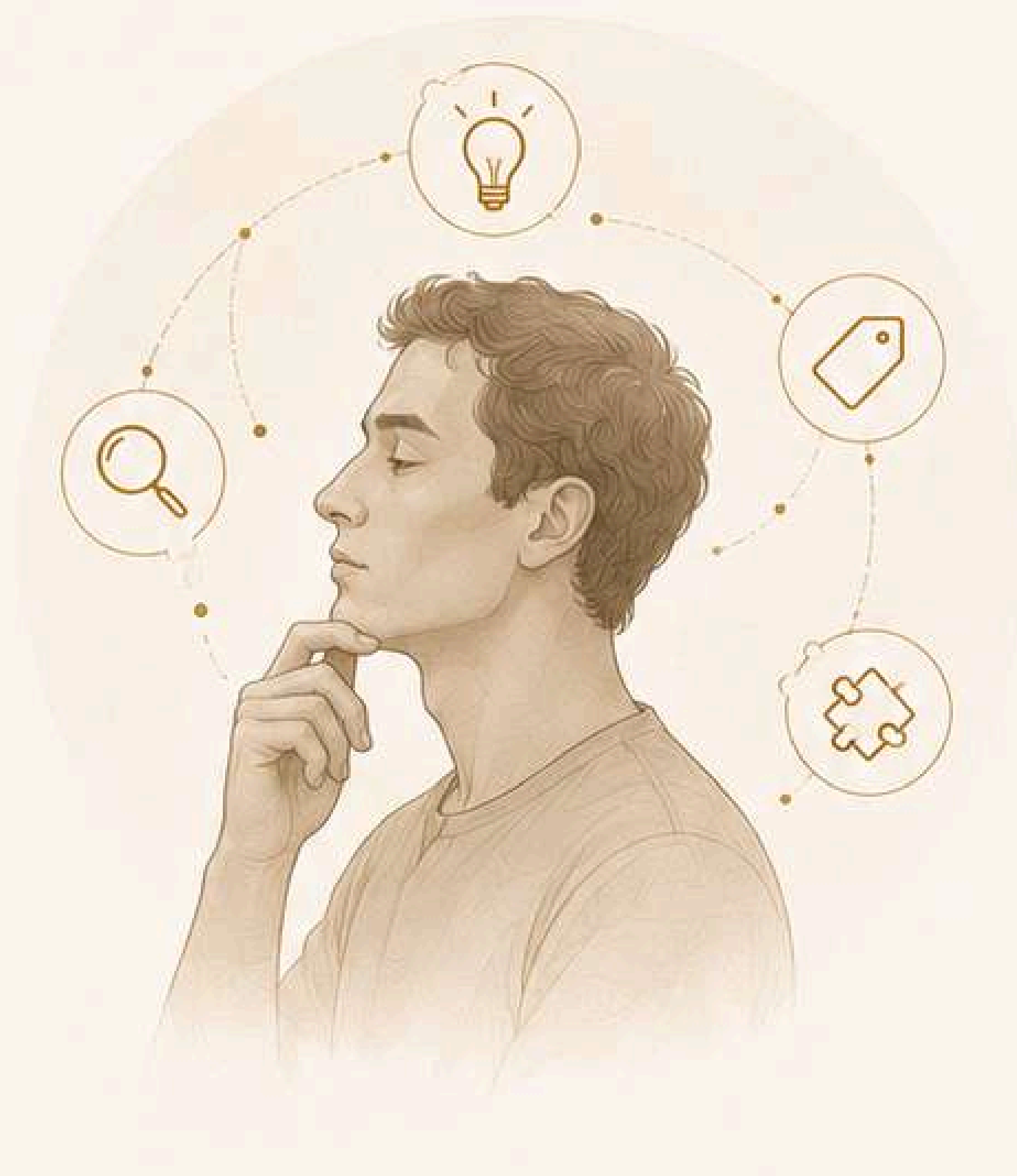
“Something is there.”

2 THINKING

Thinking tells you what something is.
Thinking gives **names**, **categories**,
meanings, and **explanations**.

IT HELPS YOU IDENTIFY:

-  what something is
-  what it means
-  how it works
-  how it fits into a system



THERE ARE TWO KINDS OF MEANING:

OBJECTIVE MEANING

What the thing is in general.

EXAMPLE:



A fridge is a machine that keeps food cold.

PERSONAL MEANING

What the thing means to you.

EXAMPLE:



A fridge is where I keep cold sparkling water and lemons.



Both types of thinking matter.

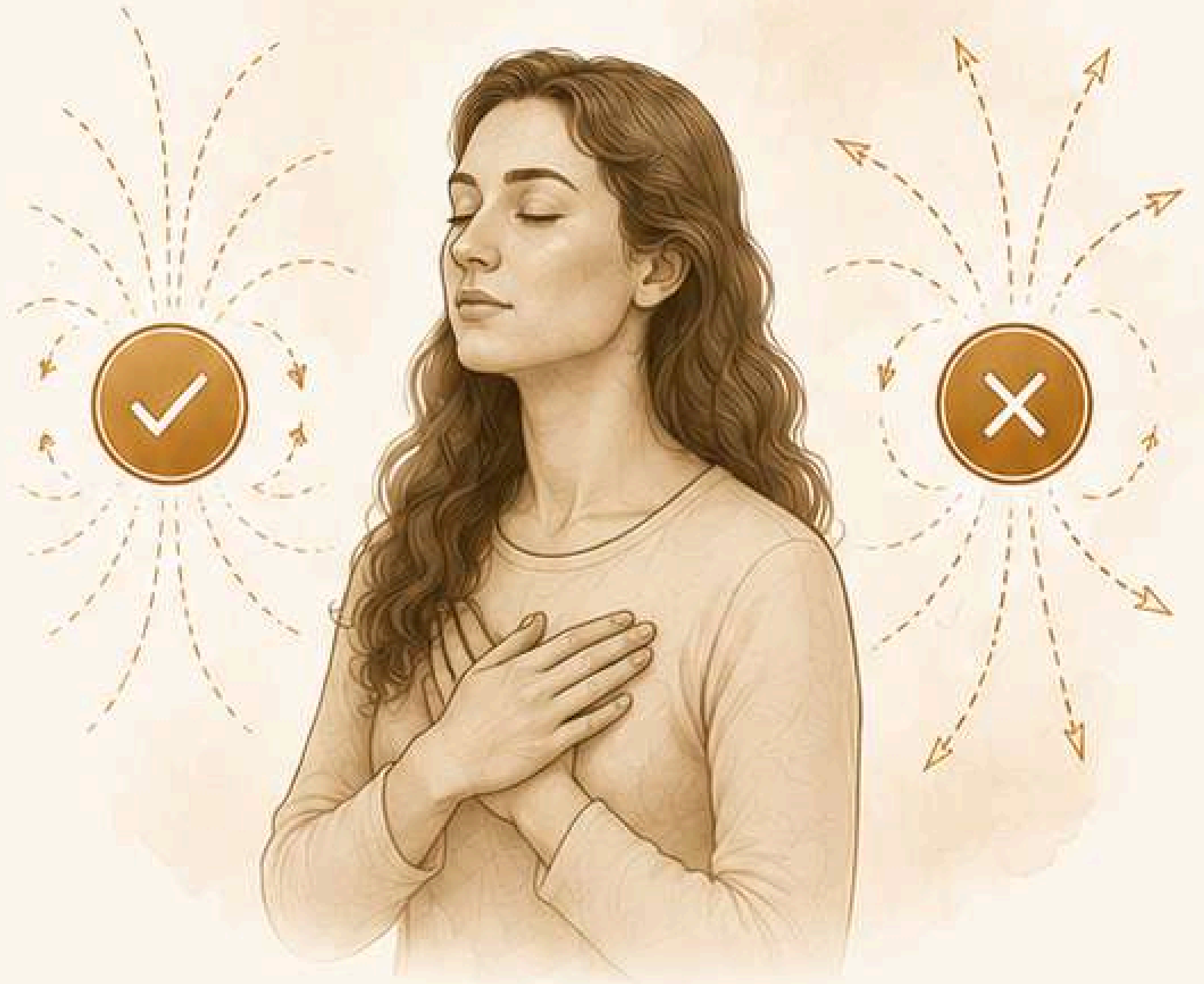


Ignoring personal meaning can lead to decisions that are technically logical but **not truly aligned with you**.

3 FEELING

Feeling tells you whether to **accept** or **reject** something.

Feeling is not “emotion” in the vague sense. It is a **value function**.



IT TELLS YOU:



yes or no



good or bad



agreeable or disagreeable

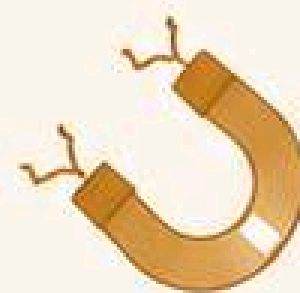


move toward or move away

FEELING WORKS LIKE MAGNETISM.



Positive feeling pulls you **toward** something.



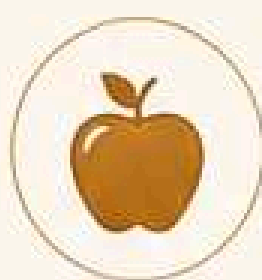
Negative feeling pushes you **away** from something.

FEELING APPLIES TO OUTER OBJECTS AND INNER OBJECTS.

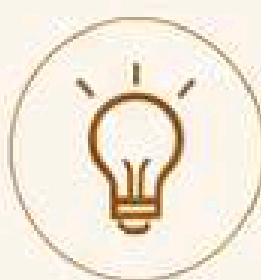
You can feel positively or negatively toward:



PEOPLE



FOOD



IDEAS



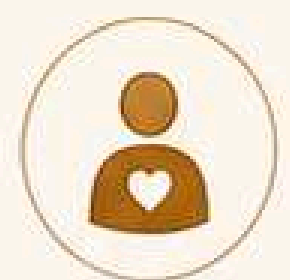
MEMORIES



FANTASIES



FUTURE
POSSIBILITIES



PARTS OF
YOURSELF



Ignoring feeling can lead to *disconnected, cold, or unbalanced* decisions.

4 INTUITION

Intuition gives you a **hunch**, **direction**, or **gut feeling** you cannot fully explain.

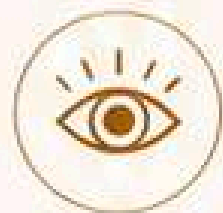
Intuition is perception through the **unconscious mind**.



IT OFTEN APPEARS AS:



a gut feeling



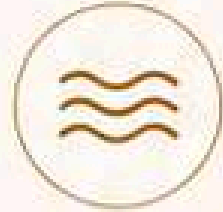
a strange knowing



a warning



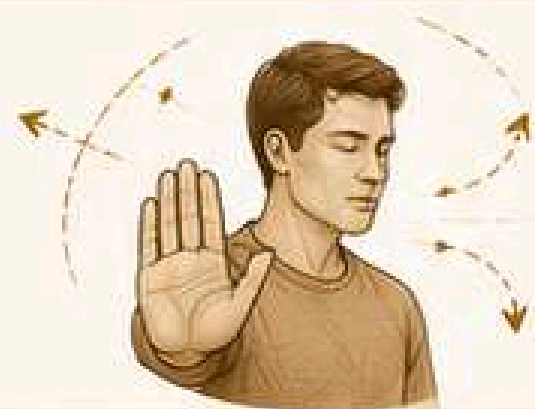
a pull toward something



a sense that something is “off”



a future possibility appearing suddenly



Intuition may go against your **sensation**, **thinking**, and **feeling**.

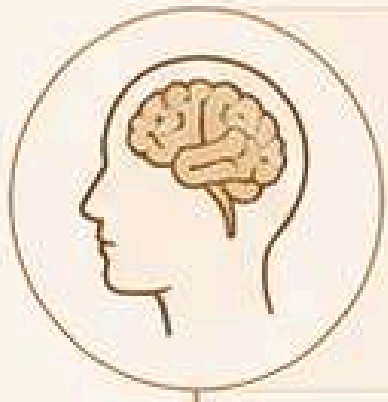


It can be difficult to explain, but it can contain important **unconscious information**.

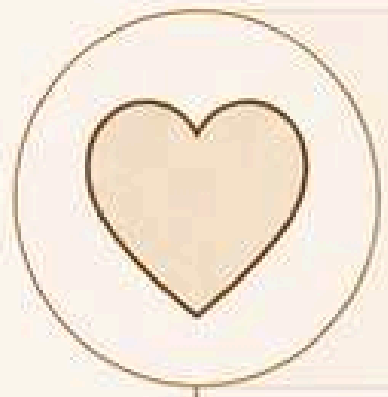


Developing intuition helps you notice **possibilities** and **directions** that logic alone may miss.

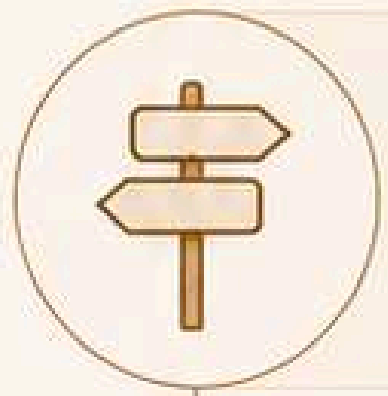
The S.I.F.T. Chain



Your **functions**
create your **attitudes**.



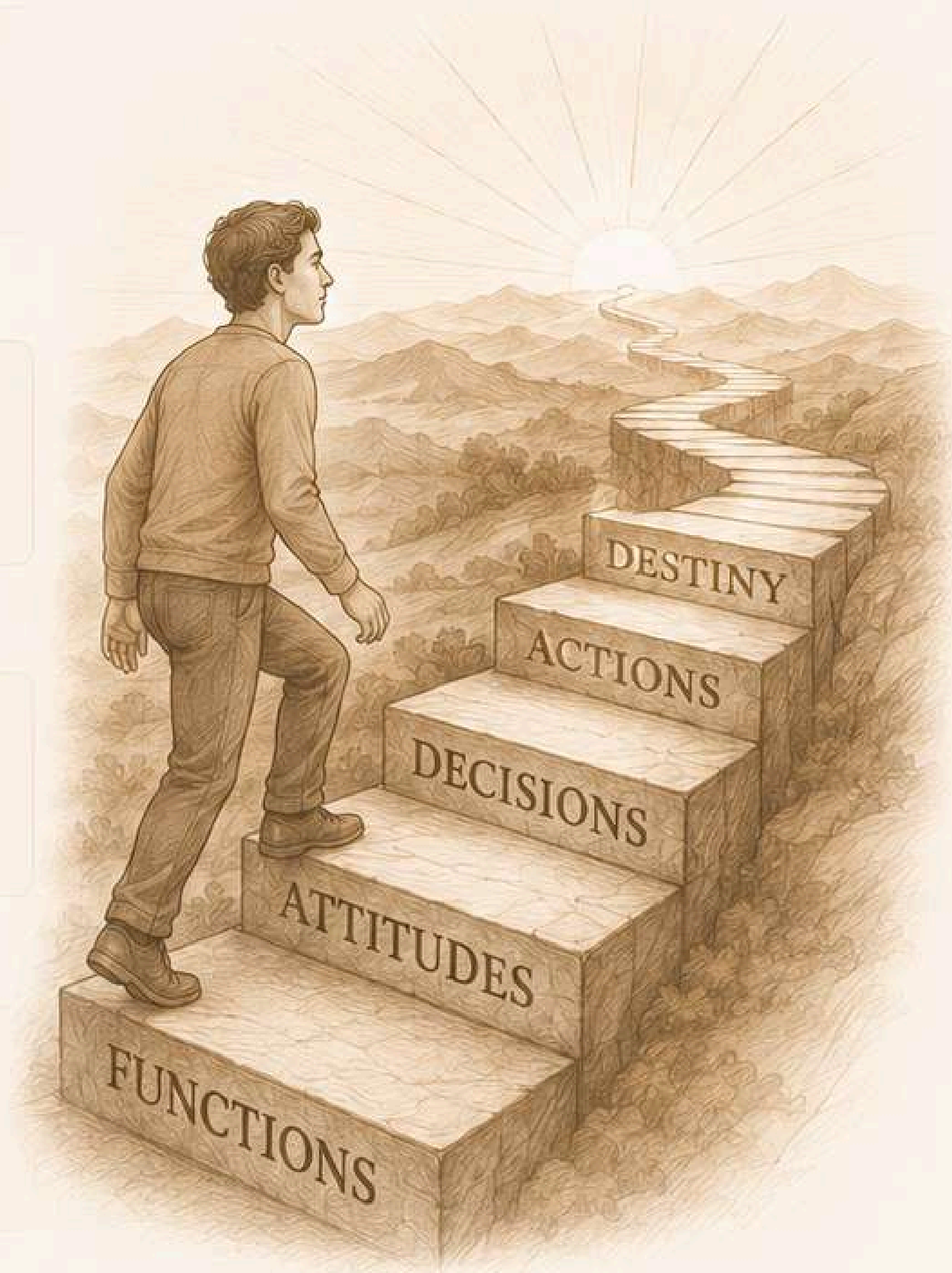
Your **attitudes**
create your **decisions**.



Your **decisions**
create your **actions**.

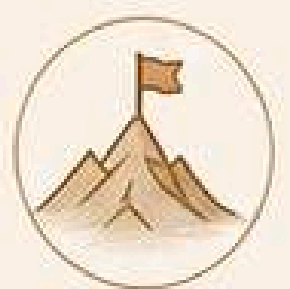
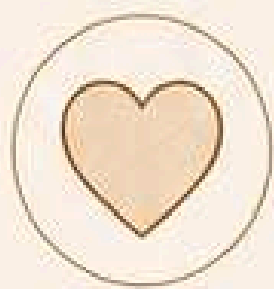
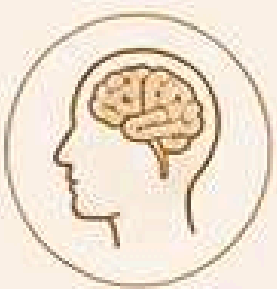


Your **actions**
shape your **destiny**.

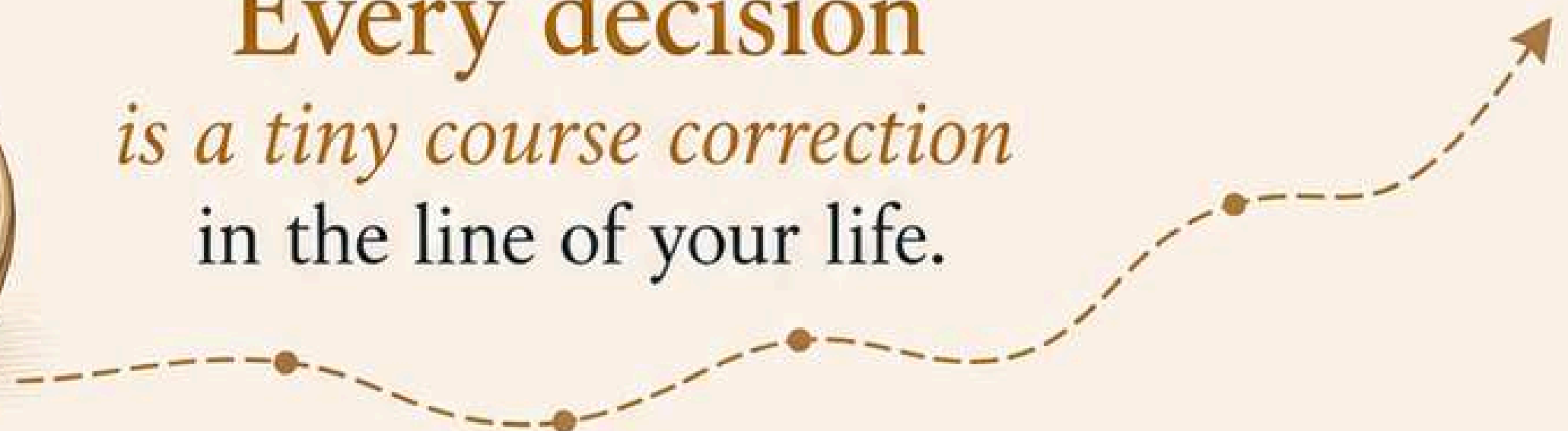


FORMULA

S.I.F.T. → Attitudes → Decisions → Actions → Destiny



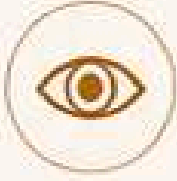
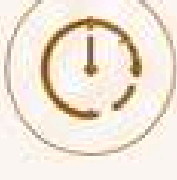
Every decision
is a tiny course correction
in the line of your life.

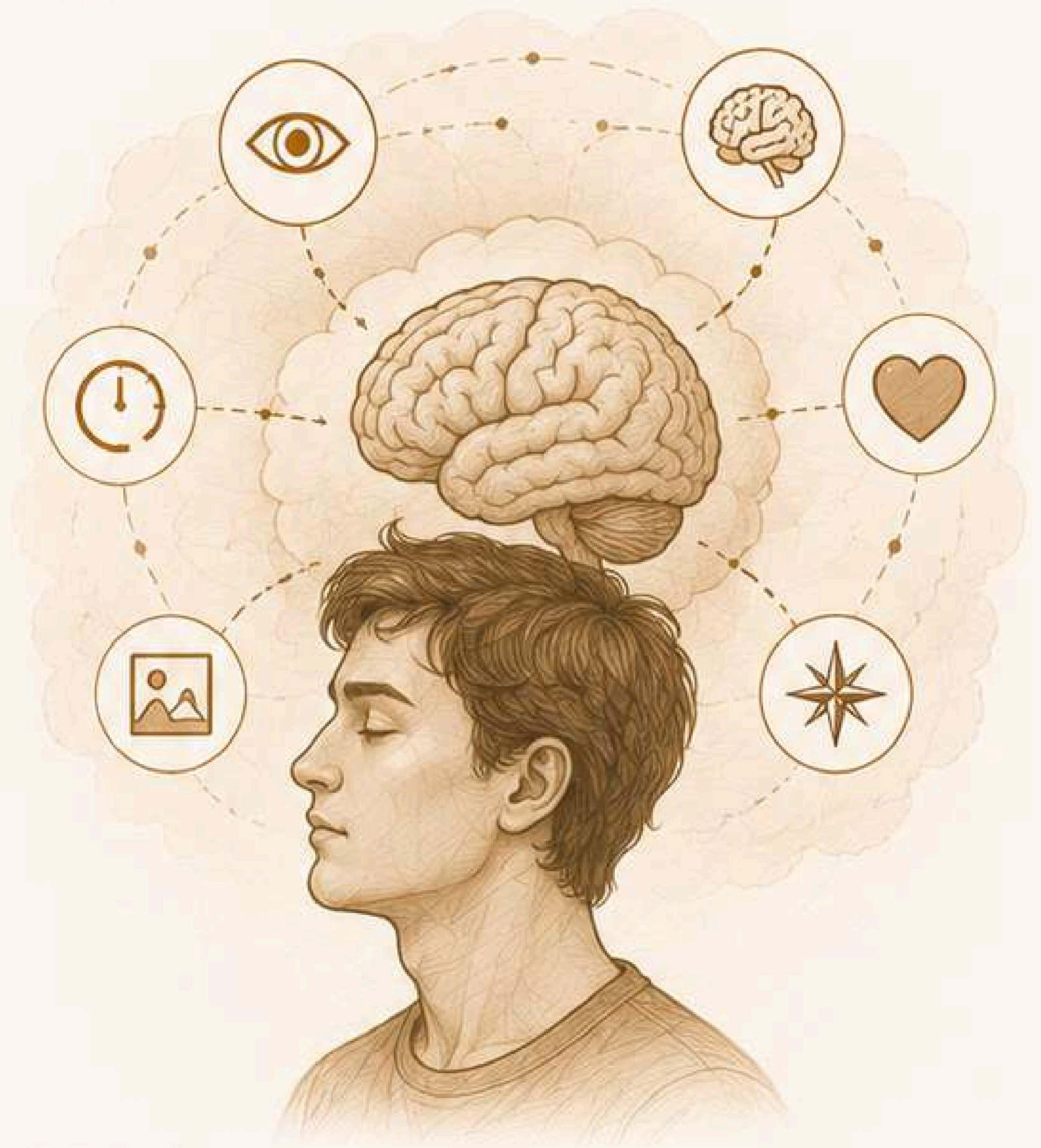


What Is An Attitude?

An attitude is your overall **approach** toward something.

It is made from a combination of:

-  sensations
-  thoughts
-  feelings
-  intuitions
-  memories
-  past experiences



EXAMPLE:

Two people see a **snake**.

Person A

feels **fear**
and wants to run.



Person B

feels **fascination**
and wants to get closer.



Same object.



Different attitude.



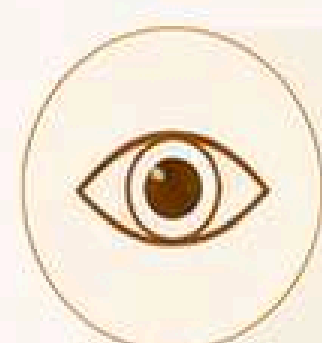
Different decision.

Day 1 Practice Exercises

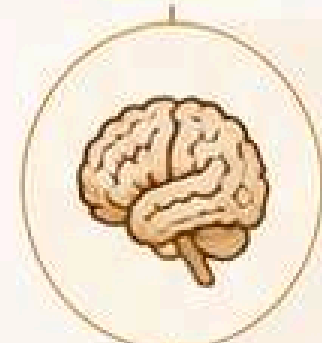


Exercise 1 — Notice Inner Objects

When something happens today,
pause and ask:



What **sensation**
entered my mind?



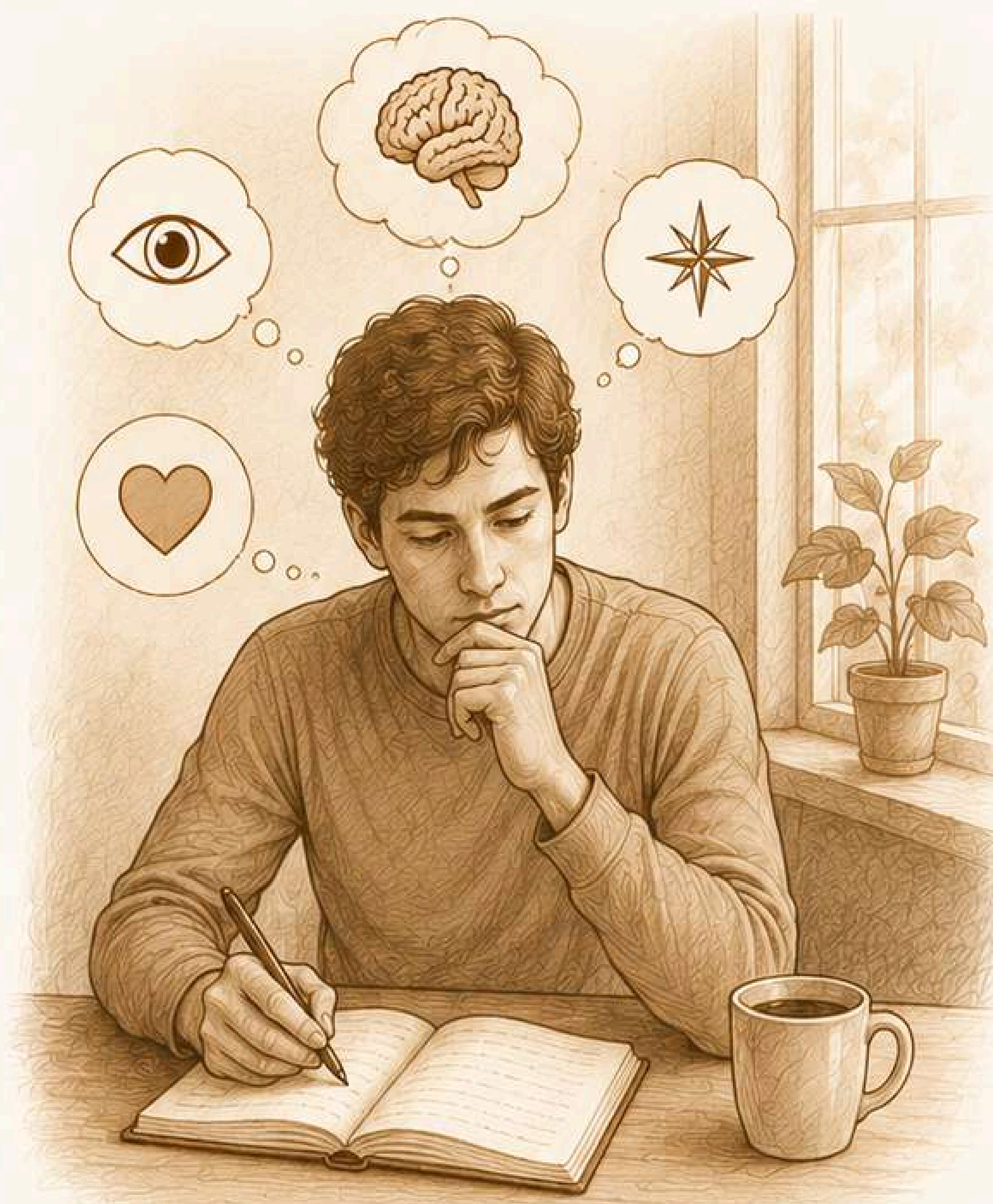
What **thought**
followed?



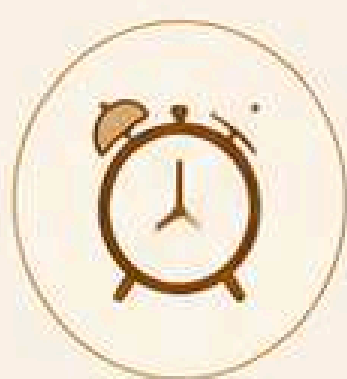
What **feeling**
appeared?



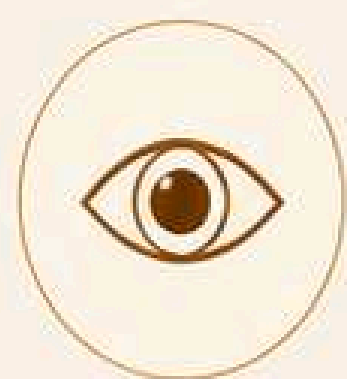
Was there any **intuition**
or **hunch**?



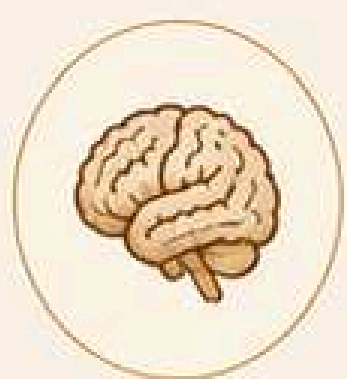
EXAMPLE:



My alarm
went off.



I felt
irritation.



I thought,
“I don’t want
to get up.”



Then I hit
snooze.

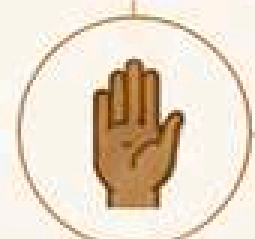


Exercise 2 — Sensation Scan

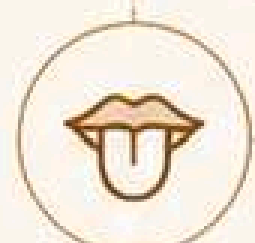
Close your eyes and notice:



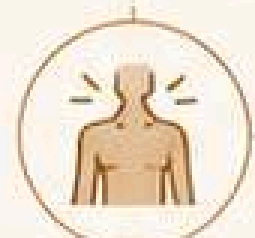
• what you hear



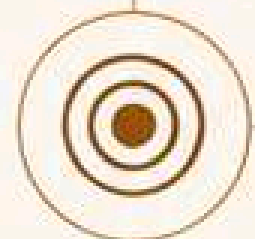
• what you feel on your skin



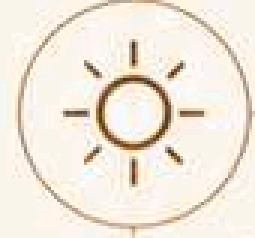
• any taste in your mouth



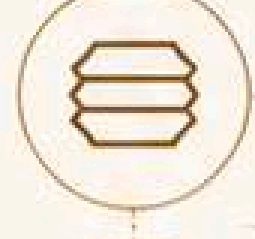
• body tension



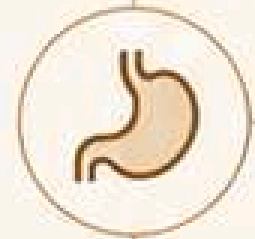
• pain



• warmth



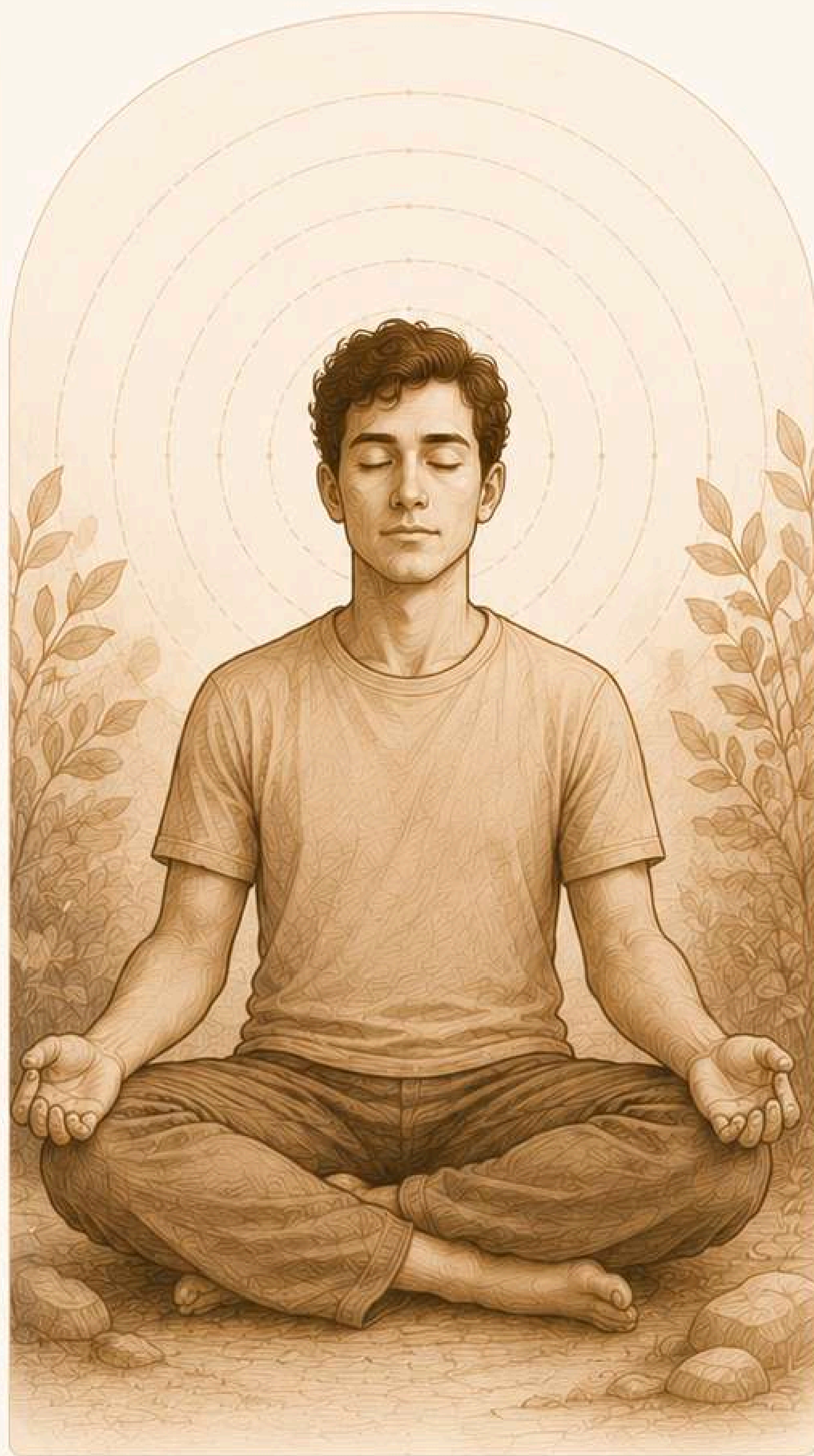
• pressure



• hunger



• tiredness



Do not judge.

Just notice.





Exercise 3 — Feeling Magnetism

1 Think of something you **love**.

Notice the *pull*.



What did you notice?

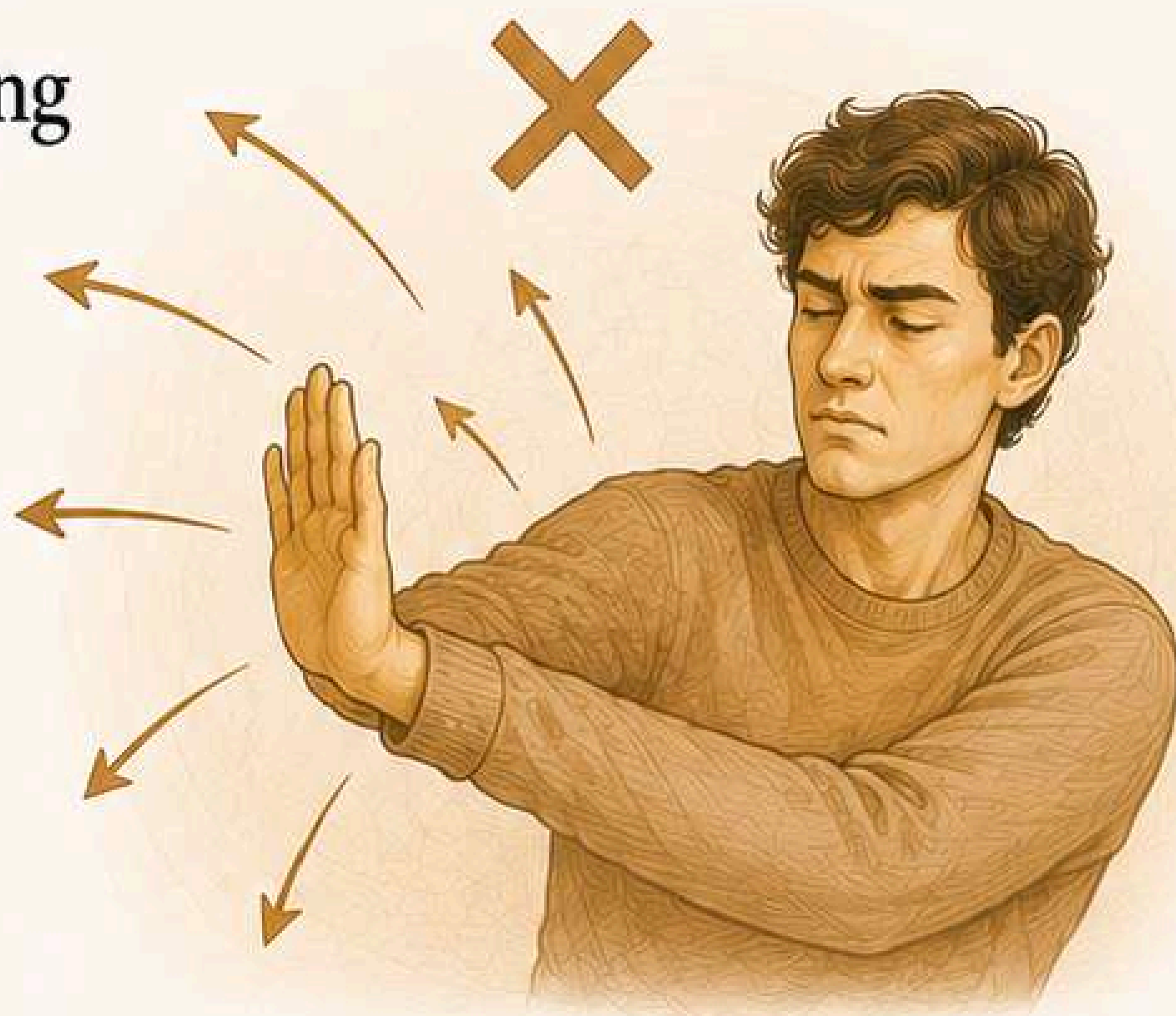


2 Then think of something you **dislike**.

Notice the *push*.



What did you notice?



3 Ask:

“What is my feeling function telling me to accept or **reject**?”

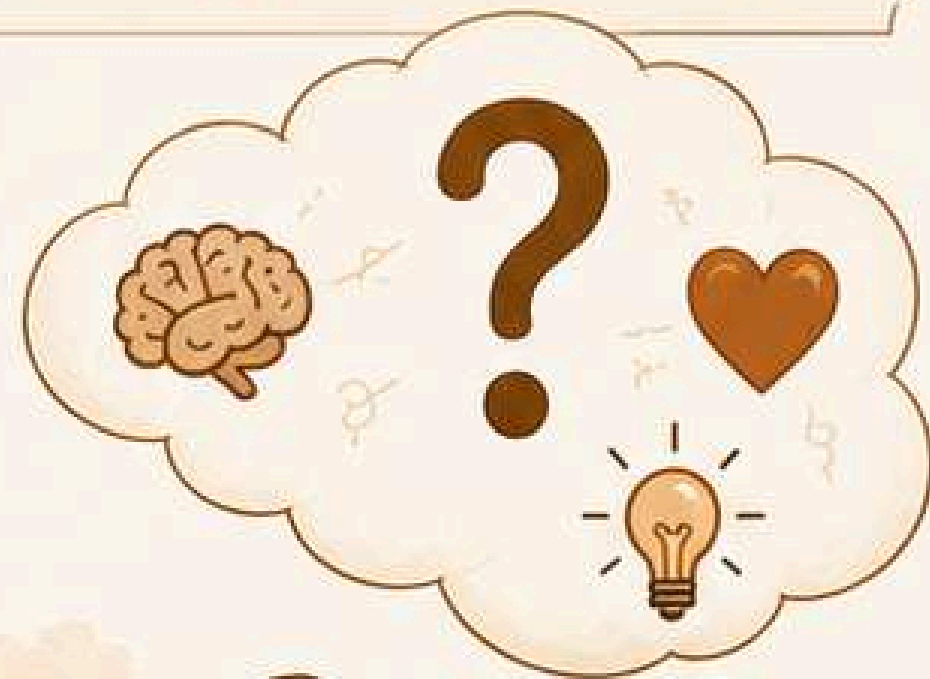




Exercise 4 — Attitude Breakdown



Choose **one** object, person, or situation.



Ask:

1



What **sensations** are connected to it?

2



What **thoughts** do I have about it?

3

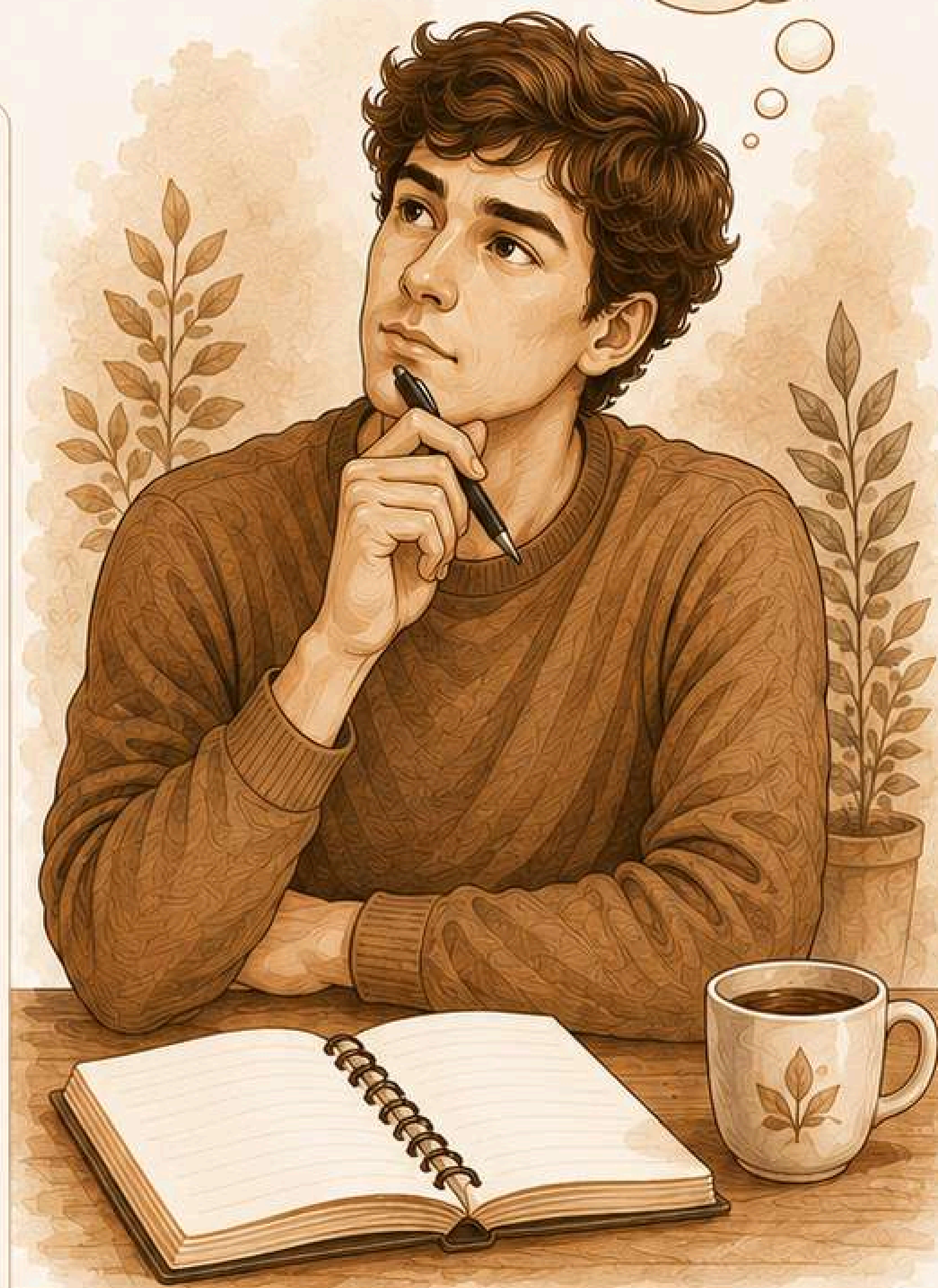


What **feelings** come up?

4



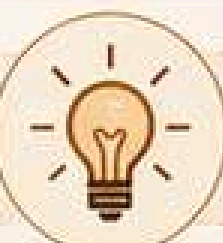
What **intuitions** or hunches appear?



5



What **decision** does this attitude push me toward?



Be honest. There are no right or wrong answers. This is about **awareness**.

DAY 1

KEY TAKEAWAYS



1

The mind is invisible, but you can study it by observing its effects.



2

Thoughts, feelings, dreams, memories, fantasies, and sensations are inner objects.



3

Better decisions begin by observing your mind instead of instantly reacting.



4

Your inner world is a web of connected objects.



5

Your mind is unique because your inner connections are unique.



6

The 4 functions are **Sensation**, Intuition, **Feeling**, and Thinking.



7

Each function gives you a different kind of information.



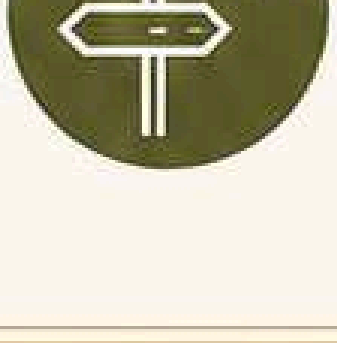
8

Conscious decisions require seeing how these functions work together.



9

Your **attitudes** shape your decisions.



10

Your **decisions** shape the direction of your life.

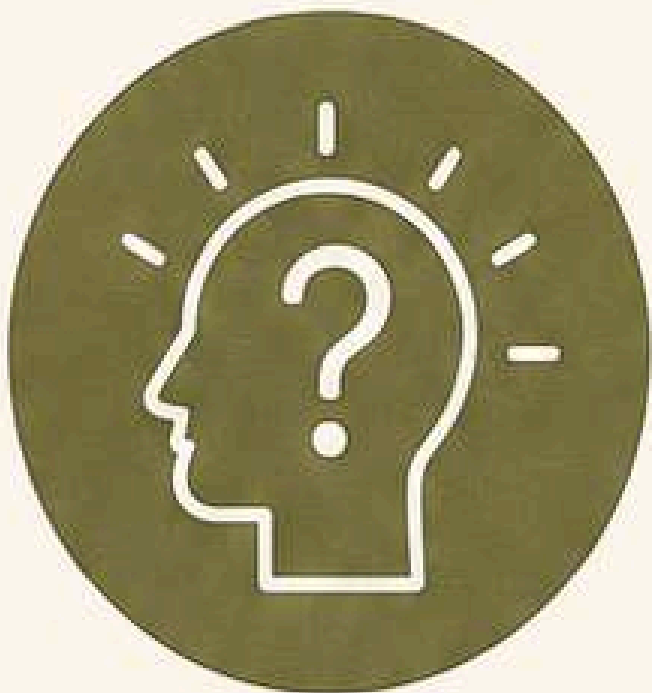
One-Page Quick Reference

The 4 Functions



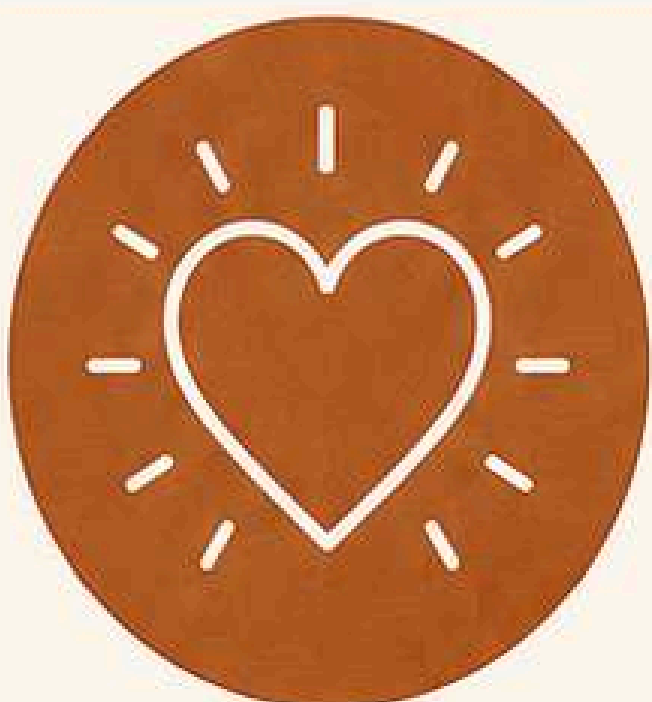
Sensation

Something is there.



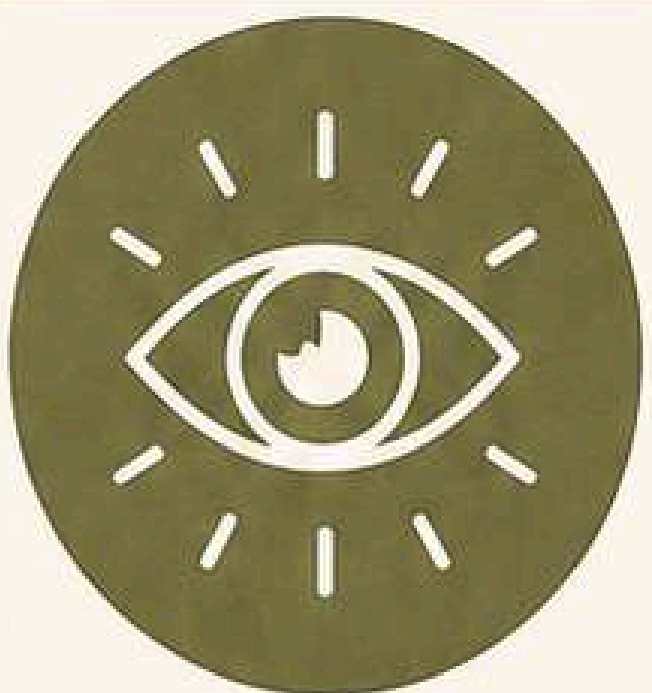
Thinking

What is it?



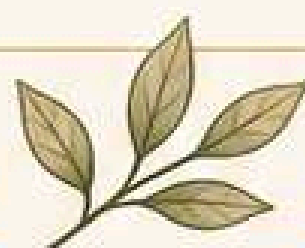
Feeling

Do I accept or reject it?



Intuition

What is my gut feeling?



Decision Awareness Questions



Before making a decision, ask:

1



What am I **sensing**?

2



What am I **thinking**?

3



What am I **feeling**?

4



What is my **intuition** telling me?

5



Which function am I **ignoring**?

6



What **attitude** is shaping this decision?

7



What **action** will this decision lead to?



The more **aware** you are, the **better** your decisions.



THE STRUCTURE OF THE MIND

CORE IDEA

Your mind has **structure**.
It is not random chaos.



IT HAS:

2

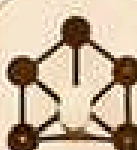
two major parts



four functions



dominant and unconscious patterns



relationships between functions



different levels of consciousness

UNDERSTANDING THIS STRUCTURE HELPS YOU UNDERSTAND:



why you make certain decisions



why you repeat patterns



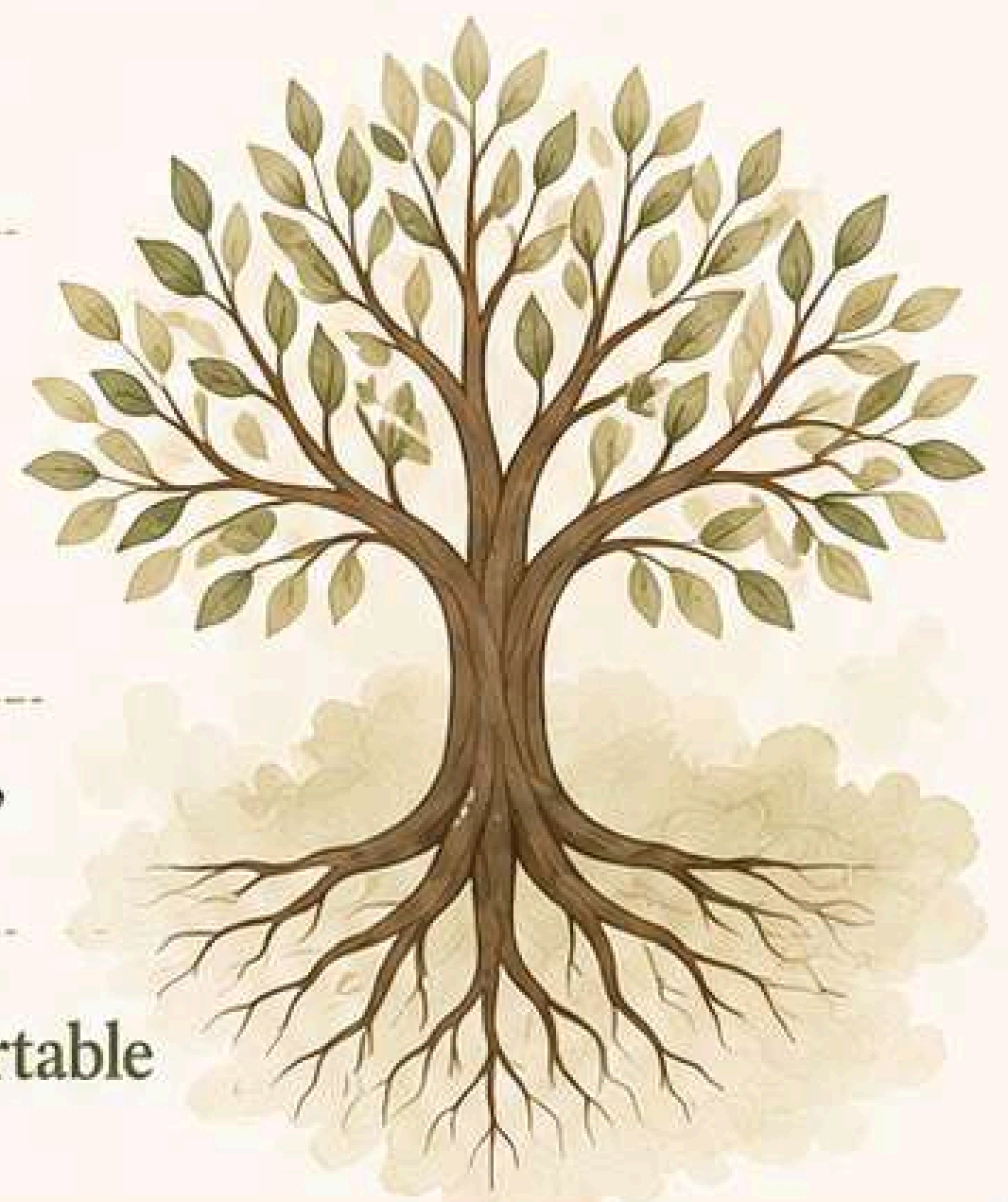
why you struggle in certain situations



why some parts of yourself feel “natural”



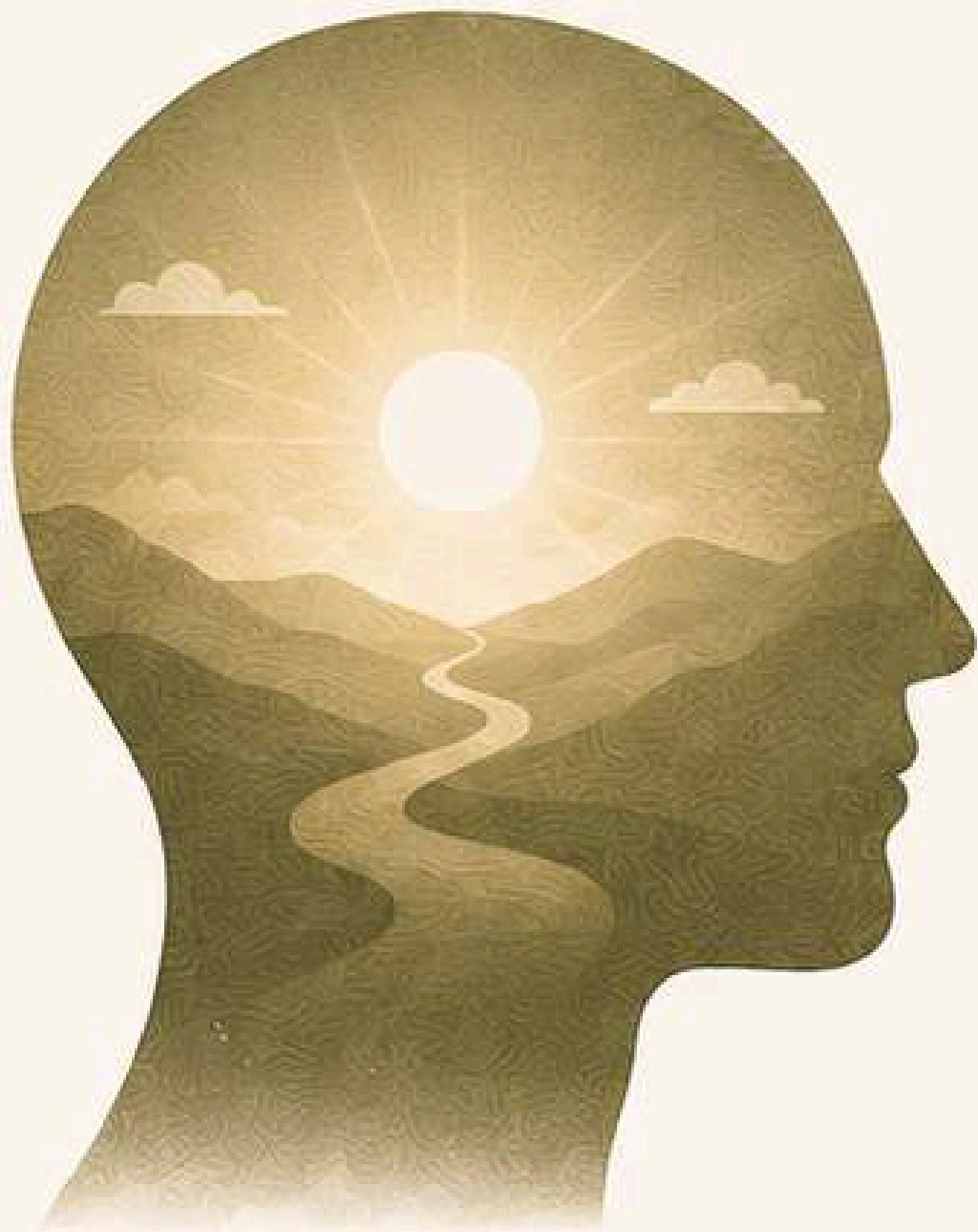
why other parts feel difficult or uncomfortable



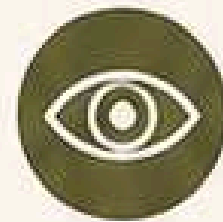
THE TWO PARTS OF THE MIND

YOUR MIND HAS TWO MAJOR PARTS:

1. CONSCIOUS MIND



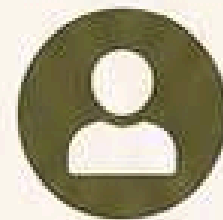
The conscious mind is:



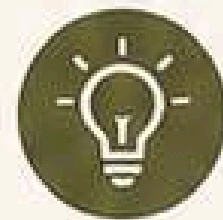
where your awareness exists



where your attention is focused



where your ego operates



what you are aware of right now

The conscious mind can:



FOCUS



EXCLUDE

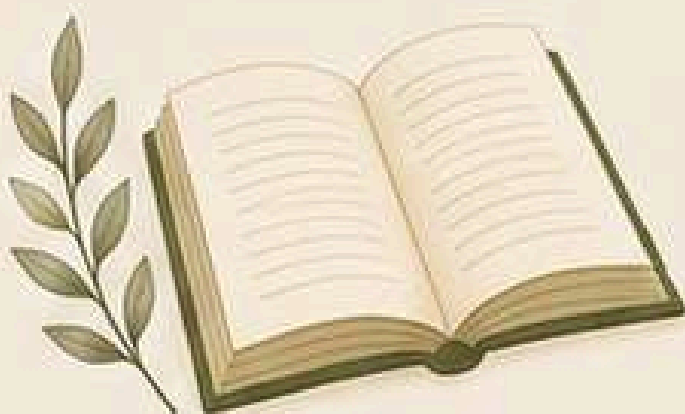


FILTER

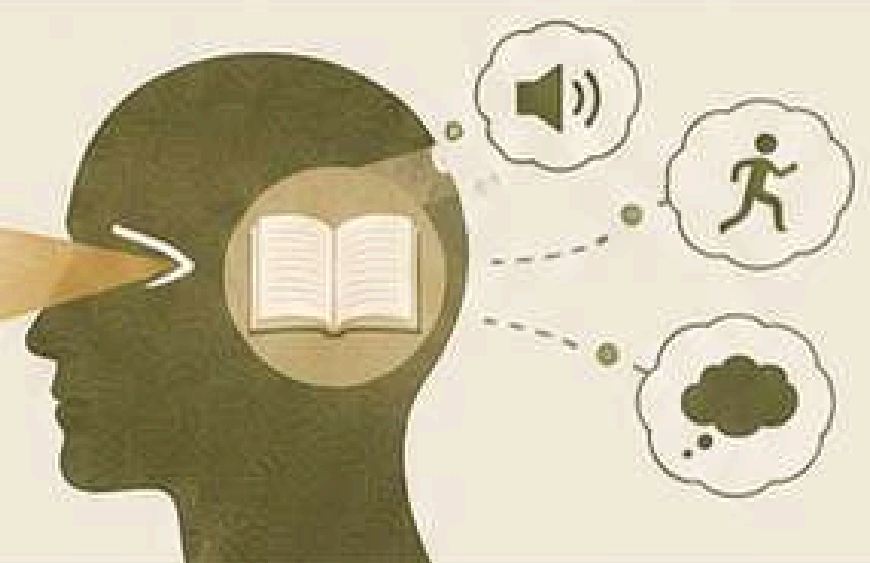


SEPARATE
INFORMATION

EXAMPLE:



When you focus on **reading**,
you push other sensations and
thoughts out of awareness.



2. THE UNCONSCIOUS MIND

The unconscious is everything outside conscious awareness.

IT CONTAINS:



forgotten memories



undeveloped functions



hidden reactions



unnoticed patterns



emotional material



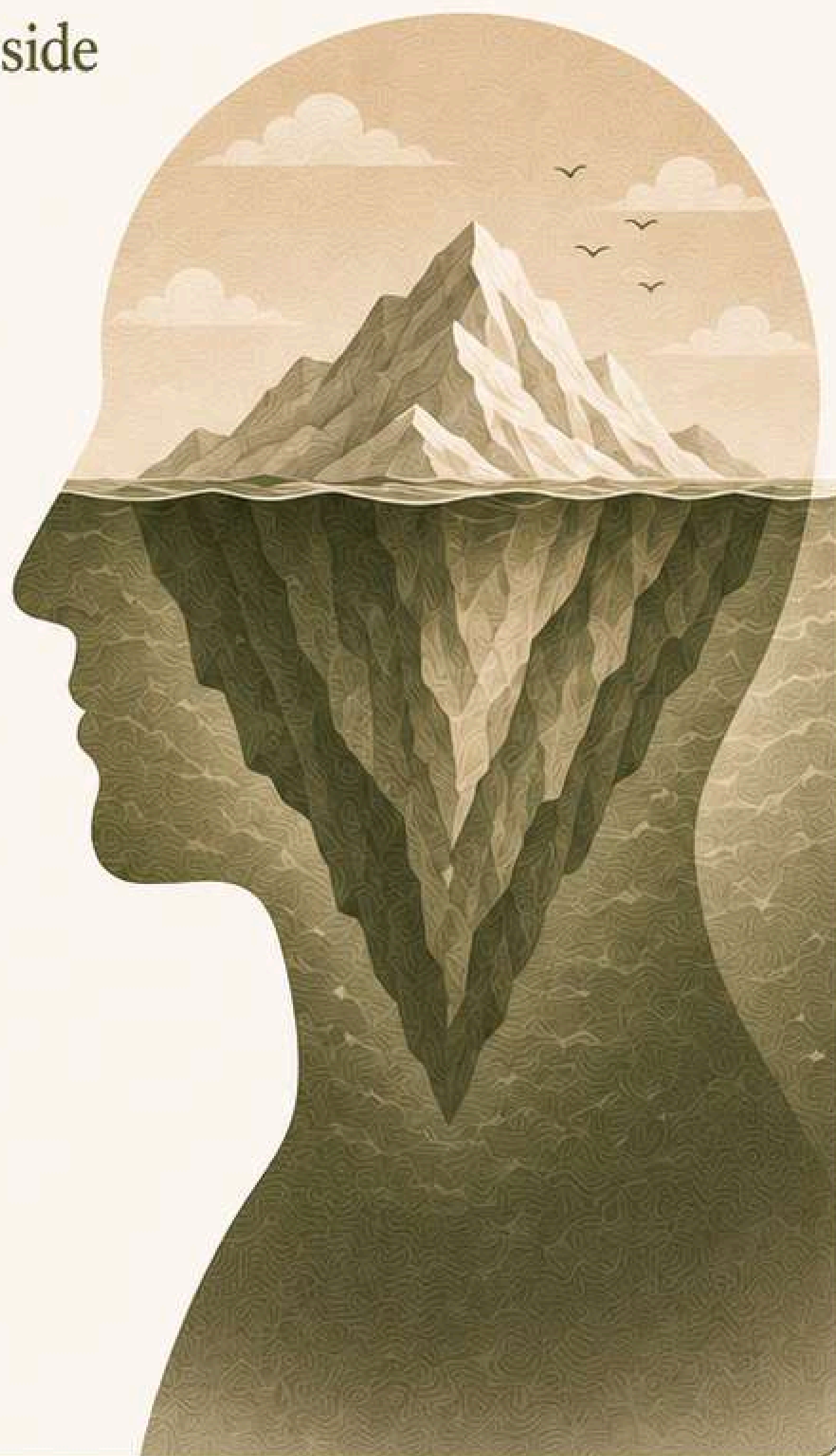
instincts



unconscious attitudes



latent personality traits

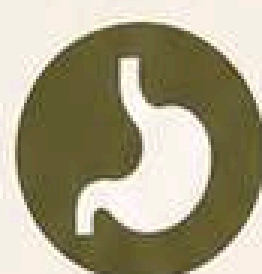


The unconscious is active all the time, even when you are not aware of it.

IT INFLUENCES:



dreams



gut feelings



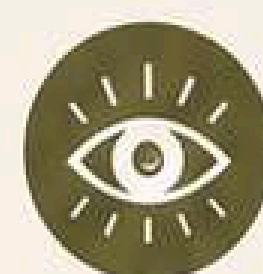
impulses



emotional reactions



spontaneous thoughts



intuitions



behaviours

THE EGO

THE EGO IS:



the “you”
inside the mind



the center of
conscious awareness



YOU ARE **NOT** THE SAME AS:



your
thoughts



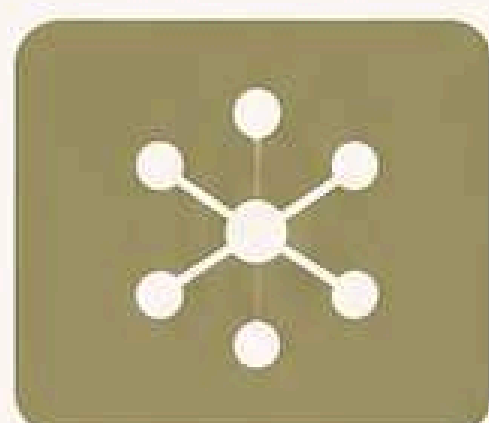
your
feelings



your
sensations



your
intuitions



These are objects
entering consciousness.



The ego
experiences them.



Consciousness vs Animals

ANIMALS HAVE:



sensation



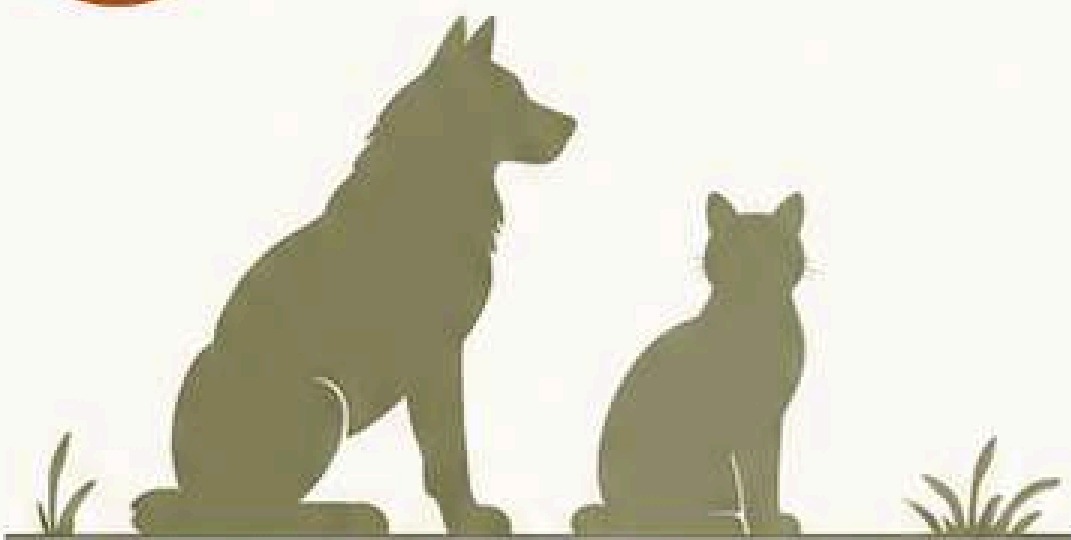
feeling



intuition



primitive thought



BUT HUMANS DEVELOPED:



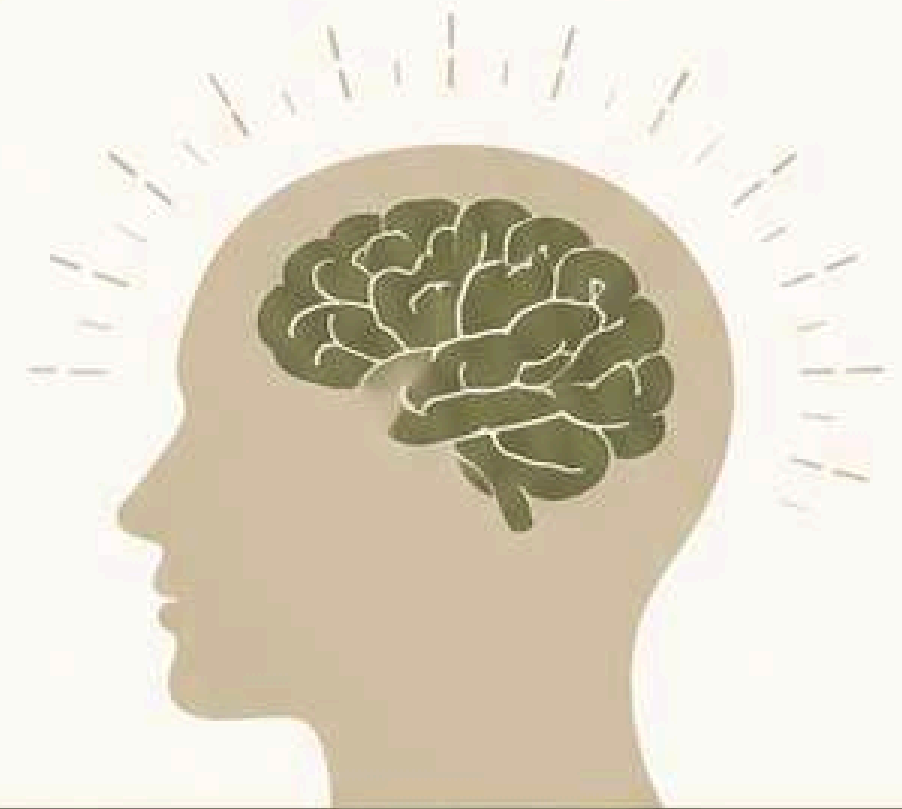
self-awareness



reflection



ego consciousness



HUMANS CAN:



observe themselves



reflect on their own mind



step back from reactions



consciously develop personality



This ability separates humans
from animals psychologically.



The Conscious Mind Uses Exclusion

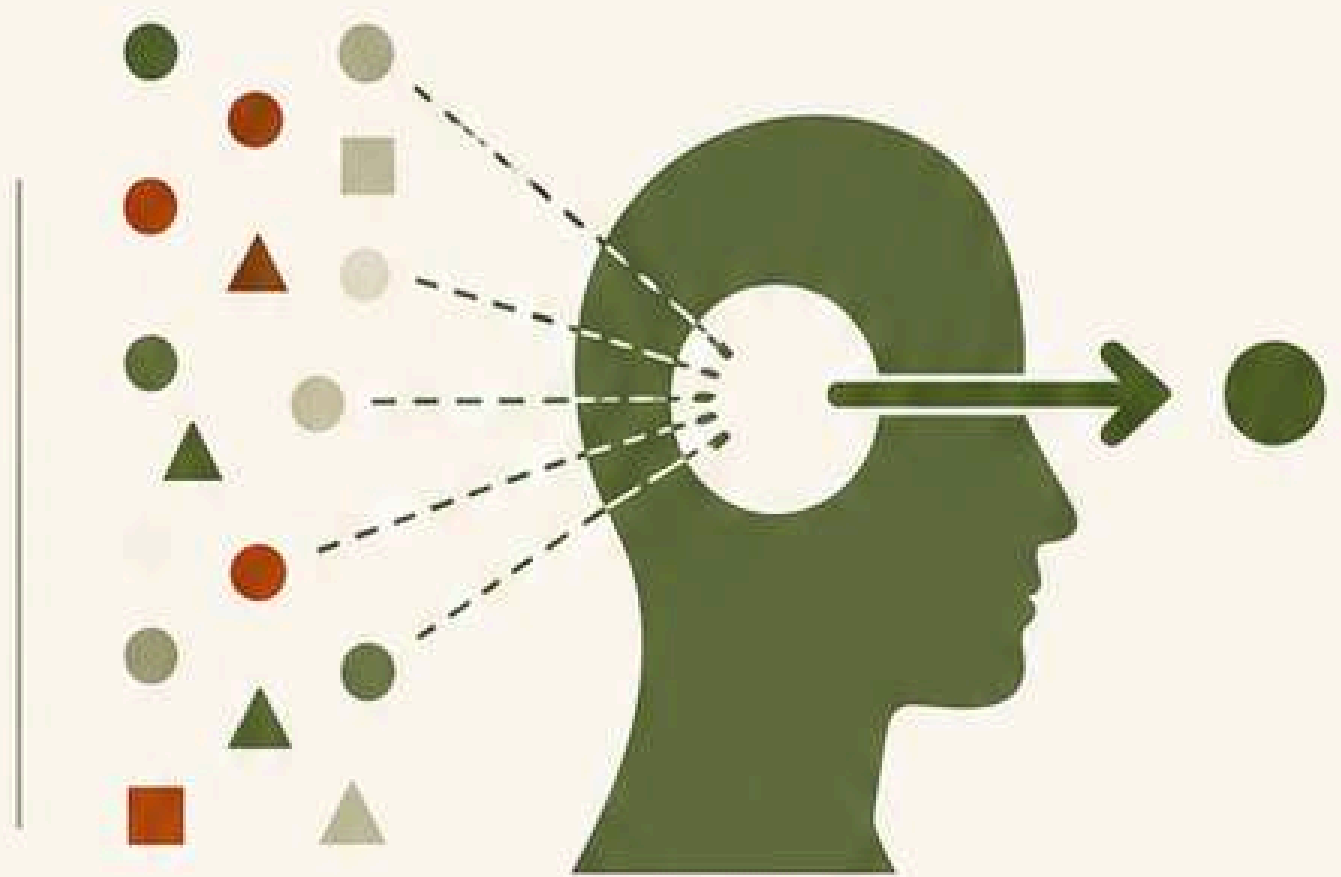


One major property of consciousness is **exclusion**.

1 To focus on one thing:



other things must
be **filtered out**

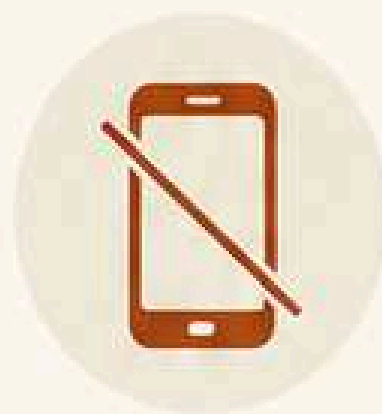


2 Example: _____

To think deeply, you may:



reduce
noise



remove
distractions



dim
lights



isolate
yourself



Focus is not adding more.
Focus is **excluding** everything else.



The Unconscious Contains Hidden Material

The unconscious contains:



memories



undeveloped functions



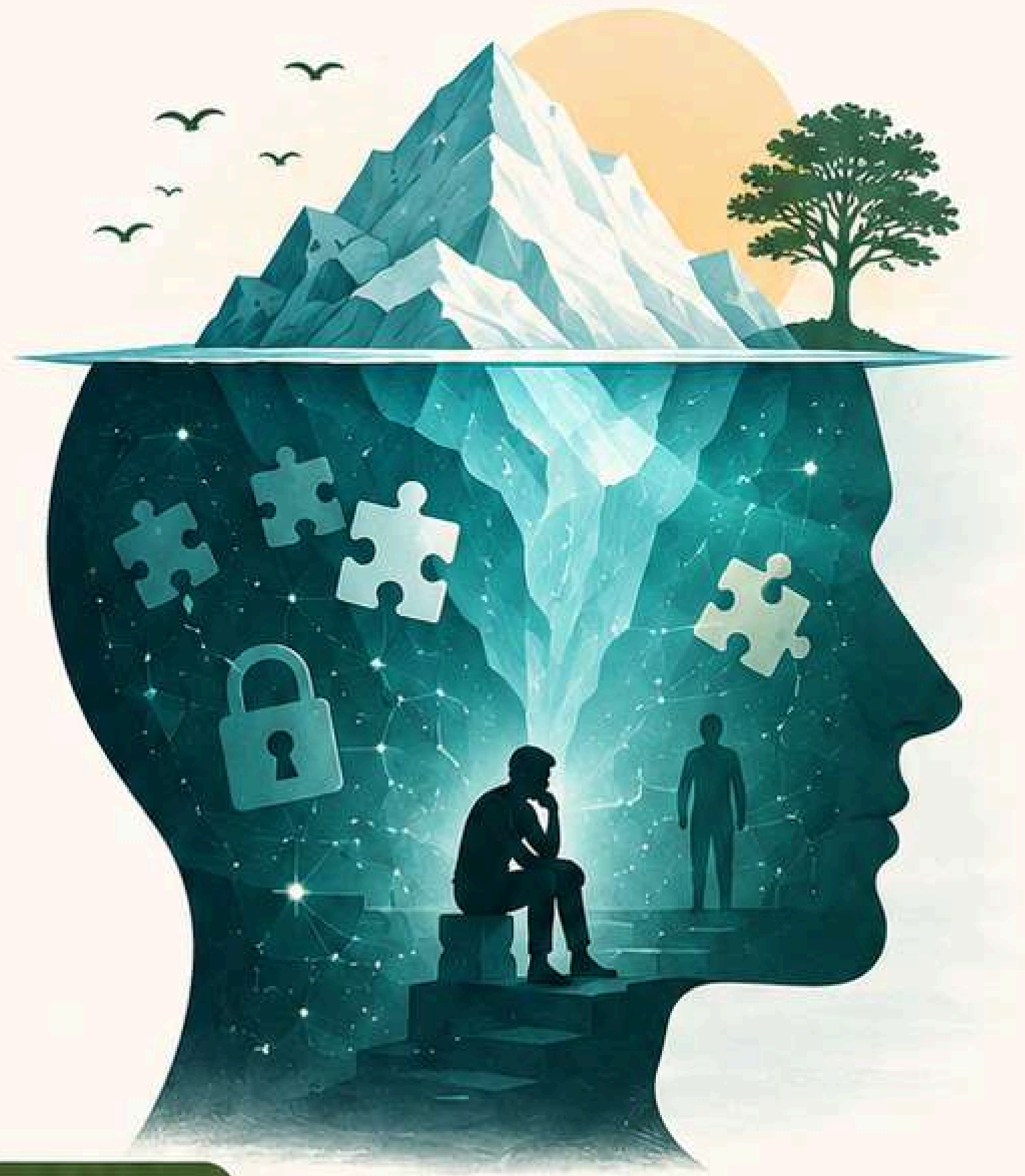
forgotten experiences



suppressed reactions



hidden personality aspects



Example:



A sudden thought
that surprises you
may come from
the unconscious.



A strong gut feeling
may emerge from
unconscious
information.



Dreams are
unconscious material
entering awareness.



Much of who we are is hidden,
but it still **influences** our thoughts, feelings, and behavior.

The Opposite Function Pairs



- The functions exist in opposite pairs.
- The true opposites you will learn about in the 'Unlocking Your Shadow **BONUS**'.

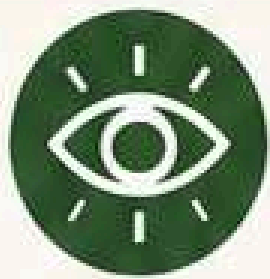
The two main opposites are:



Thinking



Feeling



Sensation



Intuition



* True opposites are the Introverted <> Extroverted version of each function.
E.g. Introverted Thinking <> Extraverted Thinking*



Refer to **Day 3 + Shadow Bonus**

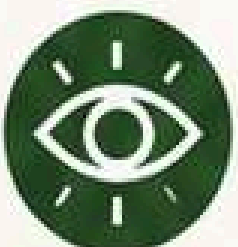


One of the 4 functions is dominant in you;
its opposite is **unconscious** and **undeveloped**

Example:



A dominant Thinking type
may be unconscious of **Feeling**.



A dominant Sensation type
may be unconscious of **Intuition**.

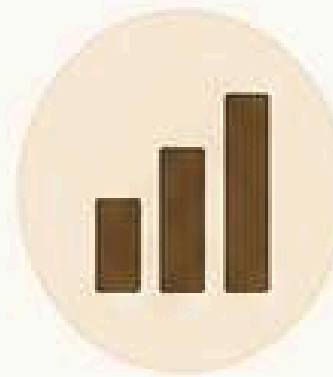


The Dominant Function



Every person has a **dominant function**.

This is:



the function
used most often

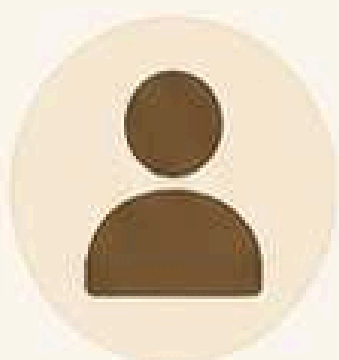


the main
decision-making tool



the function most
trusted consciously

The dominant function shapes:



attitudes



behaviours



decision patterns



worldview

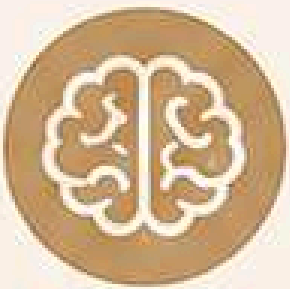
One-Sided Attitudes



When one function dominates too heavily:

- ✓ attitudes become unbalanced
- ✓ important information is ignored

Example:



Overusing Thinking may:



- ✗ ignore feelings
- ✗ suppress intuition
- ✗ reduce spontaneity
- ✗ create emotional imbalance



Overusing Feeling may:



- ✗ ignore logic
- ✗ avoid objective analysis
- ✗ over-prioritize emotional harmony



Every dominant function creates **blind spots**.

Neurosis



Neurosis occurs when:

- ✓ parts of personality are ignored
- ✓ unconscious material builds pressure
- ✓ attitudes become too one-sided

Symptoms may include:



anxiety



stress



shame



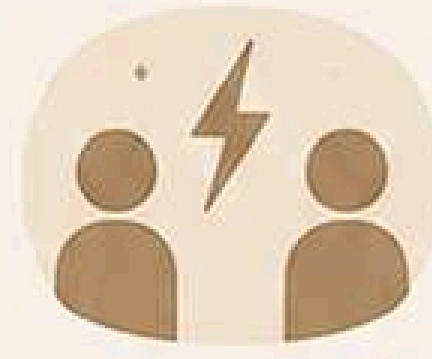
guilt



emotional
tension



confusion



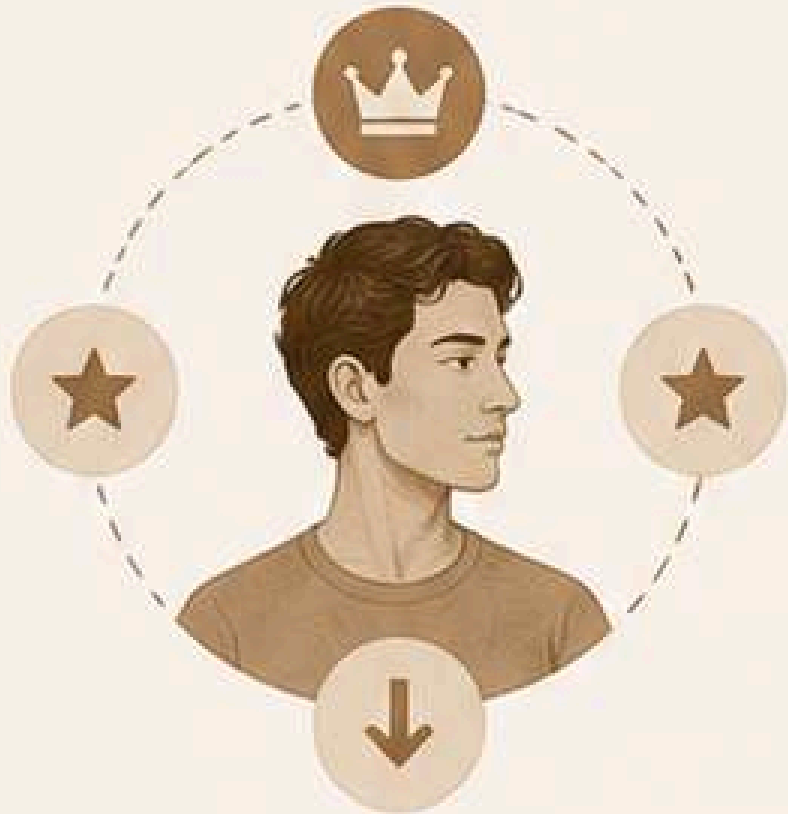
internal
conflict



The goal is not to destroy
the dominant function.

The goal is balance.

Secondary Functions

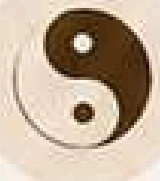


After the dominant and inferior functions:

- ✓ two secondary functions remain
- ✓ These are easier to develop than the inferior function.



Secondary functions help:

-  balance personality
-  improve adaptation
-  reduce one-sidedness
-  improve decision-making

Most people naturally develop:



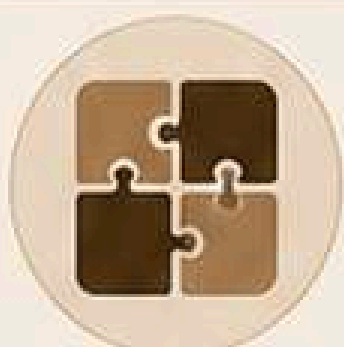
one dominant function

+



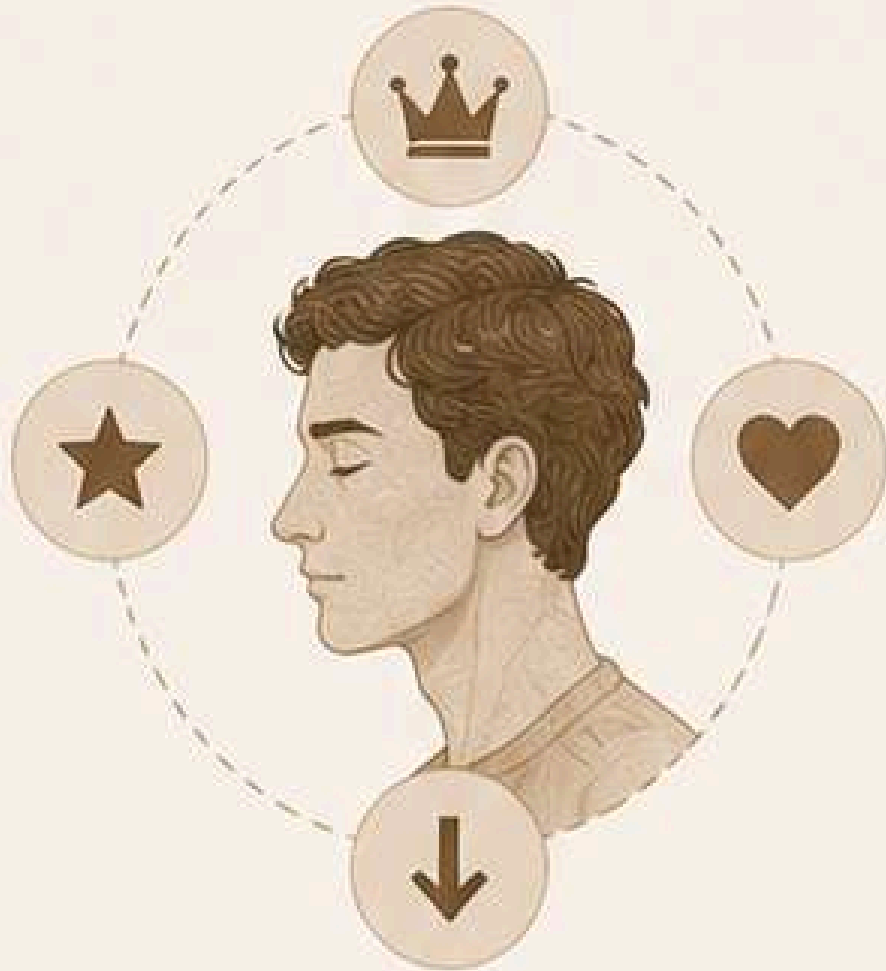
one stronger secondary function

=



Developing **all four functions** consciously is rare.

Developing Secondary Functions



Secondary functions
develop when:

- ✓ the dominant function is temporarily relaxed
- ✓ another function is consciously trusted

Example:



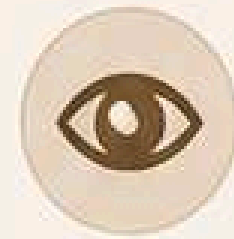
Instead of over-analyzing
a restaurant choice:



trust **intuition**



notice **feeling**

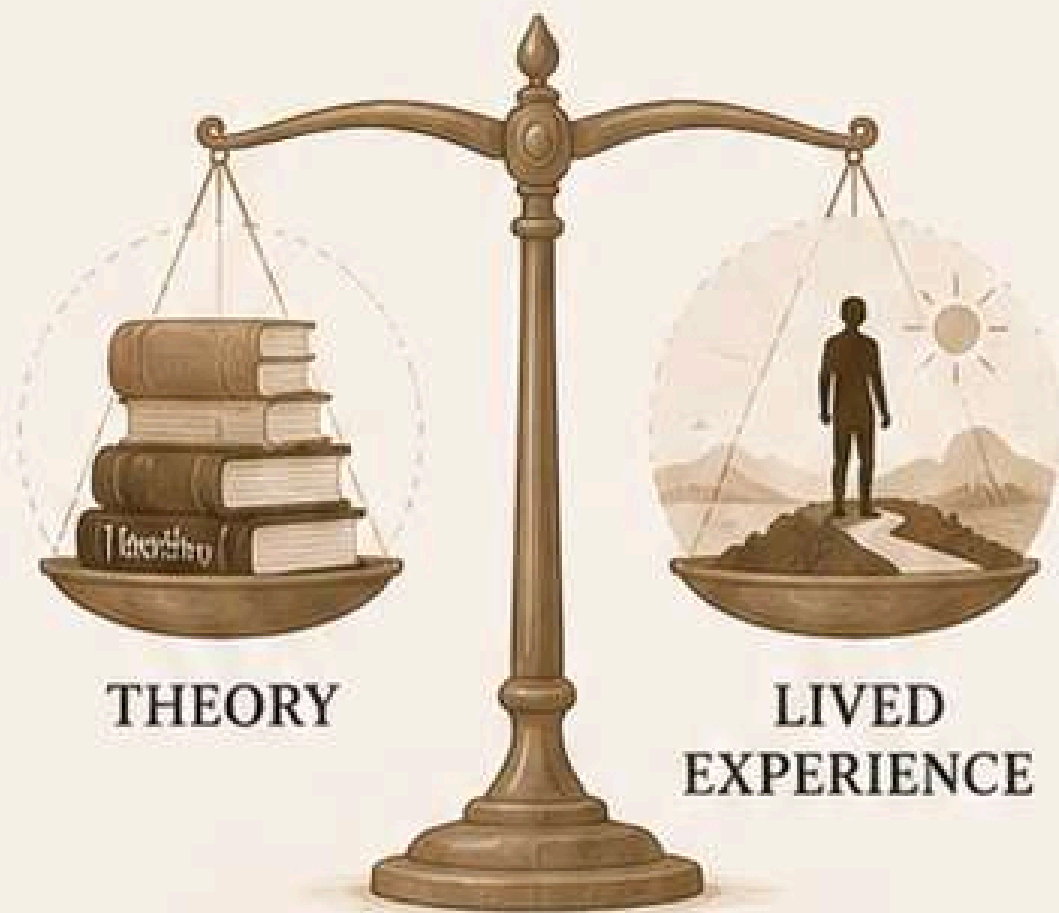


follow **sensation**



This creates **lived experience**
using less-developed
functions.

Theory vs Lived Experience



Depth psychology requires:

- ✓ theoretical understanding
- ✓ lived experience



Theory alone is incomplete.



True understanding comes from:

- ✓ learning concepts
- ✓ applying them directly to your own life

You must observe:



your
decisions



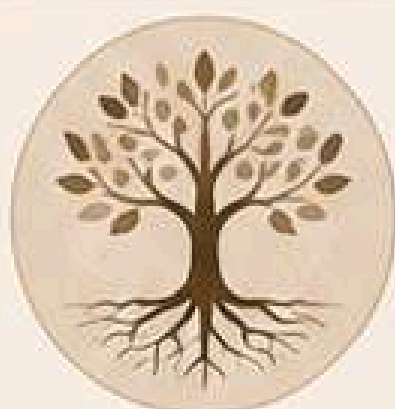
your
reactions



your
inner world

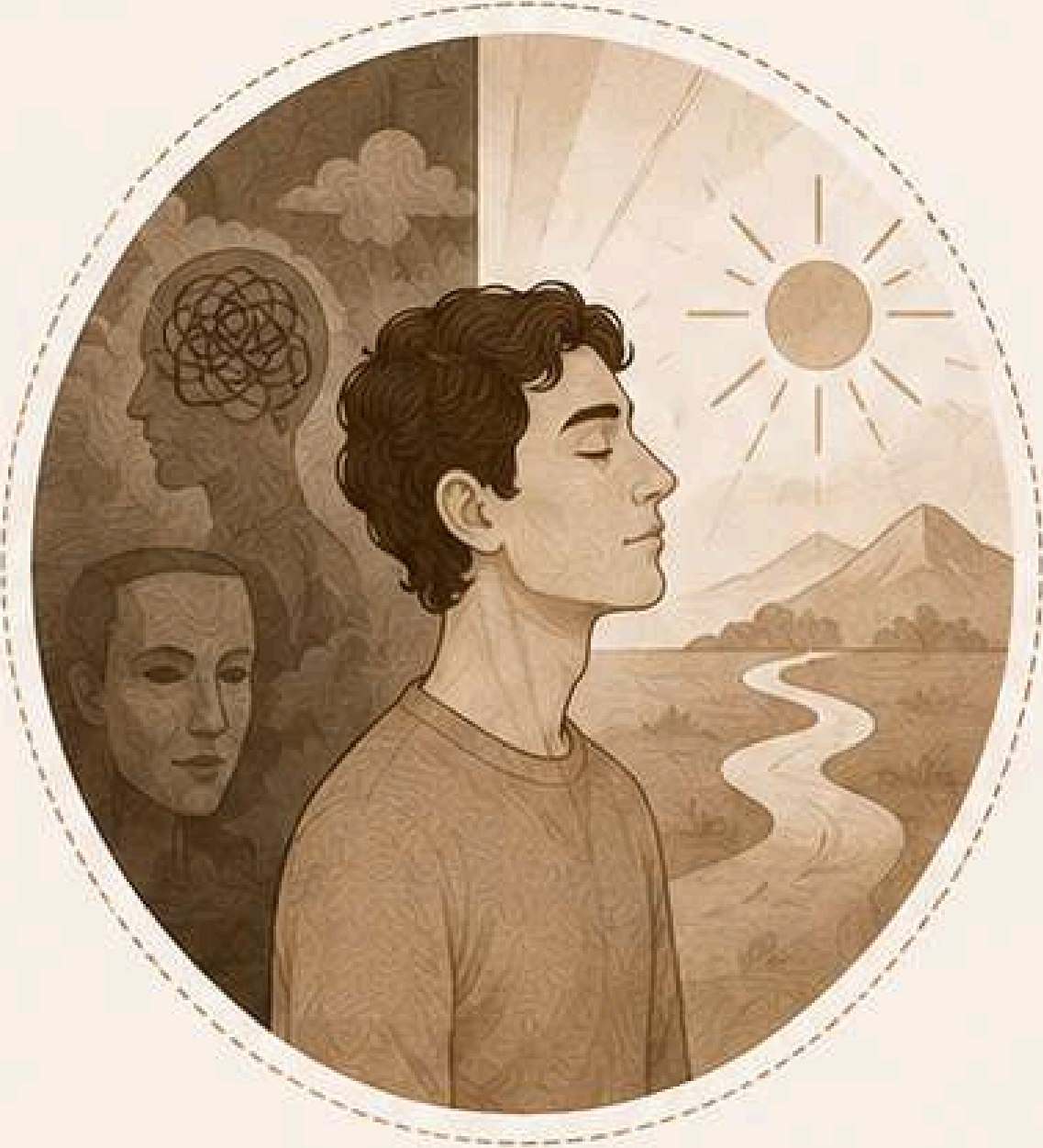


your function
patterns



This is how psychological
knowledge **becomes** real.

The Goal Of Individuation



Individuation is:



the process of uncovering unconscious personality



becoming psychologically whole

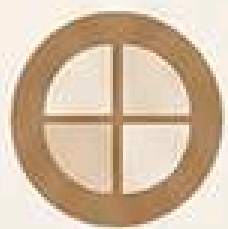


integrating undeveloped functions

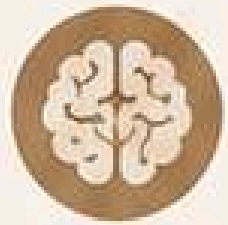


reducing one-sidedness

As functions develop:



attitudes become more complete



decisions become more conscious



relationships improve



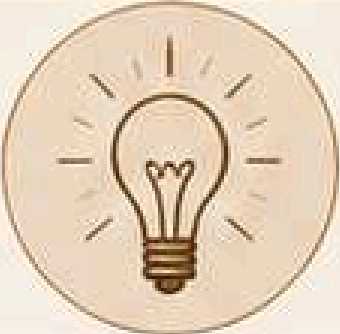
self-understanding deepens



The Functions at a Glance

A quick overview of the key functions
in depth psychological theory.

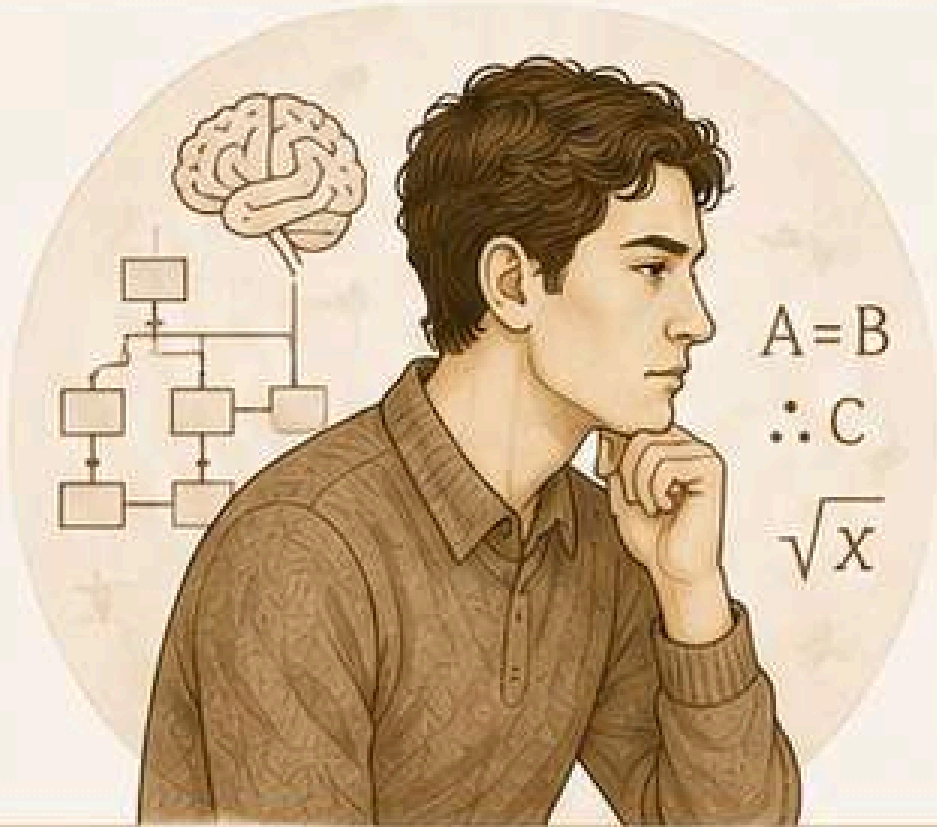
 Function	 Description
 Dominant Function Your primary strength and conscious tool.	 Main conscious tool 
 Inferior Function Your least developed function; often unconscious and challenging.	 Opposite unconscious function 
 Secondary Function/s Helpful and supportive functions that are more accessible.	 Supporting conscious function/s 



Together, these functions shape your personality,
your perceptions, and your path toward individuation.

Quick Dominant Function Signs

Notice your natural tendencies. No type is better than another.



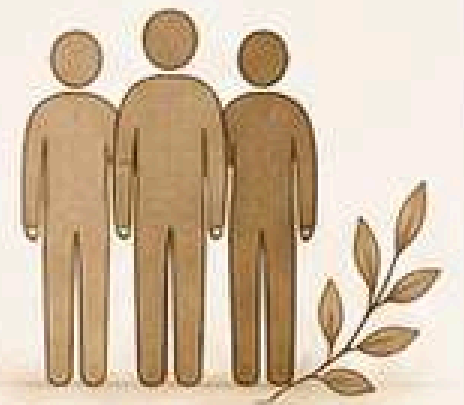
Thinking Dominant

- ✓ analyzes constantly
- ✓ values logic
- ✓ seeks correct answers
- ✓ may suppress feeling



Feeling Dominant

- ✓ prioritizes values/emotions
- ✓ sensitive to harmony
- ✓ evaluates by agreeableness
- ✓ may ignore logic



Sensation Dominant

- ✓ grounded in reality
- ✓ focused on concrete experience
- ✓ notices details
- ✓ may neglect future possibilities



Intuition Dominant

- ✓ future-focused
- ✓ sees patterns and possibilities
- ✓ follows hunches
- ✓ may neglect practical reality



Awareness is the first step.
Growth comes from developing all your functions in **balance**.



Day 2

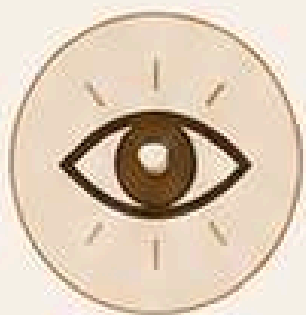
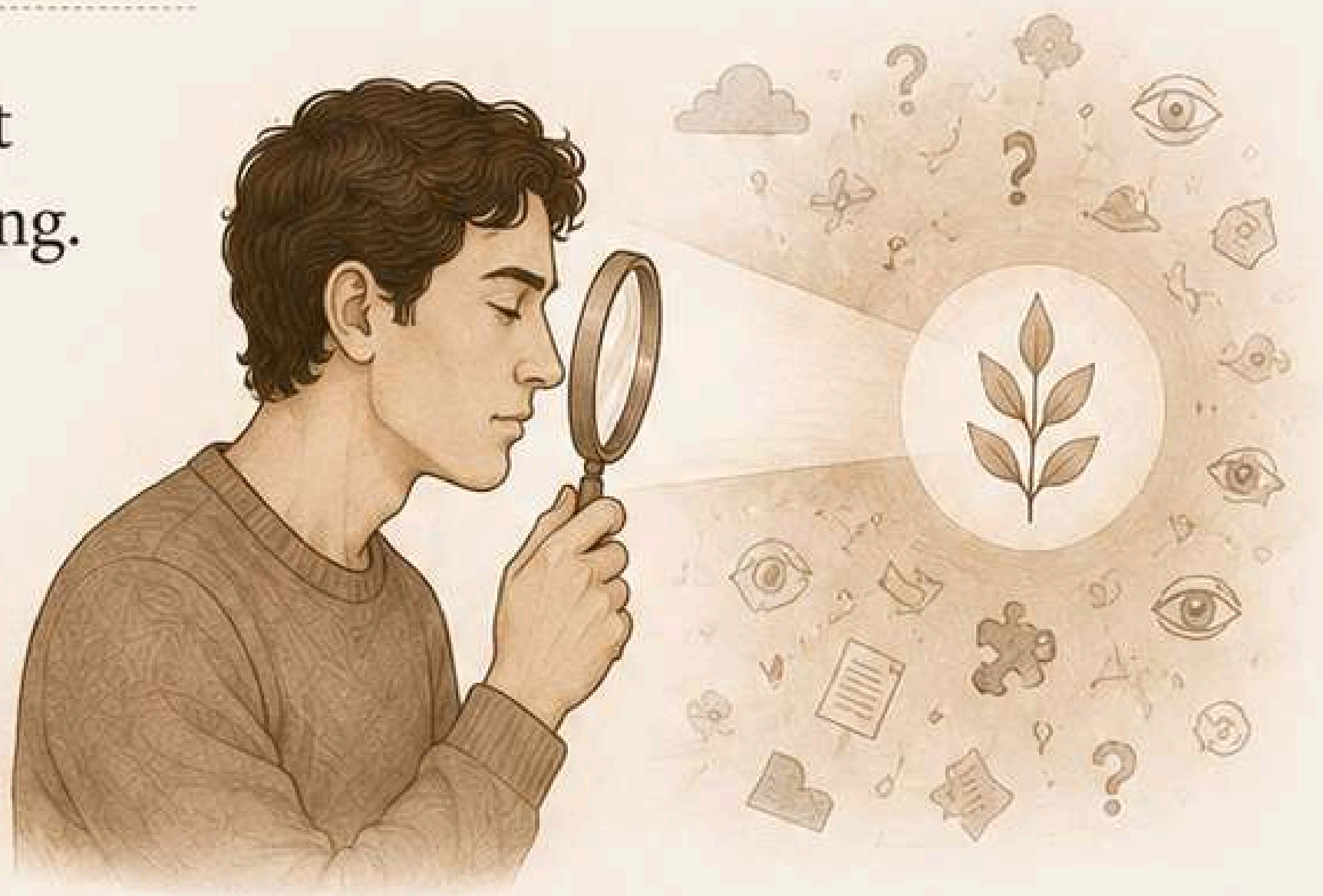
Practice Exercises



Exercise 1 — Observe Conscious Exclusion

Notice what you push out
of awareness when focusing.

Ask:



What am I filtering out right now?

.....



What sensations am I ignoring?

.....



What thoughts am I excluding?

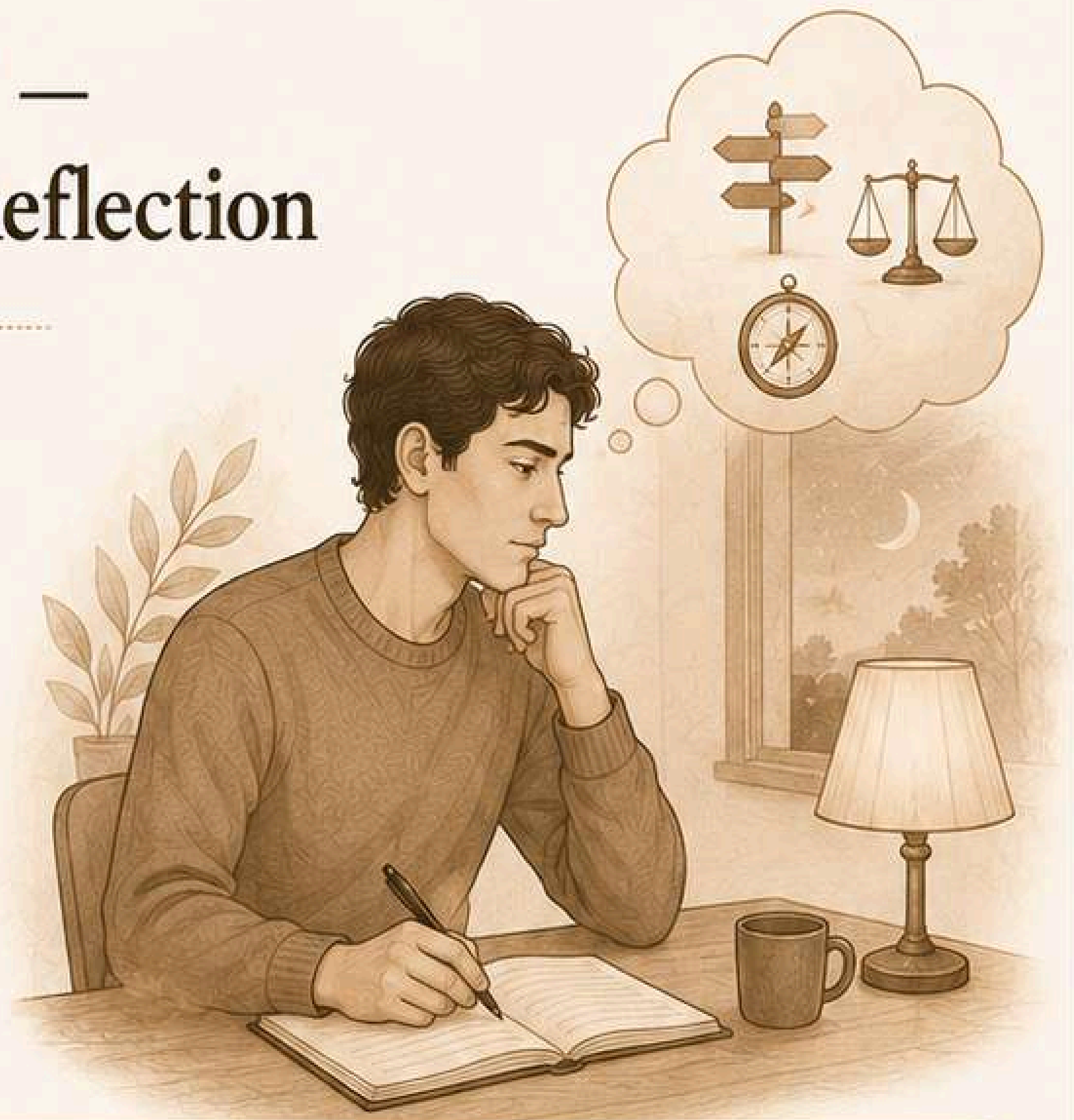
.....



Exercise 2 — Decision Reflection

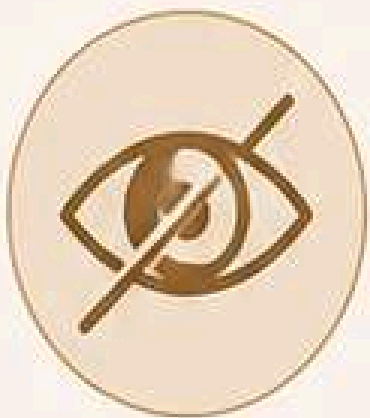
At the end of the day,
review decisions.

Ask:



Which function led this decision?

.....



What function did I ignore?

.....



What attitude shaped the choice?

.....

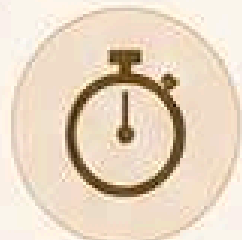


Exercise 3 — Dominant Function Awareness

Notice which function feels:



easiest



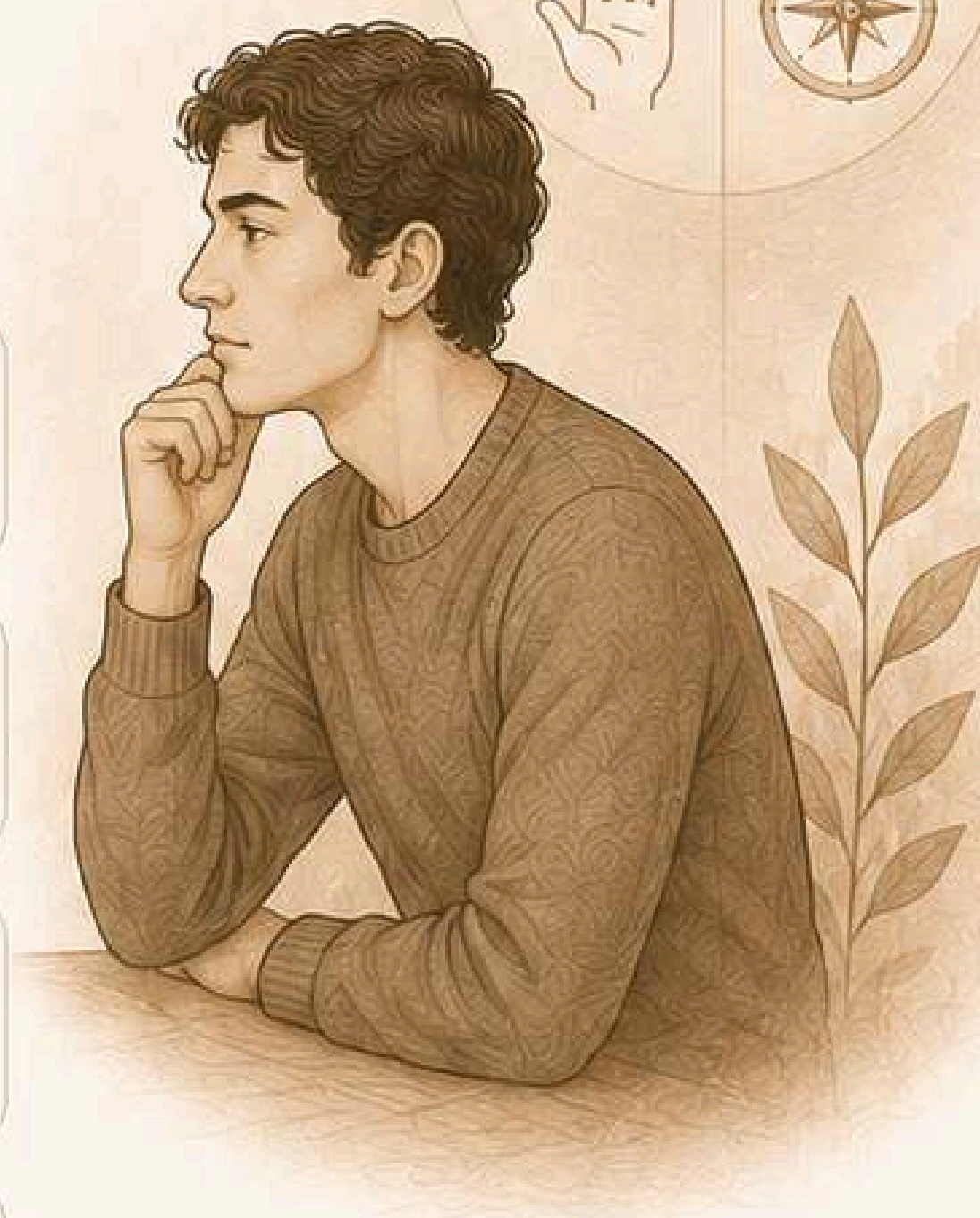
fastest



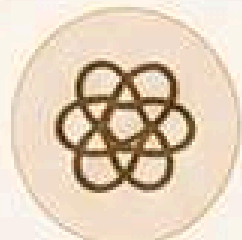
most trusted



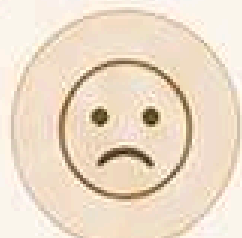
most natural



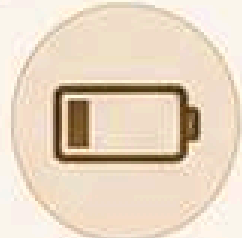
Then notice:



which function feels awkward



emotionally uncomfortable



weak



difficult to access



Exercise 4 – Secondary Function Experiment

Make one small decision today
using a less-used function.



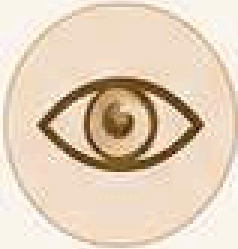
Examples:



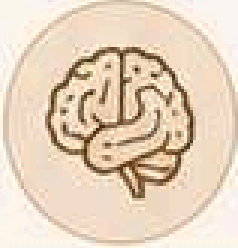
trust intuition



follow feeling



rely on sensation



stop overthinking

Observe the outcome.

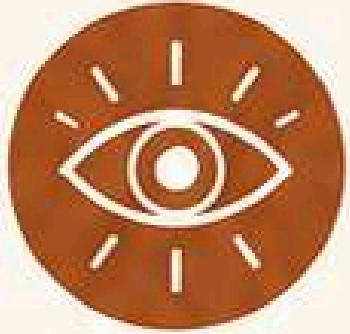
.....

.....

.....



KEY TAKEAWAYS



1

The mind has conscious and unconscious parts.



2

The ego is the center of conscious awareness.



3

Consciousness works through exclusion and focus.



4

The unconscious contains undeveloped personality material.



5

The functions exist in opposite pairs.



6

Every person has a dominant function.



7

Overusing one function creates one-sided attitudes.



8

One-sided attitudes create imbalance and neurosis.



9

Secondary functions can be consciously developed.



10

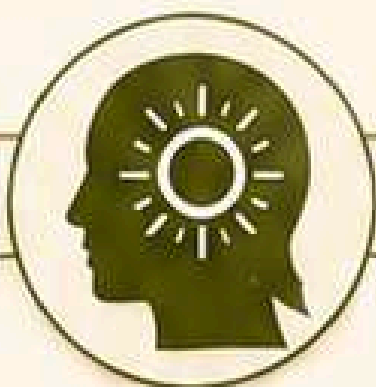
True understanding requires theory and lived experience.



11

Individuation is the process of becoming psychologically whole.

THE STRUCTURE OF THE MIND



CONSCIOUS MIND



AWARENESS

The ability to know what is present.



FOCUS

The capacity to direct attention.



FILTERING

The process of selecting and excluding.



EGO

The center of conscious awareness and identity.



UNCONSCIOUS MIND



HIDDEN MATERIAL

Contents that are not in conscious awareness.



UNDEVELOPED FUNCTIONS

Natural capacities that have not been consciously used.



MEMORIES

Stored experiences from the personal past.



INSTINCTS

Innate, automatic drives and biological impulses.



INTUITIONS

Inner knowing that arises beneath conscious reasoning.

FUNCTION OPPOSITES



THINKING

Seeks truth through logic and analysis.



FEELING

Seeks value through emotion and empathy.



SENSATION

Focuses on what is real and experienced now.



INTUITION

Focuses on possibilities and future insights.



PSYCHOLOGICAL DEVELOPMENT



DOMINANT FUNCTION

The primary way you perceive and make sense of the world.



SECONDARY FUNCTIONS

Supporting ways of perceiving that can be consciously developed.



INFERIOR FUNCTION INTEGRATION

Confronting and integrating the least developed aspects of the psyche.



GREATER WHOLENESS

More balance, flexibility, and alignment with your true self.

DAY 3

INTROVERSION & EXTROVERSION

CORE IDEA



Every function of consciousness exists in:

- ✿ an introverted form
- ✿ an extroverted form

This creates:

8

PSYCHOLOGICAL FUNCTIONS.

THESE FUNCTIONS DETERMINE:



how psychological energy flows



how meaning is created



how decisions are made



how personality develops

DAY 3

THE 8 PSYCHOLOGICAL FUNCTIONS



THINKING



Introverted Thinking (*iT*)

Analyzes, organizes, and seeks internal logical consistency.



Extraverted Thinking (*eT*)

Analyzes, organizes, and seeks external efficiency and results.



FEELING



Introverted Feeling (*iF*)

Evaluates based on internal values and personal authenticity.



Extraverted Feeling (*eF*)

Evaluates based on external values and group harmony.



SENSATION



Introverted Sensation (*iS*)

Notices and stores internal details and past experiences.



Extraverted Sensation (*eS*)

Notices and engages with external facts and present reality.



INTUITION



Introverted Intuition (*iN*)

Sees patterns and possibilities within the inner world.



Extraverted Intuition (*eN*)

Sees patterns and possibilities in the external world.

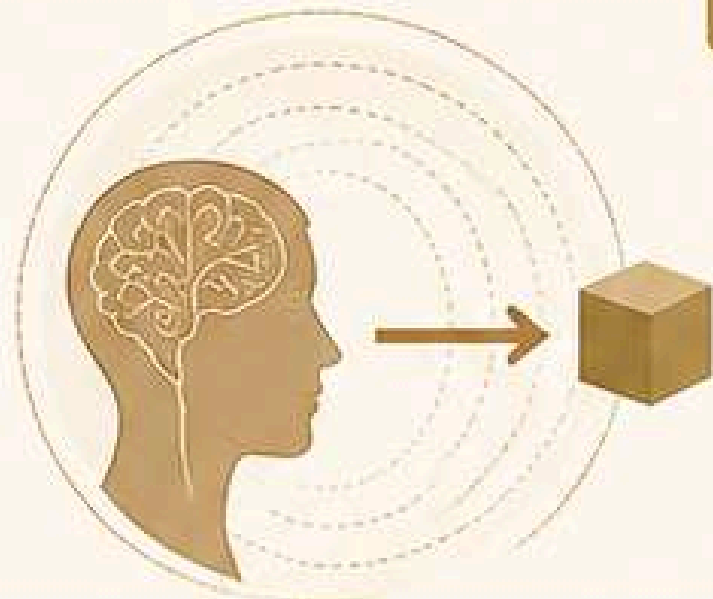


Every function exists in an introverted form and an extroverted form, creating 8 psychological functions that shape how we perceive, decide, and relate to the world.



INTROVERSION VS EXTRAVERSION

INTROVERSION



Psychological energy flows:

FROM the subject → **TO** the object.



The person tells the object:

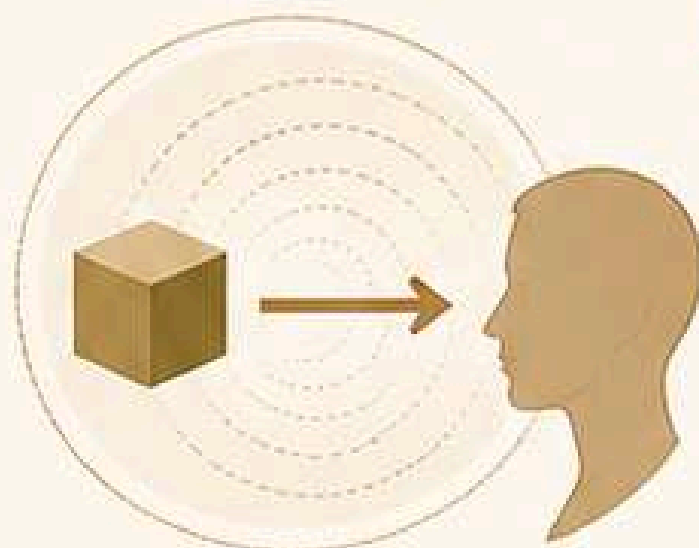
- what it means
- what it is worth
- what it represents



Introversion values:

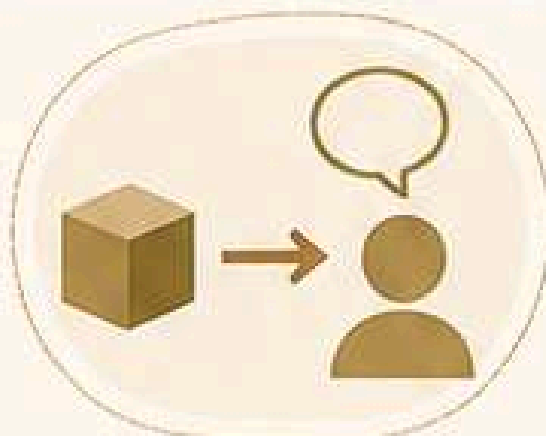
- subjective experience
- personal meaning
- inner interpretation

EXTRAVERSION



Psychological energy flows:

FROM the object → **TO** the subject.



The object tells the person:

- what it is
- how it exists
- what is objectively true



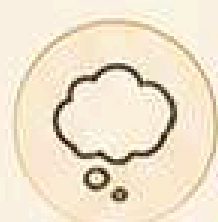
Extraversion values:

- external reality
- objective facts
- collective/social meaning

THE THREE WORLDS

1.

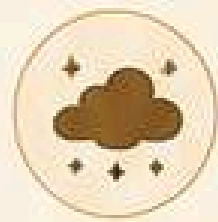
INNER WORLD



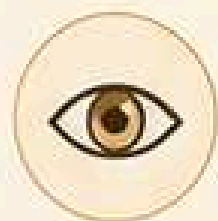
thoughts



feelings



fantasies



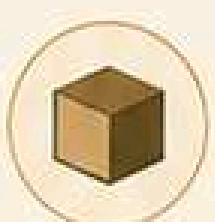
intuitions



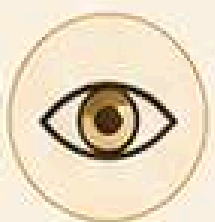
memories

2.

OUTER WORLD



physical objects



sensory reality



nature



buildings



bodies

3.

SOCIAL WORLD



groups



culture



trends



values



social expectations



INTROVERTED THINKING (*iT*)



CORE IDEA

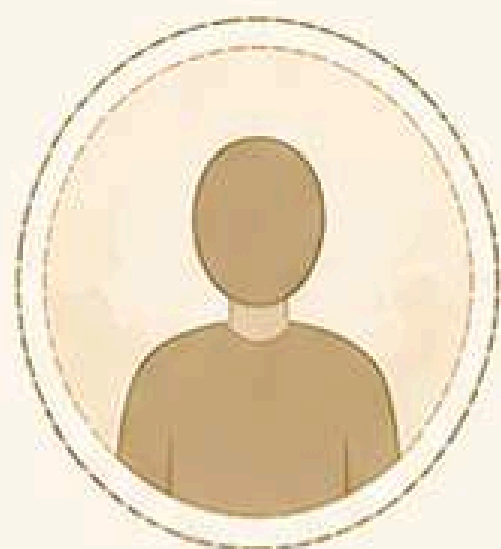
Subjective thinking.

The person determines:

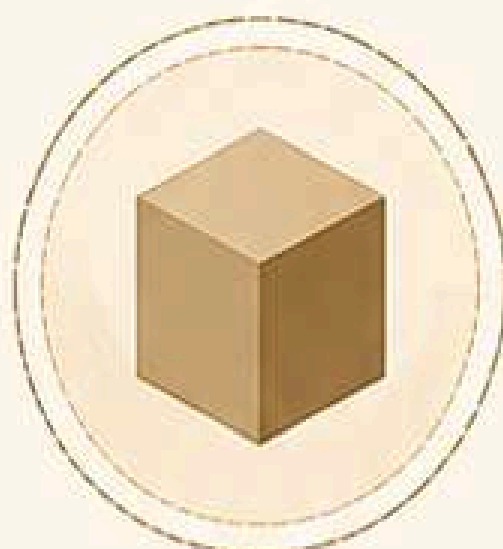
- what the object means
- what they think about it
- their interpretation of it

ENERGY FLOW

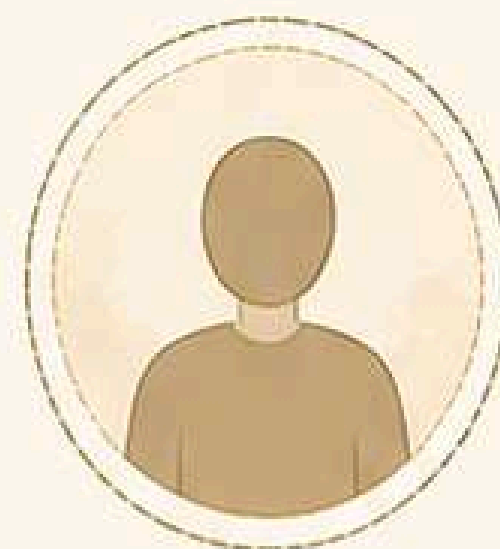
Subject → Object → Subject



SUBJECT



OBJECT



SUBJECT



EXAMPLES



“

“The table is ugly.”

“

“This idea is stupid.”

“

“That bird looks fat.”



These are personal interpretations.

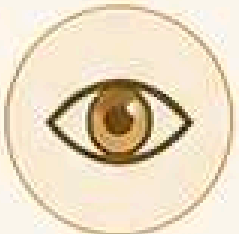
CHARACTERISTICS



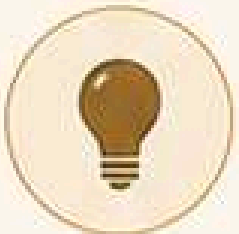
personal opinions



internal logic



subjective interpretation



self-generated meaning



independent thought



Signs *iT* Is Conscious



1

values own
opinion highly



2

enjoys
independent conclusions



3

naturally forms
interpretations



4

questions
collective beliefs

Signs *iT* Is Unconscious



1

opinions feel
childish/stupid



2

embarrassment
sharing views



3

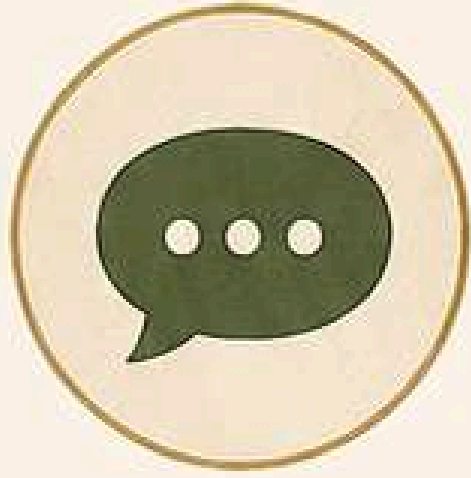
difficulty forming
personal judgments



4

relies heavily on
external authority

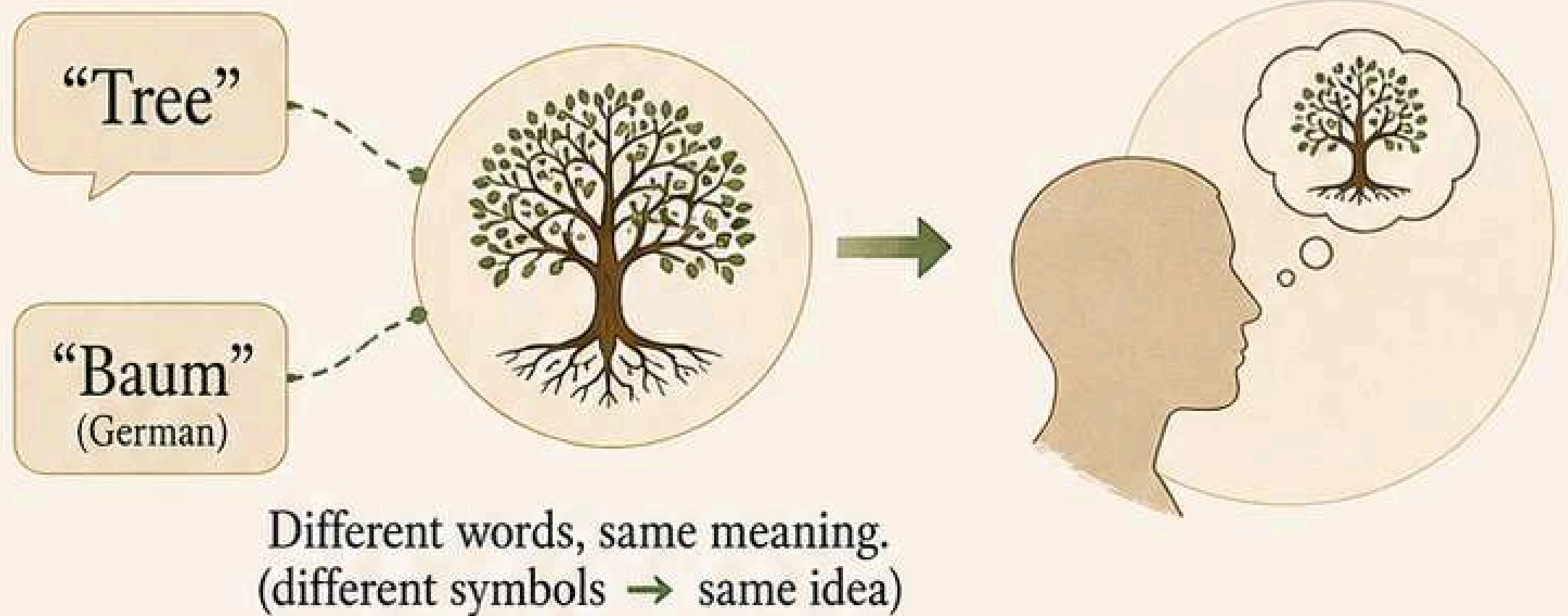
KEY INSIGHT



Words are
symbols for meaning.

Different words may point to:

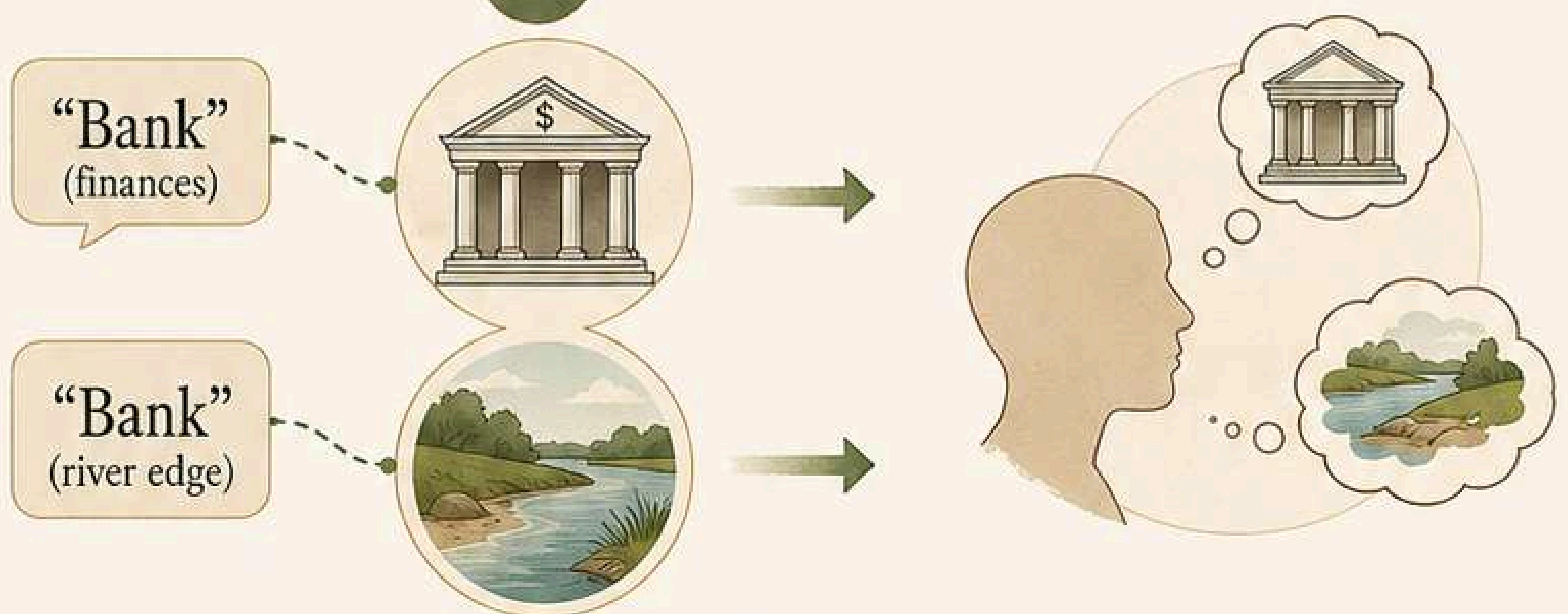
the same
meaning



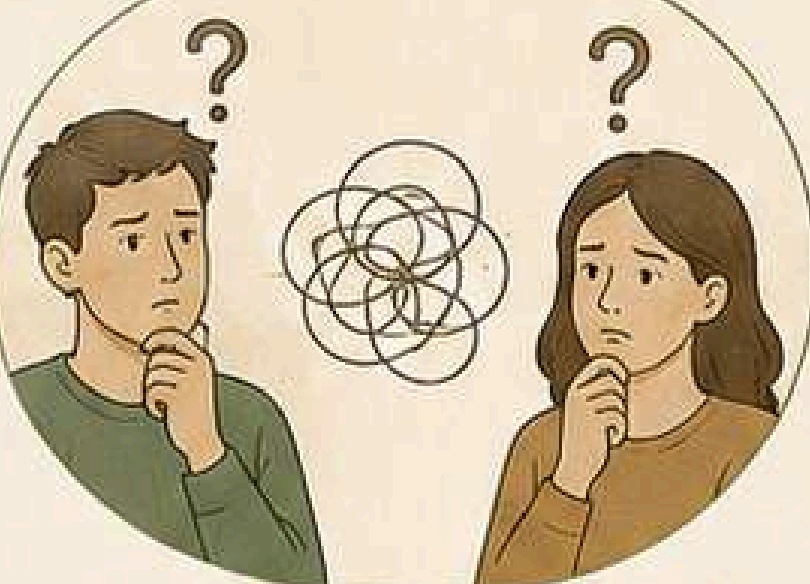
Different words, same meaning.
(different symbols → same idea)

or:

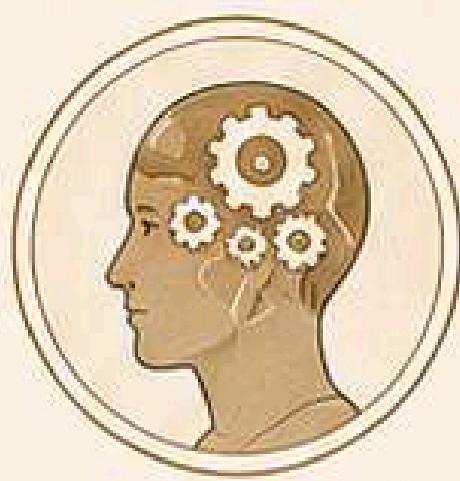
different
meanings



Same word, different meanings.
(same symbol → different ideas)

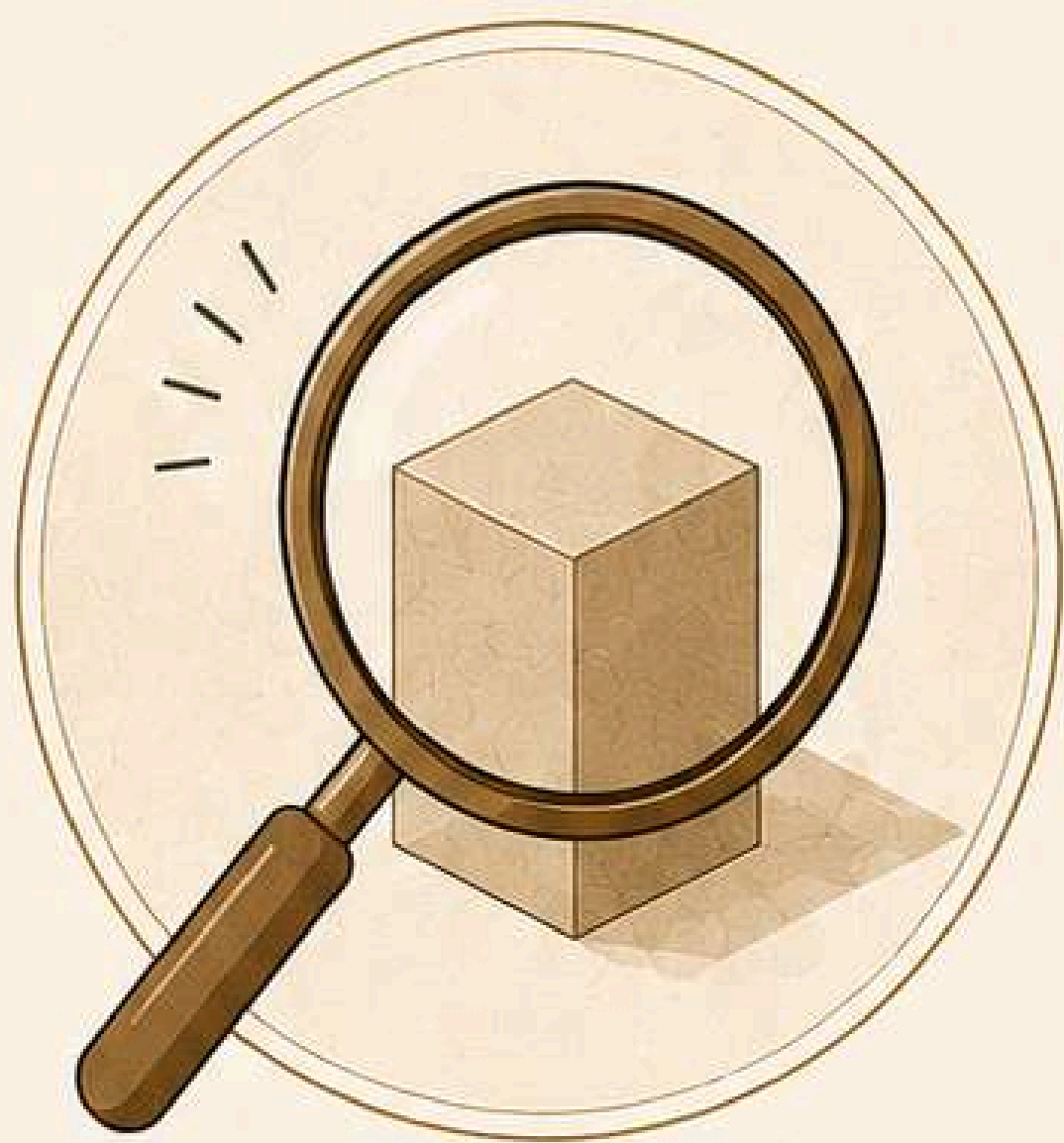


This is why
misunderstanding
happens constantly.



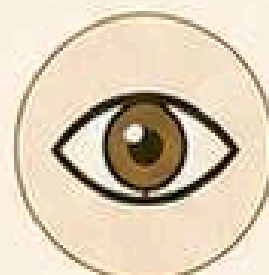
EXTRAVERTED THINKING (eT)

CORE IDEA

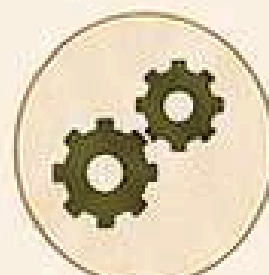


Objective thinking.

The object tells the person:



what it is



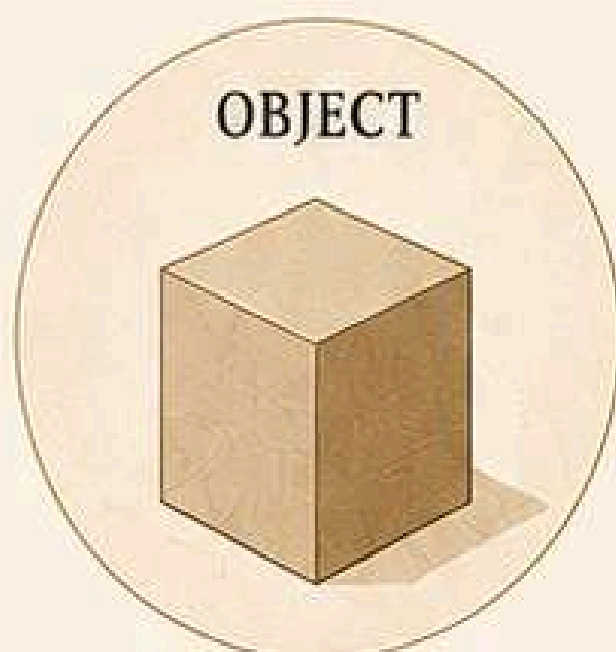
how it works



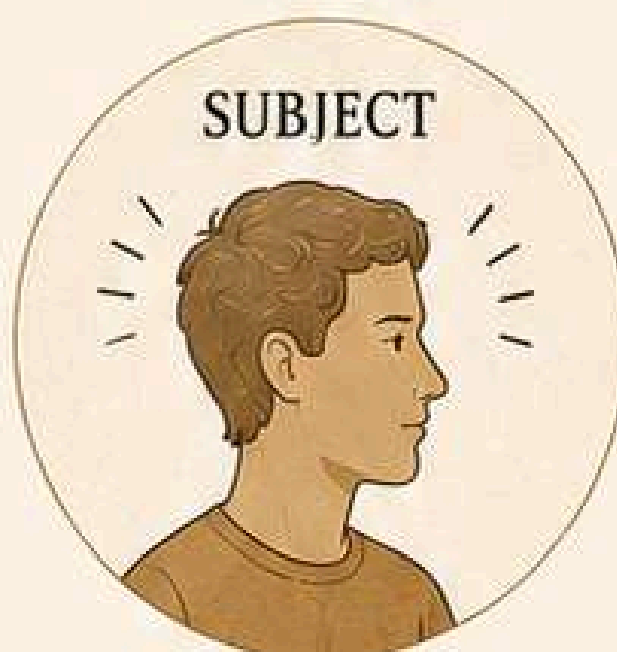
what is factually true

ENERGY FLOW

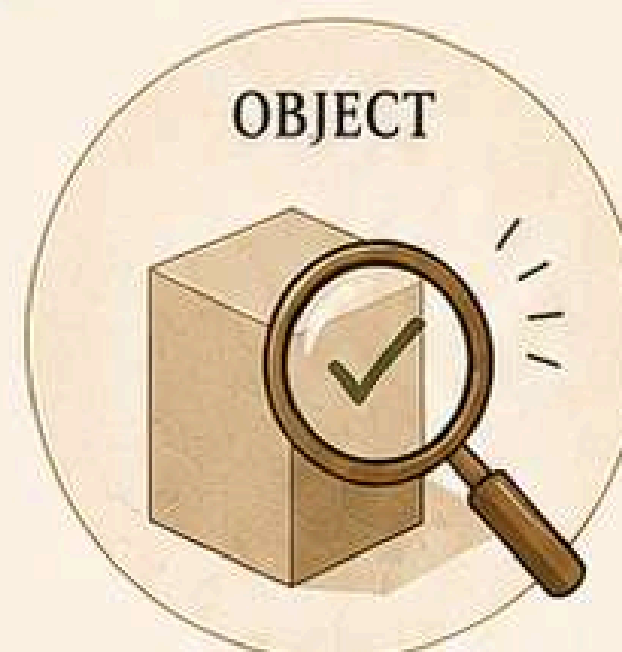
Object → Subject → Object



The external world provides information.



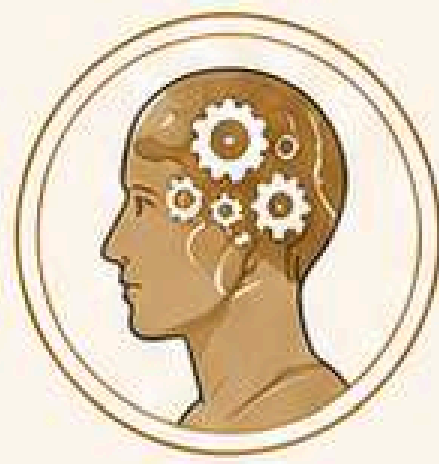
The person processes it objectively.



The understanding is applied back to the world.



Focuses on facts, efficiency, logic, and measurable results.



EXAMPLES



“The table is made of wood.”



“That is a puffin.”



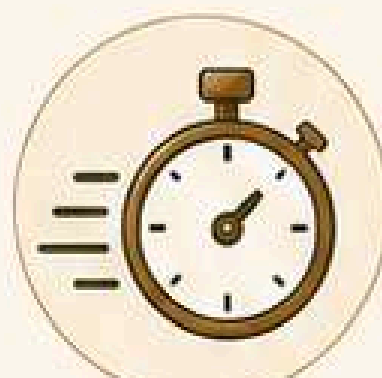
“This phone has a screen.”



CHARACTERISTICS



objective
analysis



efficiency



measurable
facts



structure

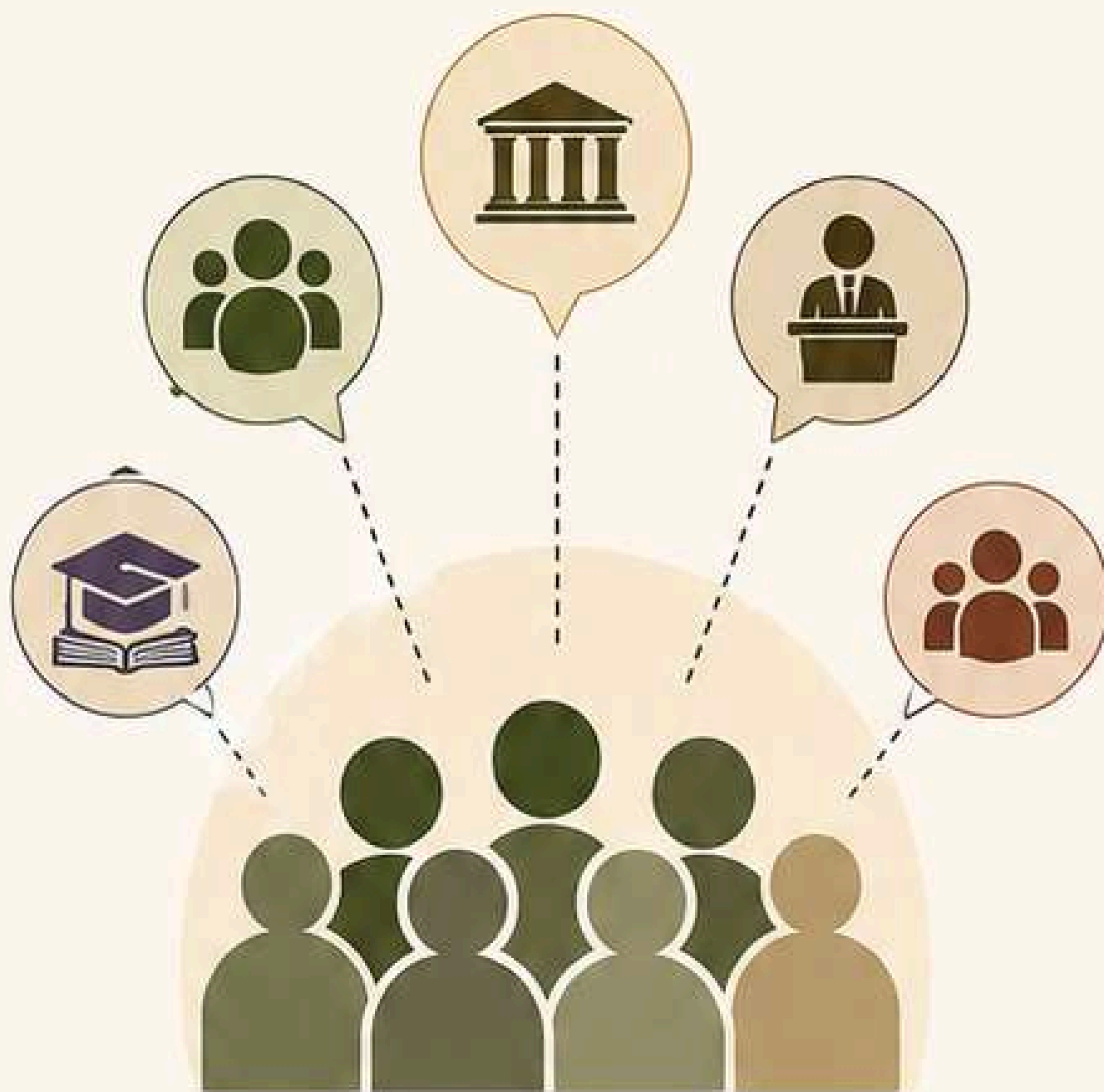


systems



external
logic

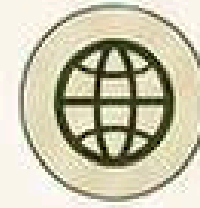
Social eT



Many “opinions” are actually borrowed from:



society



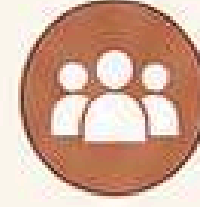
culture



authority



education



groups



EXAMPLE:

“I need university + career + family.”

This may not be your true opinion.



KEY QUESTION

What do **YOU** actually think?

Not:



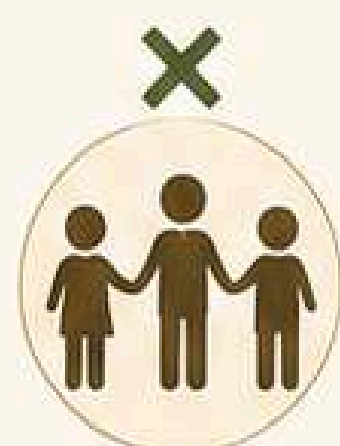
culture



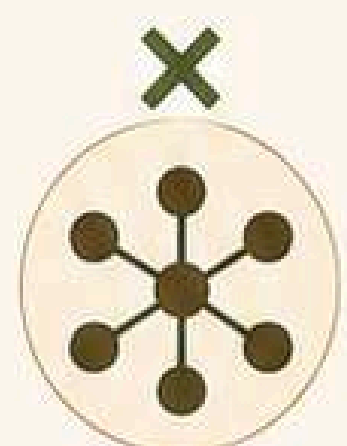
parents



society



tribe



group

EXTRAVERTED SENSATION (eS)



CORE IDEA

Objective sensation
in the **present** moment.

Focuses on:
what is physically
happening **NOW**



CHARACTERISTICS



**GROUND
ED**
IN REALITY

Perceives and responds to
what is actually happening.



**PRESENT-
FOCUSED**

Centered on the here and now,
not distracted by past or future.



**SENSORY
AWARENESS**

Takes in information through
the five senses.



**PHYSICAL
ENGAGEMENT**

Interacts with the environment
through action and experience.



**REAL-TIME
ADAPTATION**

Adjusts quickly based on immediate
feedback and changing conditions.

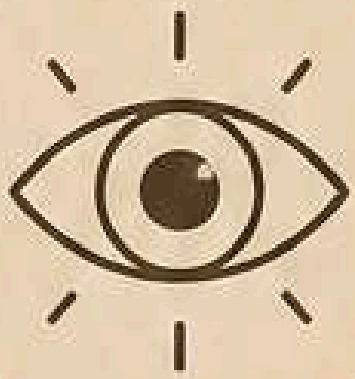
EXAMPLES



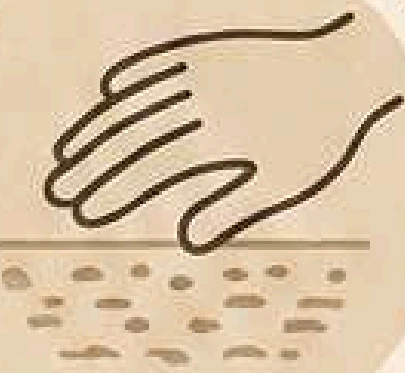
TASTING FOOD



HEARING SOUND



SEEING MOVEMENT

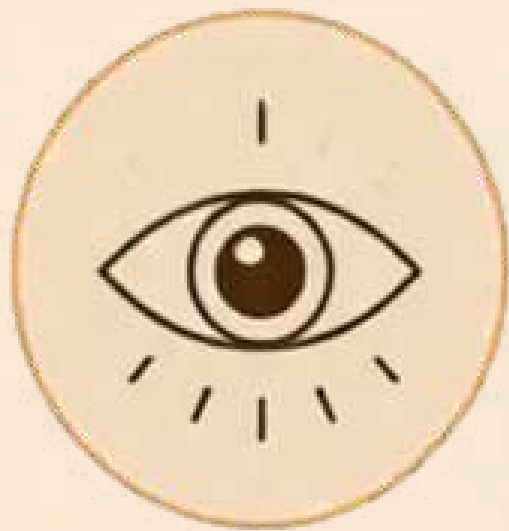


FEELING TEXTURE



NOTICING BODILY SENSATIONS

Signs eS Is Conscious



HIGHLY AWARE
of surroundings



VALUES
direct experience



GROUND**EED**
in reality



ACTION-ORIENTED



ADAPTABLE
physically





INTROVERTED SENSATION (iS)

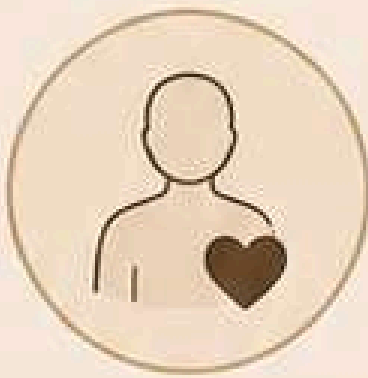


Core Idea

Subjective sensation.

What objects **FEEL** like to **YOU** specifically.

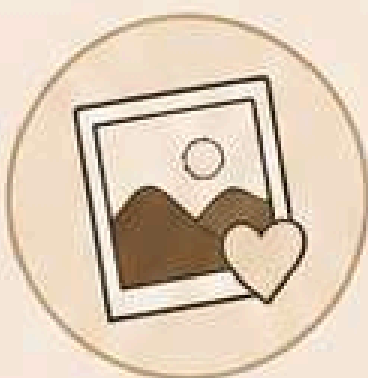
Characteristics



personal associations



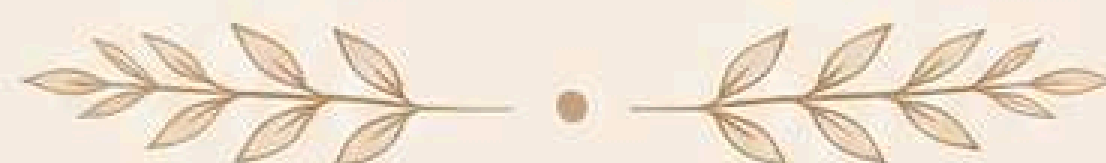
symbolic sensory meaning



emotional memory through sensation



inner sensory experience



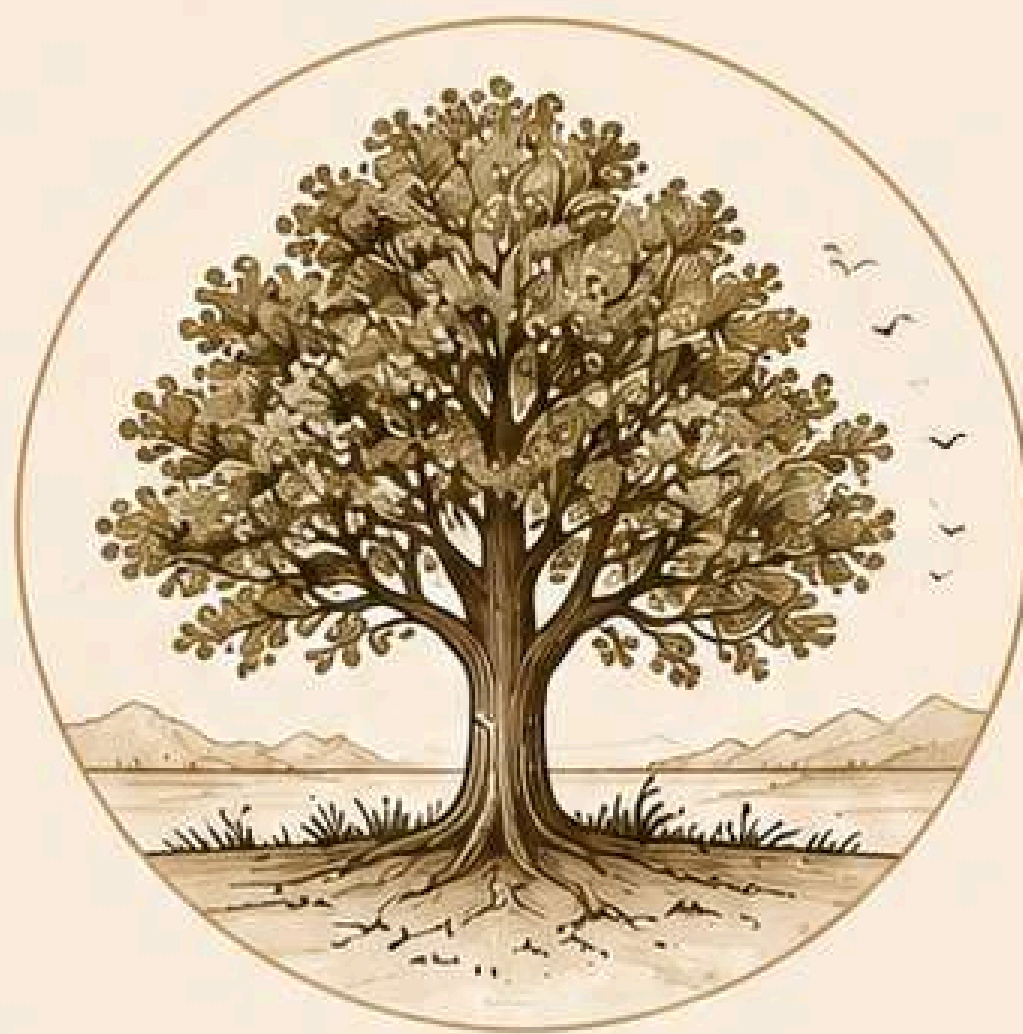


Examples

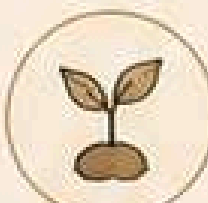
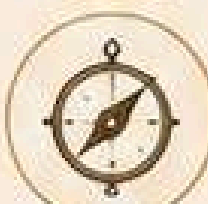
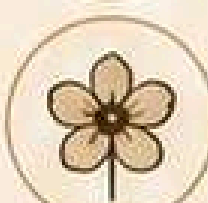


Sea salt chips remind you of:

-  childhood
-  holidays
-  comfort
-  success
-  loneliness
-  safety

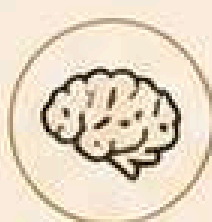


A tree becomes:

-  growth
-  potential
-  destiny
-  beauty
-  projection



Key Insight



Objects carry psychological energy.



You often project unconscious material onto objects.





INTROVERTED FEELING (iF)

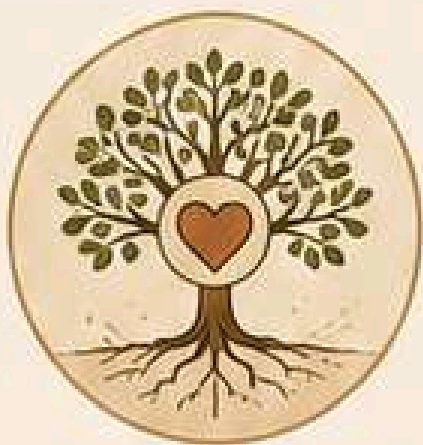


Core Idea

Subjective positive or negative feeling toward objects.

What **YOU** uniquely feel.

Characteristics



deeply personal values



authentic emotional truth



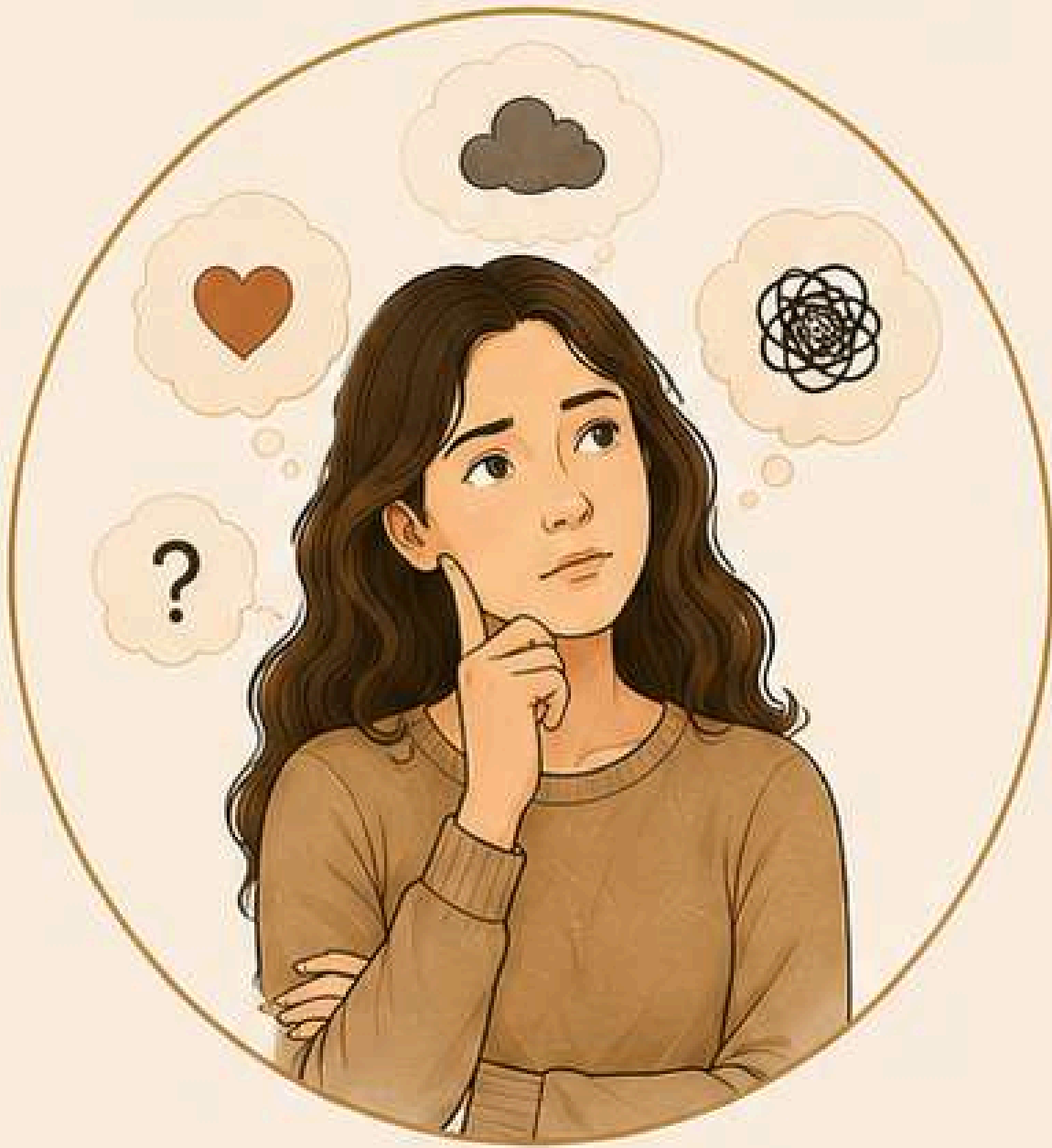
hidden emotional reactions



inner moral compass

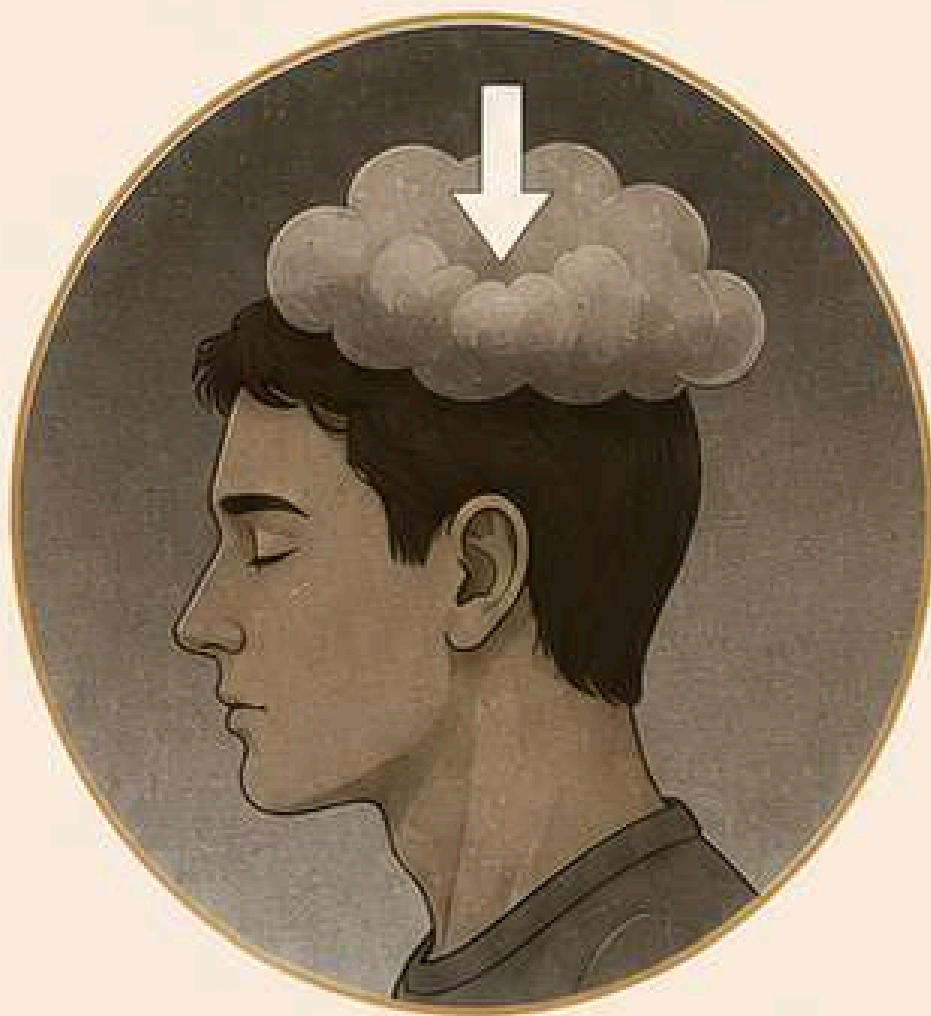


KEY INSIGHT



Feelings that
“make no sense”
are still real.

Ignoring them:



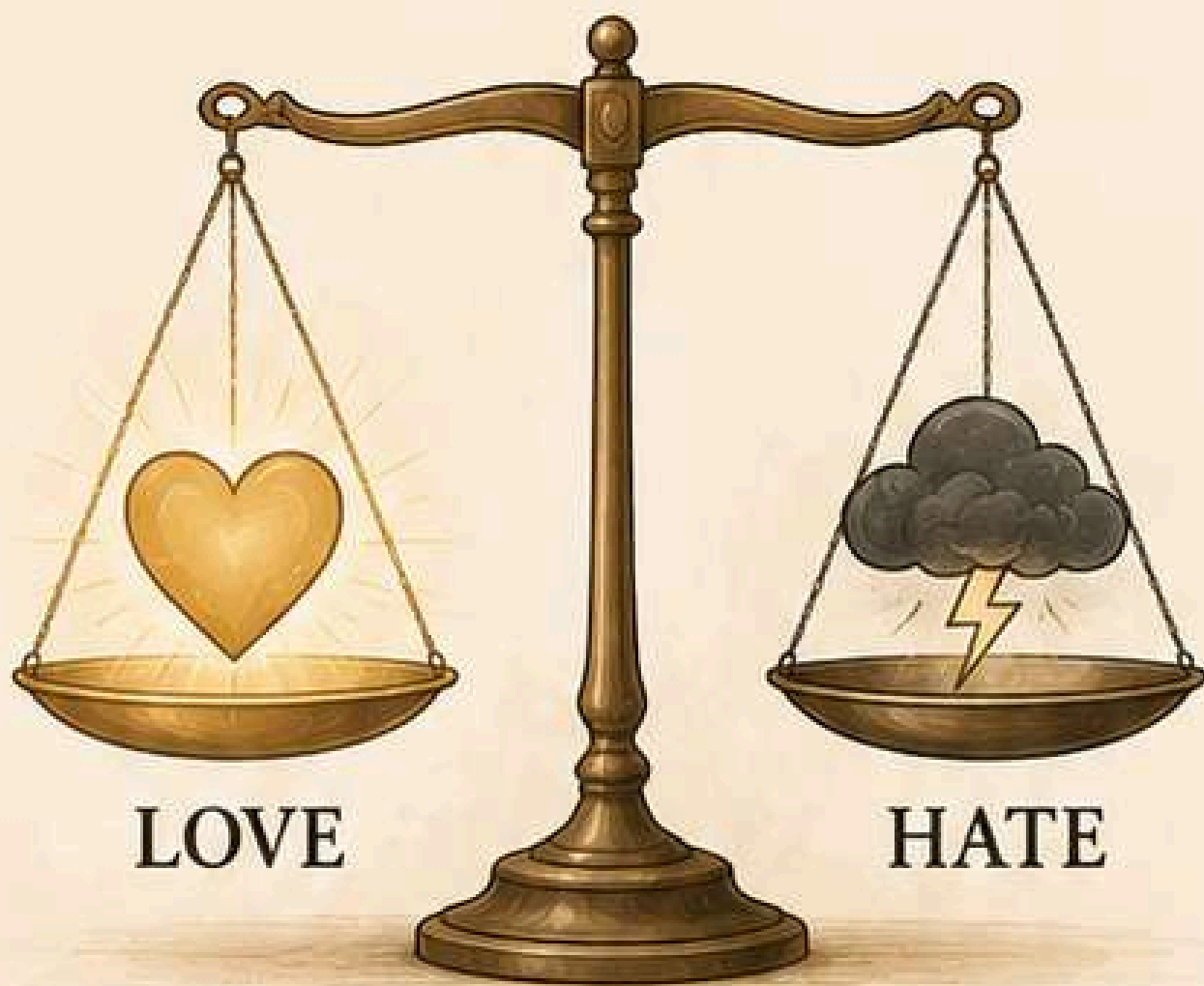
pushes them
unconscious



increases their
unconscious power

IMPORTANT PRINCIPLE

The negative does
NOT cancel the positive.

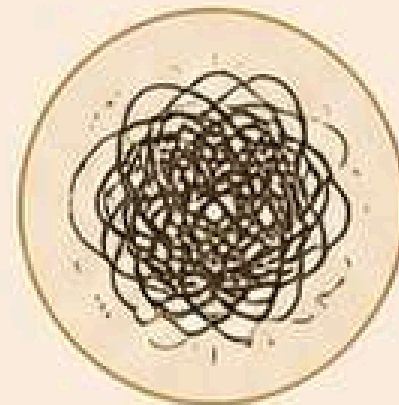


You can:



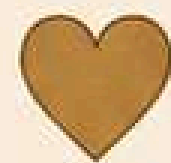
love someone

AND



hate parts of
the relationship

Both can be true
simultaneously.

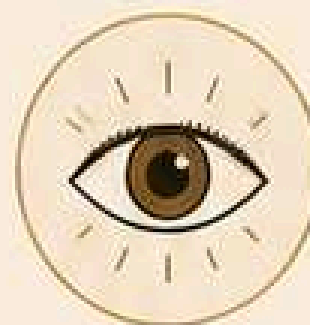


iF DEVELOPMENT

Requires courage.



You must:



look directly at
uncomfortable feelings



allow them into
consciousness



investigate them
honestly



EXTRAVERTED FEELING (eF)



Core Idea

Collective feeling.
Feeling that exists in:



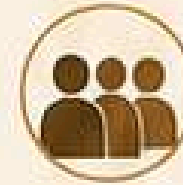
• groups



• culture



• society



• social environments

Characteristics



group harmony

Desire for unity, cooperation,
and smooth social relationships.



social adaptation

Adjusting to fit in and maintain
positive relationships.



collective values

Embracing the values, norms, and beliefs
of the group or society.



awareness of social approval/disapproval

Sensitive to how others view, accept, or
disapprove of behaviors and choices.



EXAMPLES

You “like” football because:



family likes football
You grew up around it.
It's what your family enjoys.



tribe likes football
Your friends and community
are passionate about it.

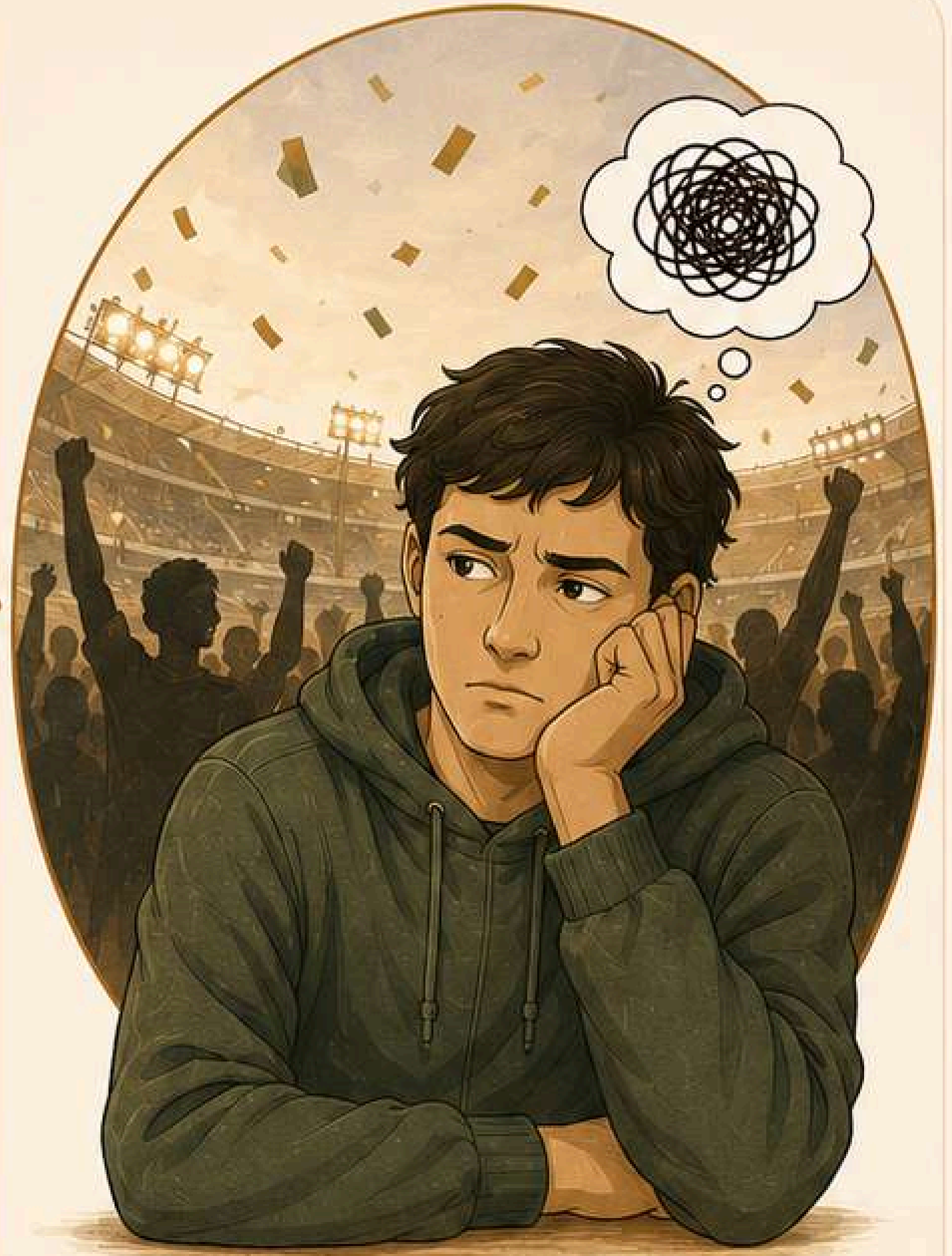


group values football
It's seen as important,
exciting, and worthy.

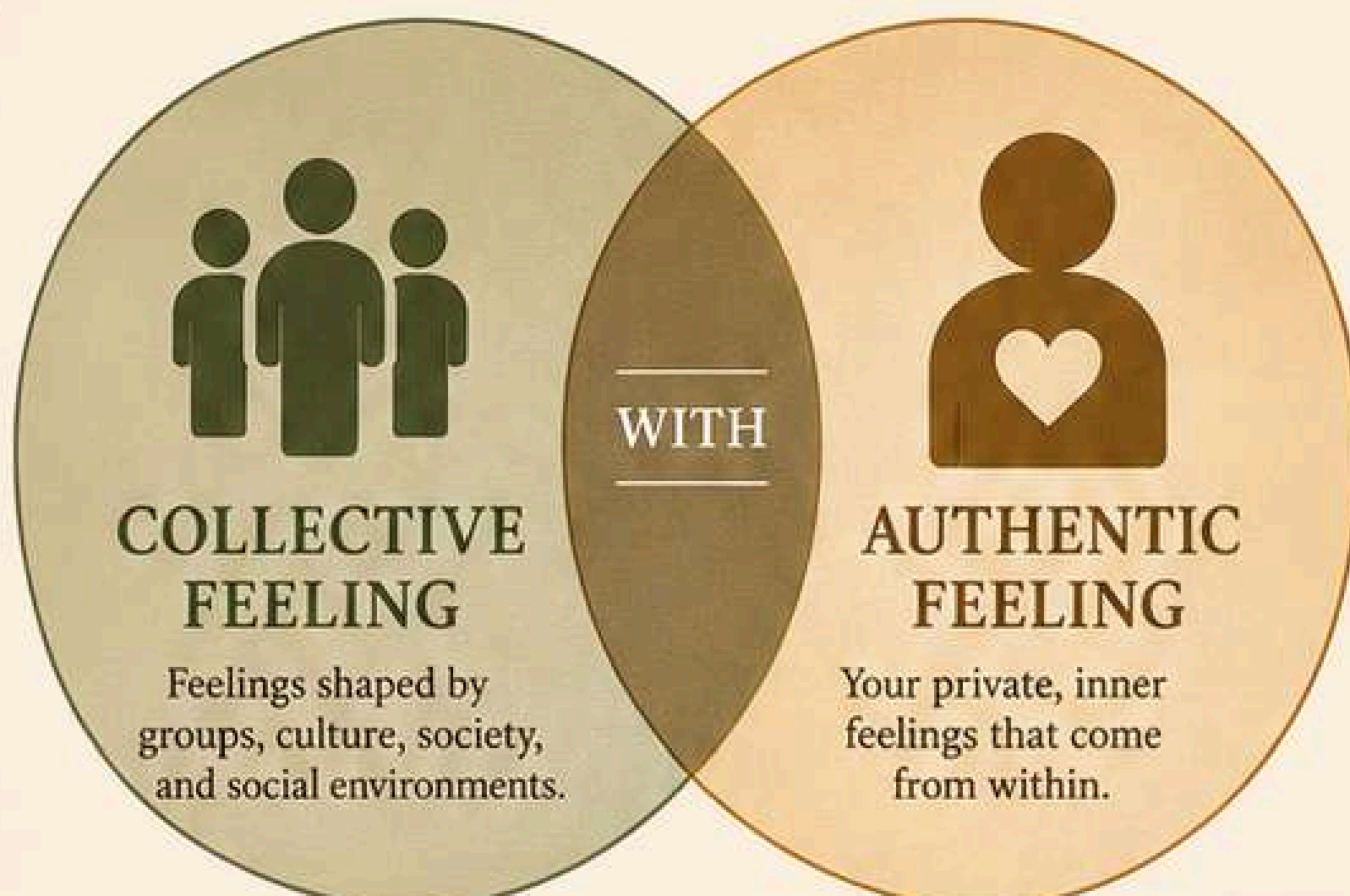


But privately:

you may hate it
Deep down, you don't enjoy it.
It doesn't feel true to you.



KEY INSIGHT



Many people confuse:
collective feeling
with
their authentic feeling.

Awareness creates freedom.
Clarity brings authenticity.

INTROVERTED INTUITION (iI)



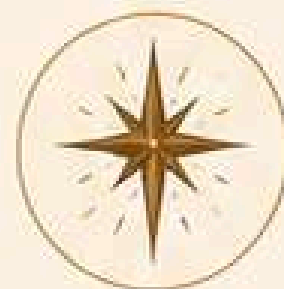
*Sees beyond the present.
Discerns what is becoming.*

Core Idea

Inner hunches about:



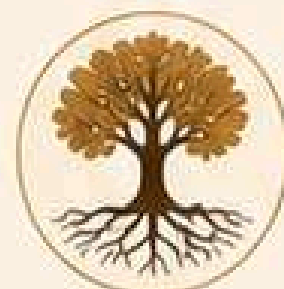
• transformation



• meaning

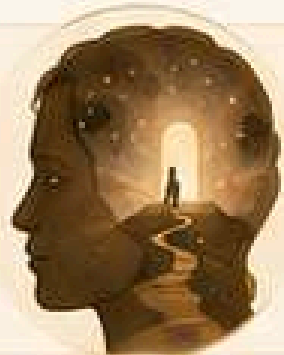


• destiny



• unconscious development

Characteristics



• inner visions

Receives spontaneous images, impressions, or possibilities from the unconscious.



• symbolic insight

Understands through symbols, metaphors, and patterns rather than direct information.



• deep reflection

Needs time alone to process experiences internally and uncover deeper truths.



• psychological transformation

Drawn to growth through facing the shadow, letting go, and inner renewal.



• future implications

Naturally aware of long-term outcomes and what is likely to unfold over time.

Trusts the quiet knowing that whispers what words cannot yet express.

INTROVERTED INTUITION (iI)

EXAMPLES



unexplained inner pull

An inner knowing you can't yet explain.



knowing something matters

A quiet certainty about what is truly significant.



feeling drawn toward inner discovery

A natural pull to explore the unseen within.



deep symbolic insight

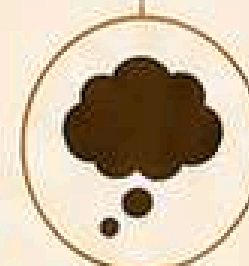
Understanding through symbols, images, or metaphors that reveal deeper truth.

iI REQUIRES

1. Quieting:



sensation

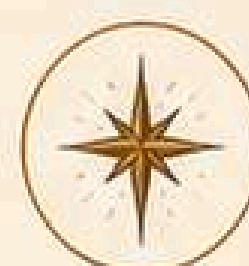


thought



external distraction

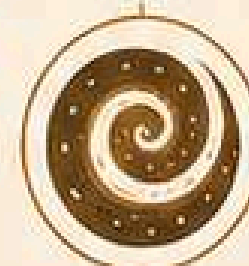
2. To allow:



intuition



inner direction



unconscious material

to emerge.

Trusts the quiet knowing that whispers what words cannot yet express.



EXTRAVERTED INTUITION (eI)



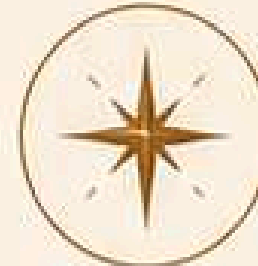
*Sees beyond what is.
Explores what could be.*

Core Idea

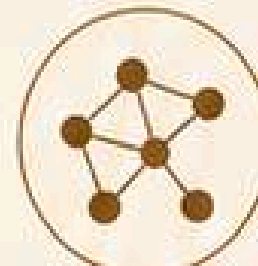
Intuition about the OUTER world.



• Potential.



• Possibilities.



• Connections.



• Innovation.

Characteristics



• creativity

Generates original and imaginative ideas with ease.



• innovation

Seeks new and better ways of doing things; thrives on fresh approaches.



• pattern recognition

Quickly sees connections between ideas, events, and situations.



• future trends

Anticipates what may happen next; keeps an eye on what's ahead.



• new ideas

Constantly generating concepts, options, and possibilities.



• opportunities

Notices chances others may overlook and moves toward what's possible.





EXAMPLES



business innovation

Seeing new ways to create value, solve problems, and grow.



creative breakthroughs

Generating original ideas, concepts, and artistic expressions.



social trend prediction

Seeing shifts in culture, values, and behavior before they become obvious.



intuitive problem solving

Seeing multiple possibilities and finding the elegant solution others miss.

KEY INSIGHT

Intuition uses
unconscious information.

We can't be aware of everything, but the mind is always taking in more than we realize.

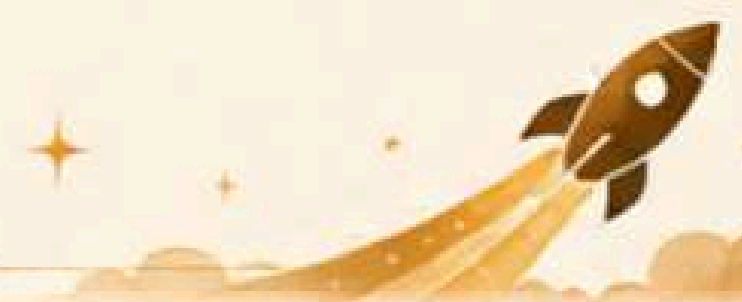


Tiny unnoticed data points combine into:

hunches

gut feelings

sudden insights





The Goal Of Day 3



The goal is **NOT:**
to perfectly type yourself immediately.



The goal is:
to recognise the functions
operating in your mind.



Day 3

Practice Exercises

Exercise 1 — Separate Thought Types

When thinking:

ask:

“Is this:
my opinion?
or
objective observation?”



MY OPINION

Based on beliefs,
feelings, experiences,
and assumptions.



OBJECTIVE OBSERVATION

Based on facts, what is seen,
heard, measured, or
directly verifiable.

Exercise 2 — Observe Feeling

Ask:



“Do I ACTUALLY
like this?”

or:

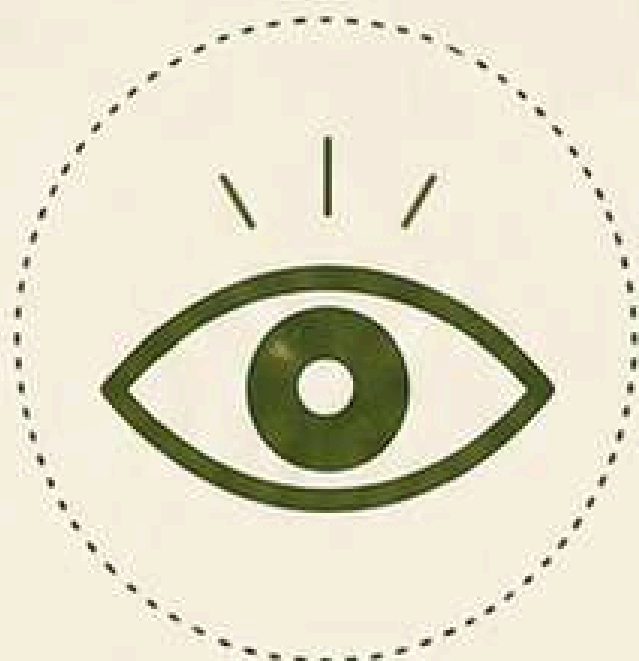


“Does
the group like this?”



Exercise 3 — Sensation Split

Observe:



objective
sensation

What is actually
happening.
Just the facts.

VS



subjective
sensation

What it means to me.
My thoughts, feelings,
and interpretations.

Example:

“What does
this object
personally
remind me of?”



Exercise 4

Intuition Practice



1. Quiet your mind.

Create stillness and space within.

2. Reduce:



sensation

Let go of excess input from the senses.



thinking

Set aside overthinking and mental noise.



distraction

Remove external interruptions.

3. Then follow:



hunches

Gentle knowing that arises.



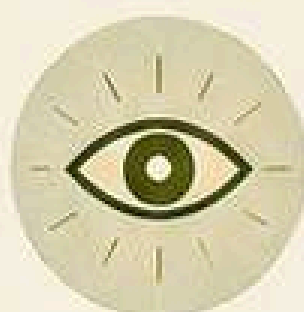
inner pulls

Subtle attractions from within.



subtle pressure

Persistent nudges that guide.



4. Observe what emerges.

Notice insights, clarity, and next steps.



Core Psychological Principle

Every undeveloped function:



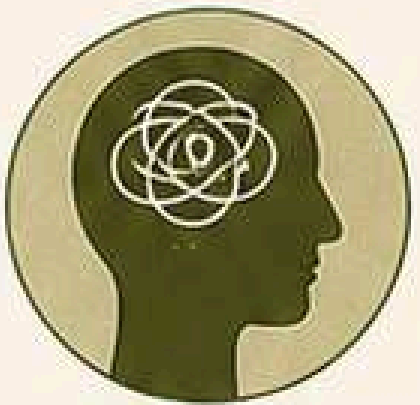
feels childish



awkward



embarrassing



irrational



uncomfortable



That discomfort is often
the doorway to growth.



Psychic Equilibrium



An overdeveloped dominant function creates imbalance.

Developing unconscious functions:

- reduces tension
 - increases wholeness
 - creates psychological balance
- 

DAY 4 – THE INSTINCTS CHEAT SHEET

What Are The Instincts?

The instincts are **unconscious complexes** inside the mind.

A complex is a group of:



sensations



intuitions



feelings



thoughts

bound together with
psychological energy.

When one part of a complex enters consciousness,
the entire instinct begins rising into consciousness with it.

Example:

Seeing a burger may trigger:



hunger



cravings



memories



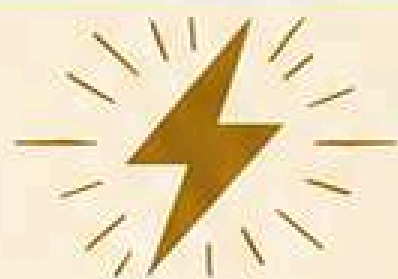
emotions



smells



fantasies
of eating



The stronger the energy charge of the instinct,
the harder it becomes to remain conscious.

LOW ENERGY CHARGE

- ✓ easy to remain conscious
- ✓ easier to resist

HIGH ENERGY CHARGE

- ! consciousness overwhelmed
- ! instinct takes control
- ! unconscious decision making

The instincts constantly rise and fall throughout the day.



THE MAIN HUMAN INSTINCTS



1. NUTRITION INSTINCT

The instinct for:



food



water



survival



consumption



This instinct keeps the body alive.

It includes:

-  hunger
-  thirst
-  cravings
-  attraction to taste/smell
-  bodily urges

Examples:



craving
fast food



emotional
eating



binge
eating



impulsive
snacking



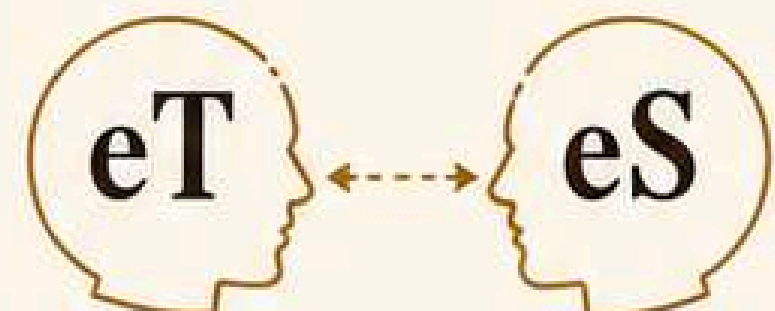
stimulant
dependence



The nutrition instinct affects different personality types differently depending on which S.I.F.T. functions are unconscious.

EXAMPLE:

An eT type may consciously understand nutrition logically, but still become overwhelmed by unconscious eS cravings.



GOAL: Observe the instinct rising into consciousness rather than automatically obeying it.



QUESTIONS:



1. What sensations trigger the instinct?



2. What thoughts rise with it?



3. What feelings become attached to food?



4. Which functions become overwhelmed?



2. SEX INSTINCT

The instinct for:



reproduction



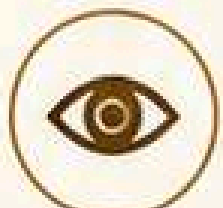
attraction



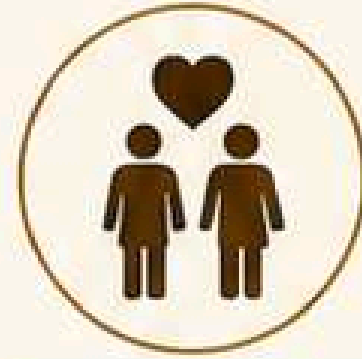
erotic desire



connection

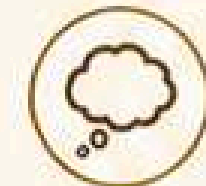


fascination



The sex instinct
pulls people together.

When activated:



fantasies rise



impulses intensify



attraction increases



consciousness can weaken

Modern technology heavily amplifies this instinct:



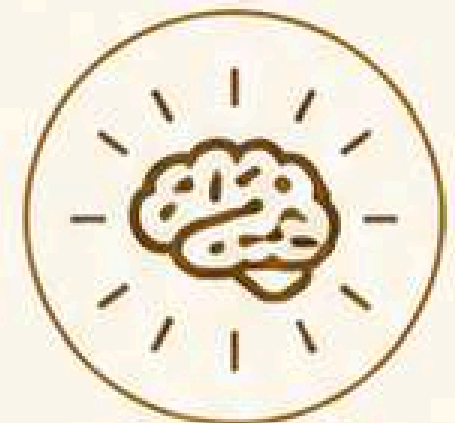
pornography



dating apps



social media



constant
stimulation



The sex instinct is not “good” or “bad.”
It simply exists.



GOAL:

Observe the instinct instead of
unconsciously reacting to it.





QUESTIONS:



1. What images trigger attraction?



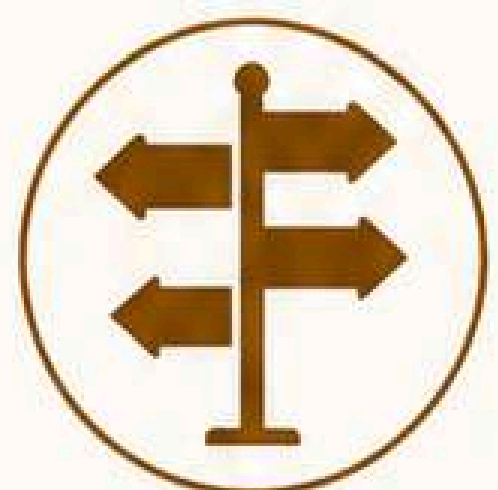
2. What fantasies rise?



3. What thoughts appear?



4. What feelings attach to desire?



5. What decisions become harder to control?

3. POWER INSTINCT

The instinct for:



dominance



submission



conquest

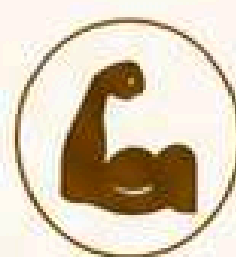


control



powerlessness

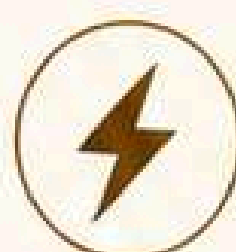
The power instinct exists on a continuum:



domination



submission



power



powerlessness



This instinct affects:



relationships



leadership



careers



family
dynamics



sexuality



social
groups

Examples:



becoming
"drunk on power"



abusing
authority



surrendering
control to others



becoming passive
around dominant
personalities



Powerlessness can also be unconscious.

Giving away responsibility or consciousness to another person is also part of the power instinct.



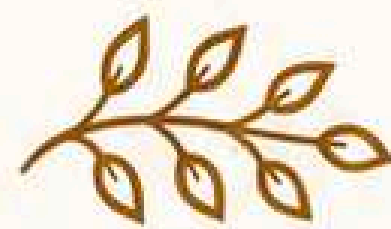
GOAL:

Observe shifts in power dynamics
inside relationships and situations.





QUESTIONS:



1. When do I dominate?



2. When do I submit?



3. When do I surrender consciousness?



4. When do I feel intoxicated by power?

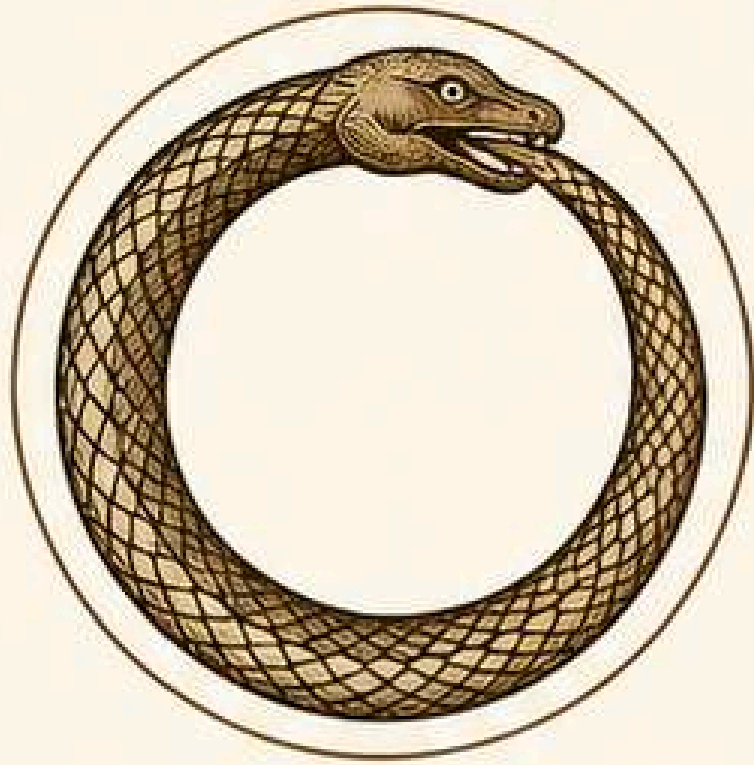


5. When do I avoid responsibility?

UROBORIC INCEST

THE INSTINCT OF NON-DEVELOPMENT

PRIMARY SYMBOLS:



the snake eating
its own tail



the baby crawling
back into the womb

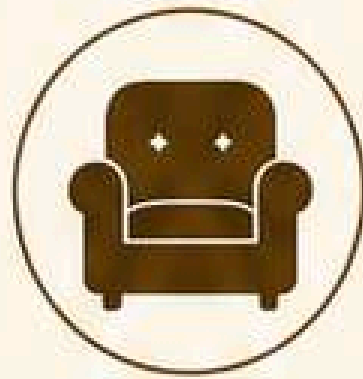
UROBORIC INCEST IS:



stagnation



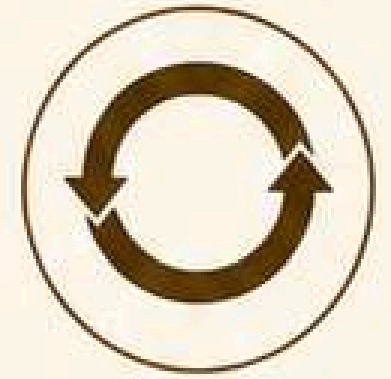
regression



comfort
addiction



fear of
transformation



endless
repetition

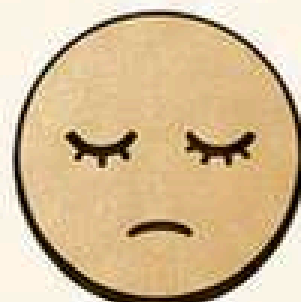
IT PULLS THE PERSONALITY BACKWARDS TOWARD:



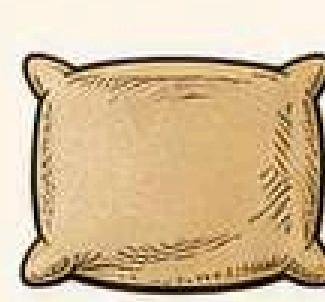
safety



familiarity



unconsciousness



comfort



refusing
necessary
life changes

MODERN EXAMPLES:



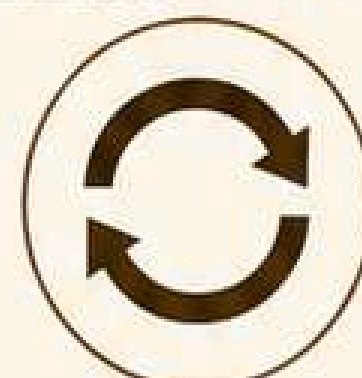
endless
scrolling



pornography
addiction



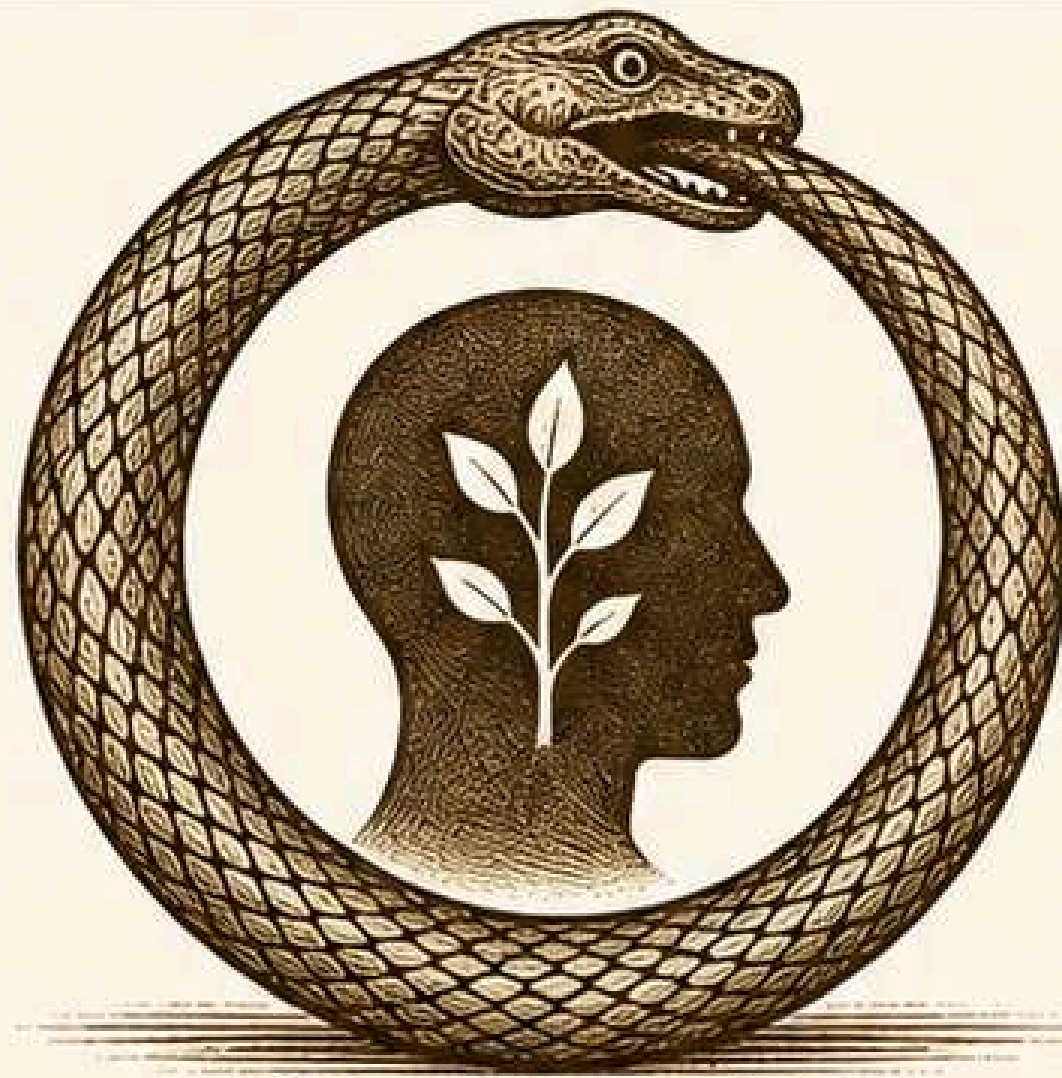
avoiding
growth



staying trapped
in old patterns

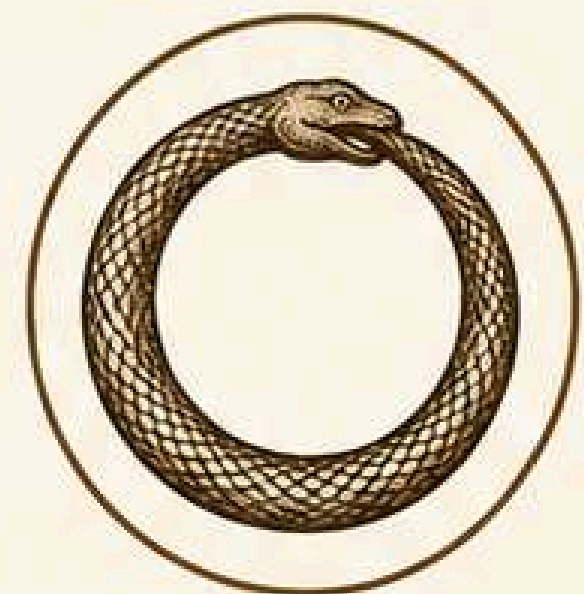
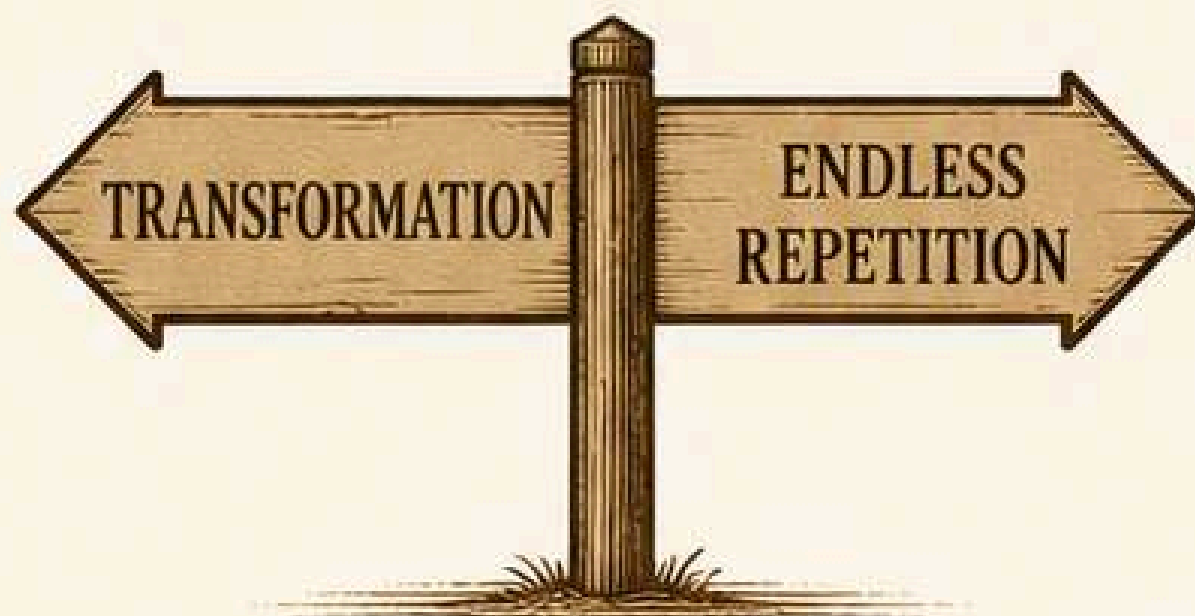


CORE IDEA:



The instinct prevents psychological rebirth.

QUESTION:

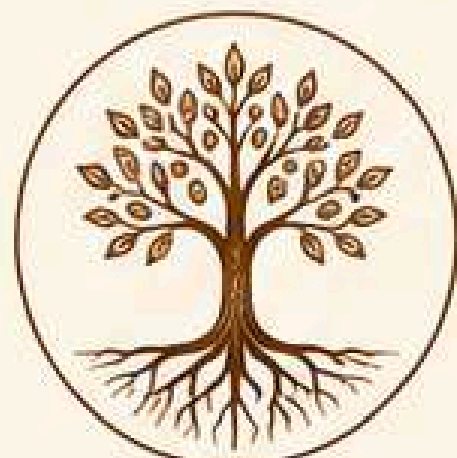


“Will this decision lead to transformation or endless repetition?”

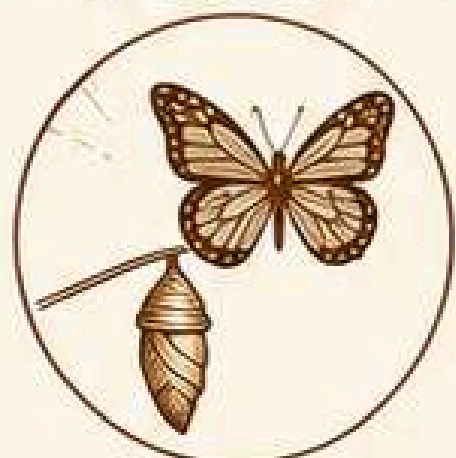
CENTROVERSION

— THE INSTINCT OF CONSCIOUS EXPANSION —

CENTROVERSION IS THE INSTINCT TOWARD:



growth



transformation



wholeness



development



individuation

IT IS RESPONSIBLE FOR:



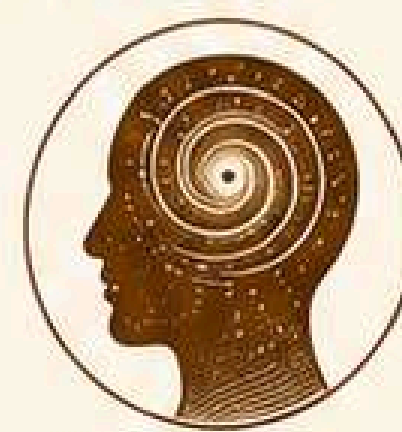
curiosity



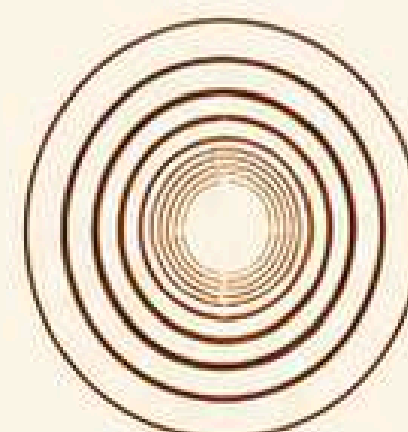
exploration



courage



development of
unconscious
functions



expanding
consciousness

CENTROVERSION PULLS THE PERSONALITY TOWARD TRANSFORMATION.

EXAMPLES:



facing
fears



trying
something new



developing
weaker
functions



major life
transitions



personal
growth



conscious
suffering for
transformation

EVERY TRANSFORMATION CONTAINS:



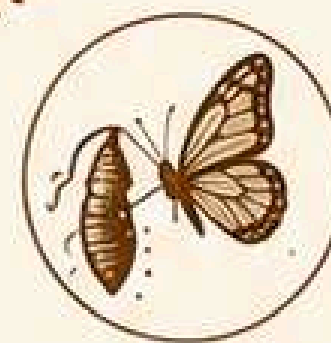
destruction



renewal

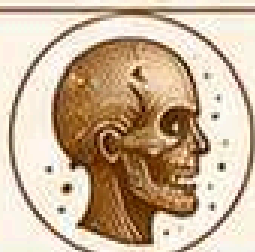


symbolic death

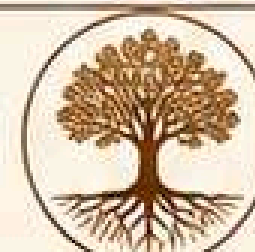


rebirth

GROWTH REQUIRES THE OLD PERSONALITY
STRUCTURE TO PARTIALLY "DIE."



CENTROVERSION =
MOVEMENT TOWARD BECOMING MORE WHOLE.



INSTINCTS & DECISION MAKING

THE INSTINCTS STRONGLY AFFECT:



behaviour



attraction



cravings



habits



addictions



relationships



life direction

WHEN UNCONSCIOUS:



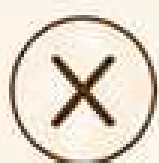
the instincts make decisions for you.

WHEN CONSCIOUS:

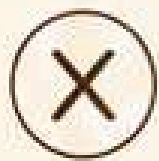


you can navigate them more intelligently.

GOAL:



Not total control.



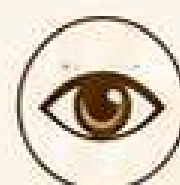
Not suppression.

The goal is:

UNDERSTANDING.

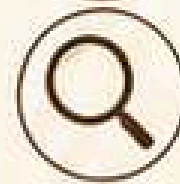


YOU CANNOT ELIMINATE THE INSTINCTS.



YOU CAN ONLY:

recognise them



observe them



understand them

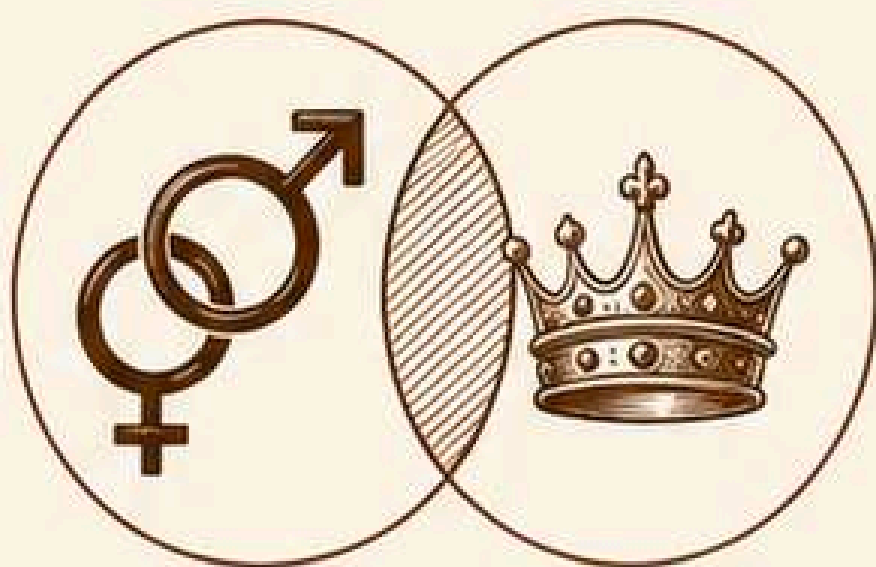


navigate them more consciously

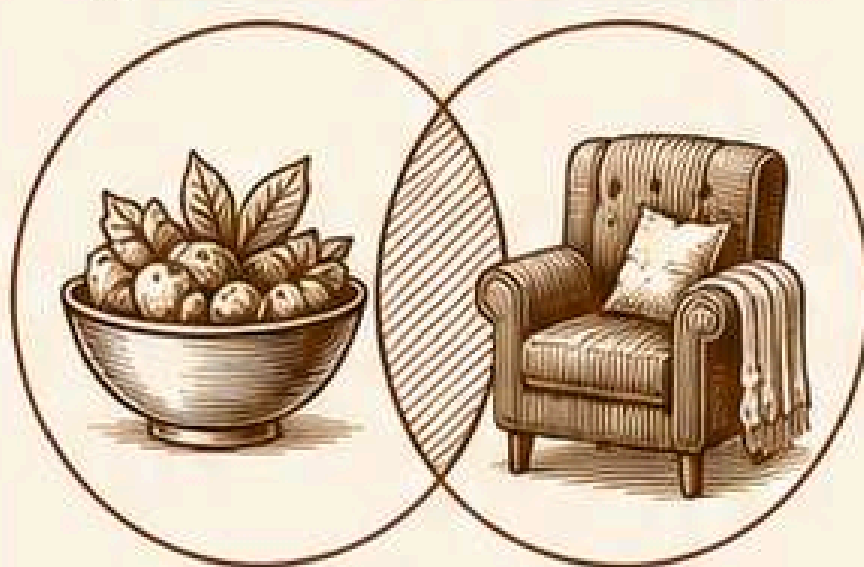
OVERLAPPING INSTINCTS

INSTINCTS CAN OVERLAP.

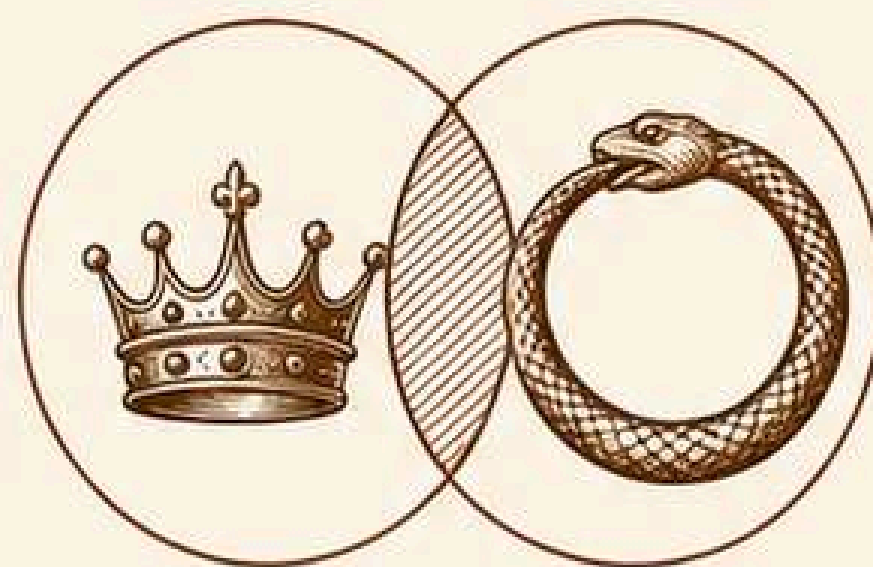
EXAMPLE:



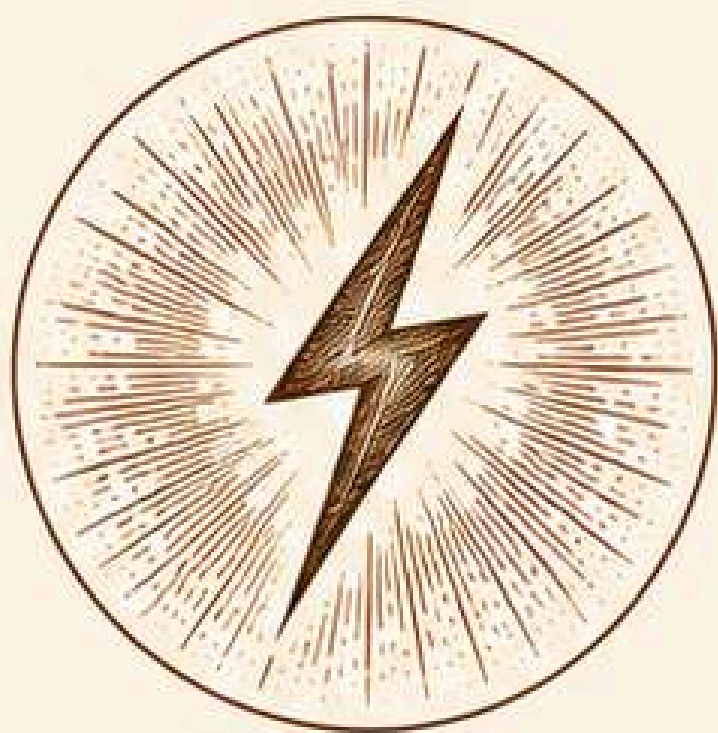
sex + power



nutrition + comfort



power +
uroboric incest



WHEN MULTIPLE INSTINCTS
ACTIVATE TOGETHER:

their energy charge becomes
extremely powerful.

THIS IS OFTEN HOW:



addictions



compulsions

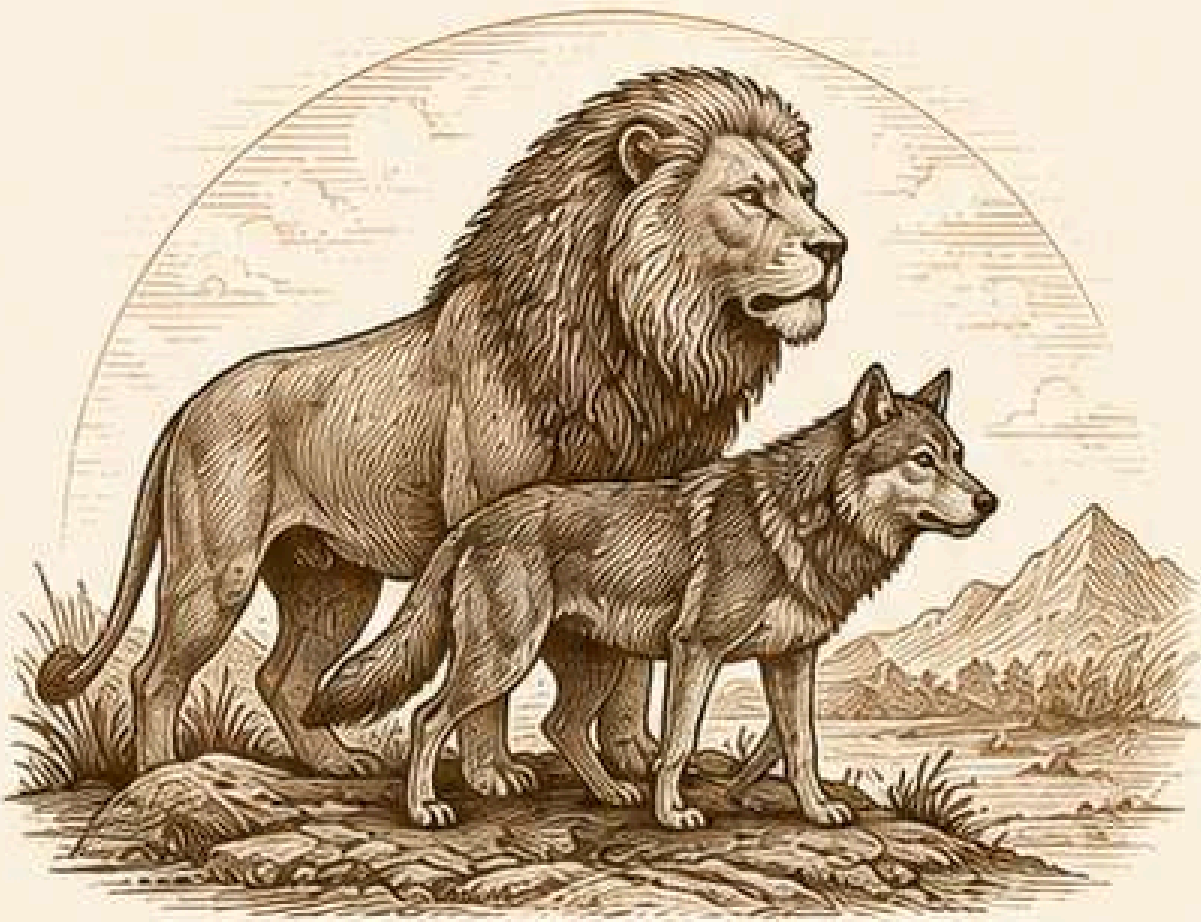


destructive patterns

TAKE HOLD.

CONSCIOUSNESS VS INSTINCT

HUMANS ARE ANIMALS.



BUT HUMANS ALSO POSSESS:



EGO CONSCIOUSNESS.

— EGO CONSCIOUSNESS ALLOWS YOU TO: —



OBSERVE
THE MIND



RECOGNISE
INSTINCTS



CHOOSE RESPONSES
CONSCIOUSLY

WITHOUT CONSCIOUSNESS:



YOU BECOME REACTIVE.

WITH CONSCIOUSNESS:



YOU DEVELOP PERSONALITY
AND DIRECTION.

KEY PRINCIPLE



THE GOAL IS NOT:

“becoming perfect.”

THE GOAL IS:

becoming conscious.



A CONSCIOUS
MISTAKE DEVELOPS
PERSONALITY MORE
THAN AN
UNCONSCIOUS SUCCESS.



DAILY PRACTICE

OBSERVE:



cravings

.....



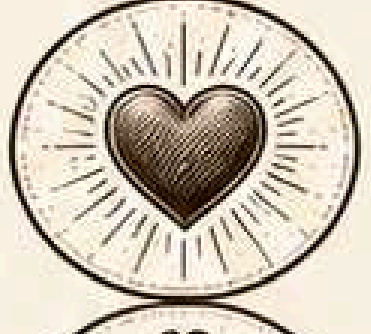
fantasies

.....



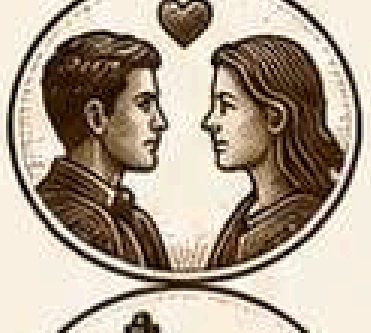
urges

.....



emotional impulses

.....



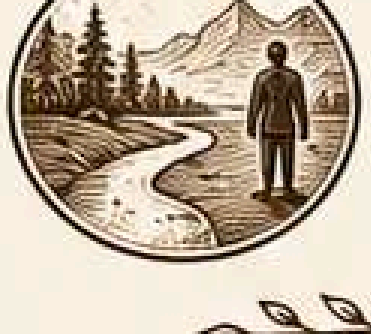
attraction

.....



power shifts

.....



avoidance patterns

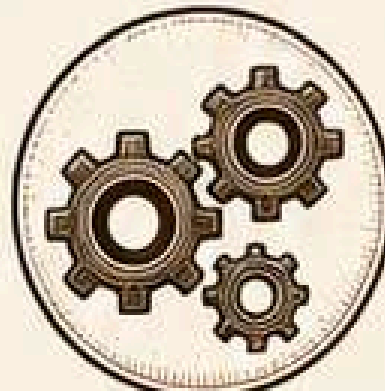
.....

ASK:



Which instinct
is active?

.....



Which S.I.F.T.
functions are
involved?

.....



What triggered it?

.....



Is this leading
toward transformation
or repetition?

.....



DO NOT
IMMEDIATELY REACT.

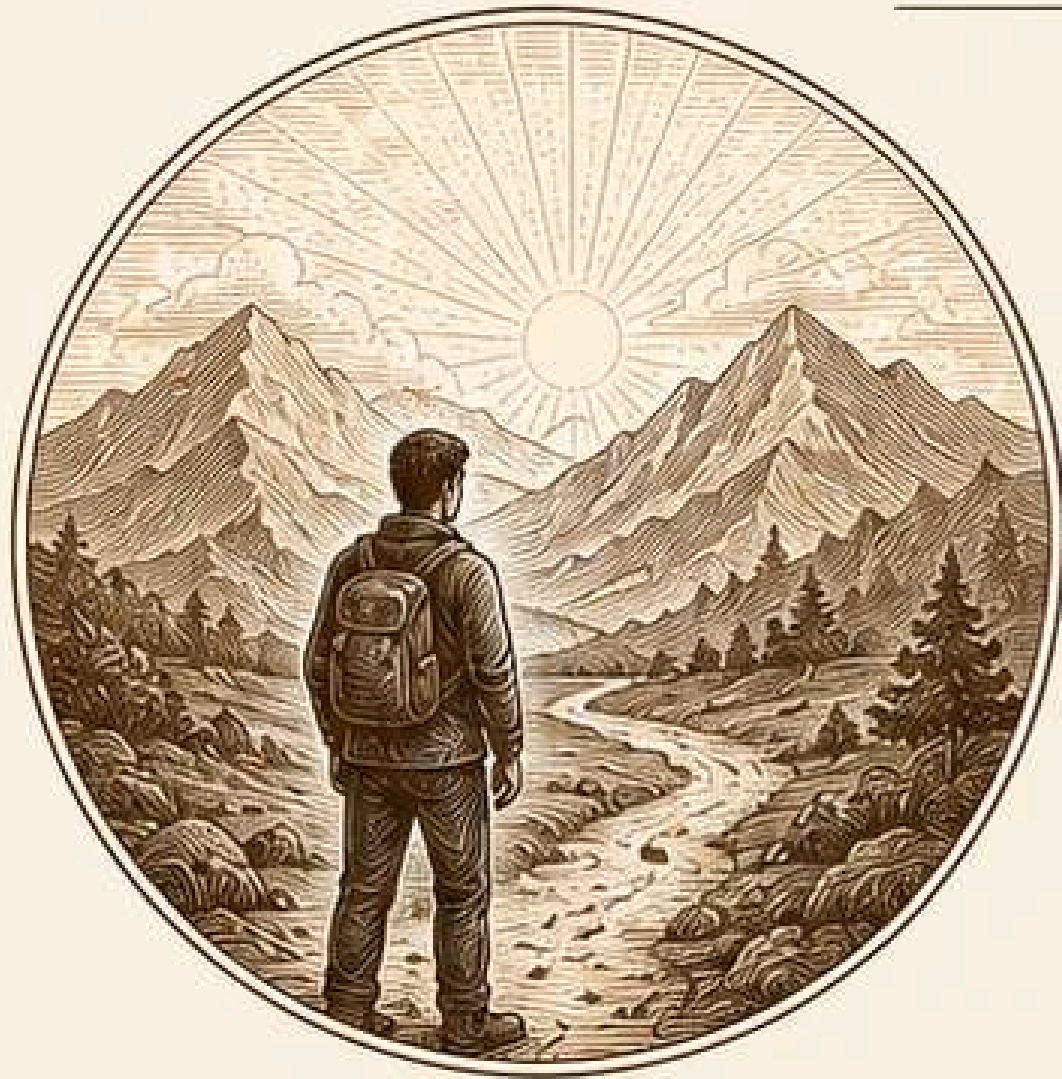
.....

OBSERVE FIRST.

THANK YOU

— FOR BEING PART OF THE —

7 DAY DECISION MAKER COURSE.



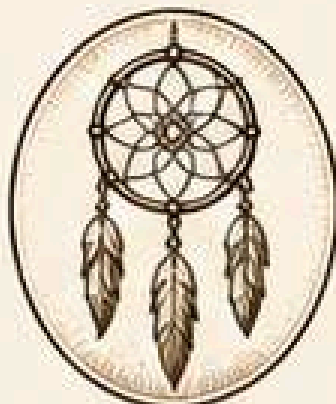
Most people go through life without ever learning how their own mind works. The fact that you've made it this far already puts you ahead of the vast majority of people.

Make sure you continue through the remaining lessons, whiteboard breakdowns and bonus courses, as the later parts of the course begin bringing all of these concepts together into practical conscious decision-making.

IF YOU ENJOYED THIS COURSE AND WANT TO GO DEEPER INTO:



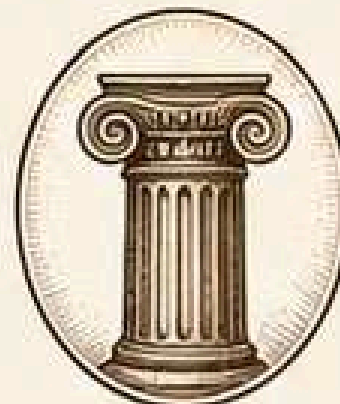
DEPTH
PSYCHOLOGY



DREAM
ANALYSIS



THE
UNCONSCIOUS
MIND



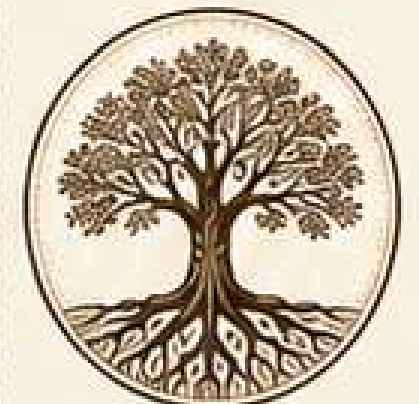
PERSONALITY
DEVELOPMENT



SHADOW
INTEGRATION



CONSCIOUS
EXPANSION



AND
INDIVIDUATION

...THEN BE SURE TO CHECK OUT MY OTHER COURSES AND CONTENT.

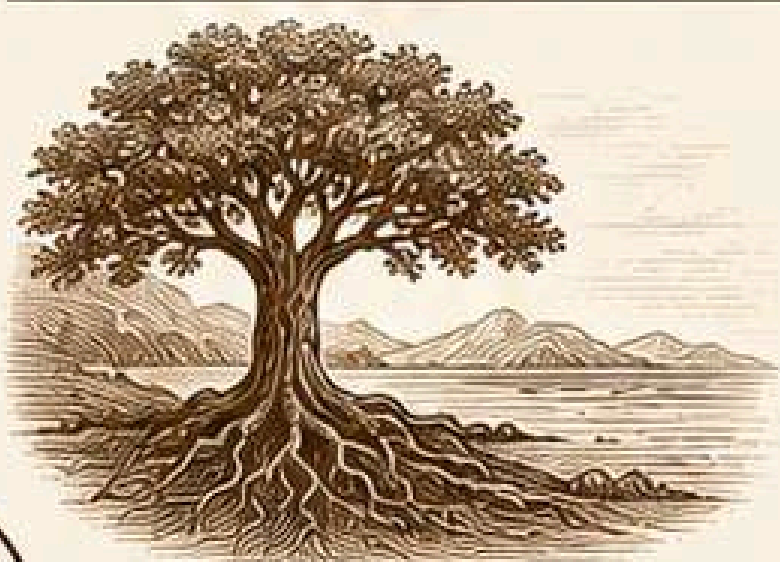
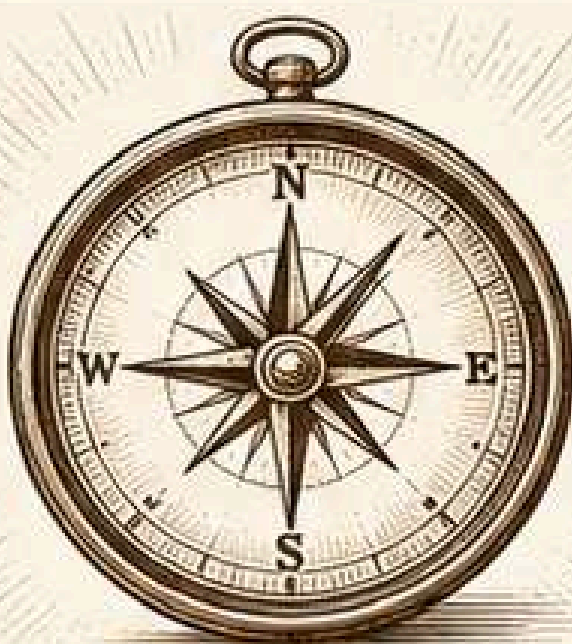
YOU CAN ALSO FOLLOW ME FOR MORE
PSYCHOLOGY CONTENT, VIDEOS AND FUTURE
PROJECTS HERE:



INSTAGRAM: @DANIELCAPPELLO_



YOUTUBE: DANIEL CAPPELLO



I genuinely appreciate your support and I hope this course helps you better understand your Self and the direction your life is taking.

— Daniel Cappello

