



少林功夫學院
Shaolin Kung Fu Academy

Hierarchy of Values

Kung Fu Instructors in Training Program



Baron



Viscount



Earl - Count



Marquess - Marquis



Duke



Prince

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You and your values

Much like Mallovs hierarchy of needs, the following is a look at human values. It seeks, not so much to classify people into 7 levels as much as allowing you to look at yourself and other using this to gain greater insight and understanding.

Please have a closer look at this and after meditating on it see if it applies to you and possibly where you would like to be. Although everyone will be spread over several levels, you will probably find yourself in one or two levels of needs!

Primitive

- *Chief ideal in life* - survival

- *Needed to support their values* - food, water, clothing, shelter

- *The question always foremost in their minds* - how can I survive?

Kins-Person or Tribal

- *Chief ideal in life* - To live sacrificial for the good of their family, tribe, clan, or group.

- *Needed to support their values* - Security, close supervision, the opportunity to work close by and stay close to family and friends.

- *The question always foremost in their minds* - Will I be cared for? Can I be with others like myself?

The Egocentric or Power Monger

- *Chief ideal in life* - To live expressively getting one's own needs met and to hell with everybody else.

- *Needed to support their values* - Opportunity to demonstrate power, daring and prowess; to stay busy and get lots of hand-on experience; to enjoy immediate personal gratification.

- *The question always foremost in their minds* - Is this a chance for me to gain power, influence or dominance over others? Is this the chance to bolster my own defences or to demonstrate power? Will this satisfy my immediate desires?

- *Chief ideal in life* - To live sacrificially now for rewards that will come later.
- *Needed to support their values* - Opportunity to serve and prove worthy; clearly defined rules and expectations; a stable, predictable, low-risk environment; confirmation of existing beliefs.
- *The question always foremost in their minds* - Is this an opportunity to prove myself worthy? Is this a chance to serve? Can I find out more about the rules and what is right?

5. The Achiever or Materialist

- *Chief ideal in life* - To live expressively with calculation so as not to arouse the ire of others.
- *Needed to support their values* - High potential for return on their investment; a chance to control and influence; an opportunity for personal advancement, recognition, status, and prestige; fast pace and high growth.
- *The question always foremost in their minds* - Can I get a high return on my investment? Is this a chance for me to acquire possession, status, or control? Is this opportunity for me to get ahead? Is this the way to enjoy or display the fruits of my success?

6. The Involver or Personalistic

- *Chief ideal in life* - To live sacrificially giving up something later to have something now, for oneself and others.
- *Needed to support their values* - Situations that are participative, democratic and team-orientated; situations that are casual, personal naturalistic, friendly and fun; opportunities for inner growth and for involvement in worthy causes related to human and other "life" related rights.
- *The question always foremost in their minds* - Is this an opportunity for me to be accepted and participate? Is this an opportunity to "expand consciousness"? Is this going to be fun? Will I experience "inner growth"? Is this a chance to be intimate and share feelings with others?

The Choice-Seeker or Existentialist

Chief ideal in life - To live expressively and experientially taking an altruistic, functional view toward all issues, large or small.

- *Needed to support their values* - High level of freedom and personal choice; opportunities to associate with highly competent individuals in their areas of interest; chances to enhance the probability of survival and quality of all life on the globe.

- *The question always foremost in their minds* - Is this interesting and stimulating for me? Does this make sense? Is this a chance for privacy and time to explore and think? Is this an opportunity to associate with highly competent people?

What is knowledge without purpose - a hobby

What is knowledge without discipline - dangerous

What is a human without knowledge - lost?

Please do clear your mind before you choose to use the above to reflect up-on yourself. There are many thoughts on your mind, much like a whirlpool, constantly moving without revealing depth or strength.

I suggest that you try the Z method.

- First empty your mind of all thoughts using Focus meditation
- Find your equilibrium by exercising a breathing and meditation exercise. Ideally Tai Chi (water) or Iron Palm (iron) alternately the Wood or Earth breathing exercise.
- Finally, sit down in a peaceful quiet place and try some visualization meditation, looking at your past, present and future.

Then review the above seven levels and reflect upon yourself. With practice you will have a clearer view of your values.

See the above as a starting point for your own thoughts! No more.

Understanding how we react

Recognizing our own strengths and methods of dealing with interesting situations is a key factor to being able to achieve a win-win-win situation. The self-questionnaire below is just an indicator of your style. We will use it to show possibilities and comparisons. The results are often also very 'informative'

Please fill the questionnaire below, reflecting on how you have dealt with people and interesting situations in the past. Be honest but not too critical of your most recent actions and reactions when reflecting on your own habits and behaviours.

	No ❶ ... 50%/50% ... ❷ Yes
1. I am usually firm in pursuing my goals	❶ 0 1 2 3 4
2. I try to win my position.....	❶ 0 1 2 3 4
3. I give up some points in exchange for others.....	❶ 0 1 2 3 4
4. I feel that differences aren't always worth worrying about	0 1 2 3 4
5. I try to find a position that is intermediate between theirs and mine	❶ 0 1 2 3 4
6. In approaching negotiations, I try to be considerate of other person's wishes.....	❶ 0 1 2 3 4
7. I try to show the logic and benefits of my position	❶ 0 1 2 3 4
8. I always lean toward a direct discussion of the problem	❶ 0 1 2 3 4
9. I try to find a fair combination of gains and losses for both	0 1 2 3 4
10. I attempt to immediately work through our differences	❶ 0 1 2 3 4
11. I try to avoid creating unpleasantness for myself.....	❶ 0 1 2 3 4
12. I might try to soothe the others feelings and preserve our relationship.....	❶ 0 1 2 3 4
13. I attempt to get all concerns and issues immediately out in the open.....	❶ 0 1 2 3 4
14. I sometimes avoid taking positions that would cause controversy	❶ 0 1 2 3 4
15. I try not to hurt others feelings	❶ 0 1 2 3 4

Questions	Animal	Key	Result	Average
1,2 & 7	Tiger	Competing		
6, 12 & 15	Crane	Accommodating		
4, 11 & 14	Snake	Avoiding		
3, 5 & 9	Panther	Compromise		
8, 10 & 13	Dragon	Collaboration		
		Total		result / total = %

How someone else may view my style (a form)

Now that you have written down how you think you are, let us widen our perception and see how others see us. This does not reflect how you are or how you seem to be. This shows us what effect we have on certain people. This is to be seen as an indicator to learn from!

Expected actions

I perceive that

No ① ... 50%/50% ... ② Yes

1. you are usually firm in pursuing you goals..... ① 0 1 2 3 4
2. you seem to try to win you position mostly ① 0 1 2 3 4
3. you seem to give up some points in exchange for others
..... ① 0 1 2 3 4
4. you seem to feel that differences are not always worth
worrying about..... ① 0 1 2 3 4
5. you seem to try to find a position that is intermediate
between theirs and others ① 0 1 2 3 4
6. in approaching negotiations, you try to be considerate of
other person’s wishes..... ① 0 1 2 3 4
7. you try to show the logic and benefits of your position. ① 0 1 2 3 4
8. you generally lean toward a direct discussion of the
situation/opportunity..... ① 0 1 2 3 4
9. you try to find a fair combination of gains and losses for
all concerned..... ① 0 1 2 3 4
10. you attempt to immediately work through differences.. ① 0 1 2 3 4
11. you try to avoid creating unpleasantness for yourself ... ① 0 1 2 3 4
12. you might try to soothe other persons feelings to try to
preserve the existing relationship ① 0 1 2 3 4
- 13 you seem to attempt to get all concerns and issues out in
the open ① 0 1 2 3 4
14. you sometimes seem to avoid taking positions that would
cause controversy..... ① 0 1 2 3 4
- 15 you seem to try not to hurt others feelings..... ① 0 1 2 3 4

Questions	Animal	Key	Result	Average
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8, 10 & 13	Dragon	Collaboration		
		Total		result / total = %

How someone else may view my style (b form)

Now choose someone who may give a different opinion!

Expected actions

I perceive that No **0** ... 50%/50% ... **0** Yes

1. you are usually firm in pursuing you goals..... 0 1..... 2.....3 4
2. you seem to try to win you position mostly 0 1..... 2.....3 4
3. you seem to give up some points in exchange for others
..... 0 1..... 2.....3 4
4. you seem to feel that differences are not always worth
worrying about..... 0 1..... 2.....3 4
5. you seem to try to find a position that is intermediate
between theirs and others 0 1..... 2.....3 4
6. in approaching negotiations, you try to be considerate of
other person’s wishes..... 0 1..... 2.....3 4
7. you try to show the logic and benefits of your position. 0 1..... 2.....3 4
8. you generally lean toward a direct discussion of the
situation/opportunity 0 1..... 2.....3 4
9. you try to find a fair combination of gains and losses for
all concerned..... 0 1..... 2.....3 4
10. you attempt to immediately work through differences.. 0 1..... 2.....3 4
11. you try to avoid creating unpleasantness for yourself ... 0 1..... 2.....3 4
12. you might try to soothe other persons feelings to try to
preserve the existing relationship 0 1..... 2.....3 4
13. you seem to attempt to get all concerns and issues out in
the open 0 1..... 2.....3 4
14. you sometimes seem to avoid taking positions that would
cause controversy..... 0 1..... 2.....3 4
15. you seem to try not to hurt others feelings..... 0 1..... 2.....3 4

Questions	Animal	Key	Result	Average
1,2 & 7	Tiger	Competing		
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3, 5 & 9	Panther	Compromise		
8, 10 & 13	Dragon	Collaboration		
Total				result / total = %

How someone else may view my style (c form)

Now choose someone from left field

Expected actions

I perceive that No **0** ... 50%/50% ... **0** Yes

1. you are usually firm in pursuing you goals..... 0 1..... 2.....3 4
2. you seem to try to win you position mostly 0 1..... 2.....3 4
3. you seem to give up some points in exchange for others
..... 0 1..... 2.....3 4
4. you seem to feel that differences are not always worth
worrying about..... 0 1..... 2.....3 4
5. you seem to try to find a position that is intermediate
between theirs and others 0 1..... 2.....3 4
6. in approaching negotiations, you try to be considerate of
other person’s wishes..... 0 1..... 2.....3 4
7. you try to show the logic and benefits of your position. 0 1..... 2.....3 4
8. you generally lean toward a direct discussion of the
situation/opportunity 0 1..... 2.....3 4
9. you try to find a fair combination of gains and losses for
all concerned..... 0 1..... 2.....3 4
10. you attempt to immediately work through differences.. 0 1..... 2.....3 4
11. you try to avoid creating unpleasantness for yourself ... 0 1..... 2.....3 4
12. you might try to soothe other persons feelings to try to
preserve the existing relationship 0 1..... 2.....3 4
13. you seem to attempt to get all concerns and issues out in
the open 0 1..... 2.....3 4
14. you sometimes seem to avoid taking positions that would
cause controversy..... 0 1..... 2.....3 4
15. you seem to try not to hurt others feelings..... 0 1..... 2.....3 4

Animal - Key	Result 1	Result 2	Result 3	Average	Your Result
Tiger - Competing					
Crane - Accommodating					
Snake - Avoiding					
Panther - Compromise					
Dragon - Collaboration					