



WHO IS.....?

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## INTRODUCTION

Hello. How are you?
It is a pleasure for me to talk a little bit to you through this Ebook. I believe all the content i bring here will contribute for you to go to a new level in many áreas of your life.
To start, i would like to ask you some questions. Reason a little bit about them before continuing Reading:
Who are you?
Why is importante to know yourself?
What is Self-Knowledge for?
Do you really kow yourself?



At first, i want to tell you two stories so you can undertand the importance of knowing yourself.

“Imagine you are going to some place. You get yourself ready: take a shower, brush you teeth, choose your clothes, eat, get your stuffs and go. You want to go for a walk, relax and even talk to people. However, you don´t know where you are neither where you are going to. You don´t

know the name of your street, of your neighbourhood. You don't know the name of the neighbourhood next to yours, neither the name of your city. Consequently, you don't know what these places can offer you: Are there restaurants? Bars? Parks? Gardens? Stores? Theaters? Can I reach it on foot? By bus? On a plane? By car? How many times I will spend to get there? How many people live in there? How are they? How can I talk to them? What language do they speak?

And now, what should you do? How will you reach the place you want to go? It is a bad feeling. Confusion, despair, fear, discouragement. Where are your references? "

Are you understanding?

Now, let's do the opposite:

"You know the name of your street. You know that in the street below yours there is a small square in which it is possible to walk the dogs, sit and talk to people, and also do some exercise. Besides, you know the name of the neighbourhood next to yours. It is a little bit bigger than yours, and you can get there in five minutes by car or ten, on foot. Your neighbourhood is more residential and there are not so many shops. But, in the next neighbourhood there are many restaurants. These restaurants make a wonderful home cooking. Though, if you want some food from other countries, you need to go to the center of the city, which is 30 minutes on foot or 15 by car. It is also possible to take a bus from your house to the city center. Wonderful! There are many options.

But..... this time you want to visit the city next to yours. You already know yours and you want something new, an adventure. You know the road to go from your city to the other. It takes around 50 minutes to get there by car. You don't know well what you will find in that city, that is why you ask your friends if they have already been there and what you can find. They told you about the beautiful pine trees and hydrangeas on the road, the stream that passes under a bridge, mountains which is possible to see on the horizon.

UAU. Such a beautiful thing!!

And now, how are you feeling?

Are you understanding what I want to say?

The self-knowledge is similar to the second story: it allows you to name things. You are able to know where you are, where you can go, the directions to take, the decisions to make, to whom you ask for advice, what you can use.

Imagine that in every area of your life? It is extraordinary.

To finish our introduction and enter the content and exercises, I want to tell you one more thing:

When you feel some kind of pain, do you feel well? What is the sensation, the feelings and the thoughts that come to you when you feel some pain?

You can think about some physical pain.

Is it bad right? We want to do everything that is possible to end up the pain. It bothers us, it harms us at work or studies. Our encouragement gets harmed. And now?

Do you know that it evidences? That we were not created to feel pain. And not only physical pain, but also emotional, mental and spiritual. Otherwise, we would not be so disturbed by them in any ways.

Therefore you were created have life, and life in abundance.

That said, shall we get to know this amazing possibility of having an abundant life?

Come with me.

## SELF-KNOWLEDGE

Let's get to know some theories that can contribute to you.

### 1-DISC FACTORS

Created by the PhD in Psychology William Moulton. A curiosity for you: He is the creator of the character Wonder Woman and the inventor of the Lies Detector.

Have you ever heard about them? I am sure you have, right?

The DISC Factor will map your observable behavior, which means what comes from inside out. They are the elements we can observe by looking to a score, for example: the musical notes written, the pitches, the tonality, the tempo, clefs, the the staff, the pauses; etc.

Ps: look for a score on Google and observe these observable elements.

Each of us has characteristics from all the factors. However, there is one, two or even three that stand out on us.

In the exercise below, we will discover which of these factors stands or stand out on you. I want you to mark, on each table below, the characteristics you identify with the most, adding a X in front of them. In the end, count how many Strong Point you marked. Then, do a rule of three to know the percentage of the Strong Points you marked. Repeat it with the Weaknesses and Fears.

The table with the highest percentage of Strong Points, Weaknesses and Fears indicates your Predominant Factor.



Examples below:

#### Dominance: Strong Points

21 100%

19 X

X= 90,48%

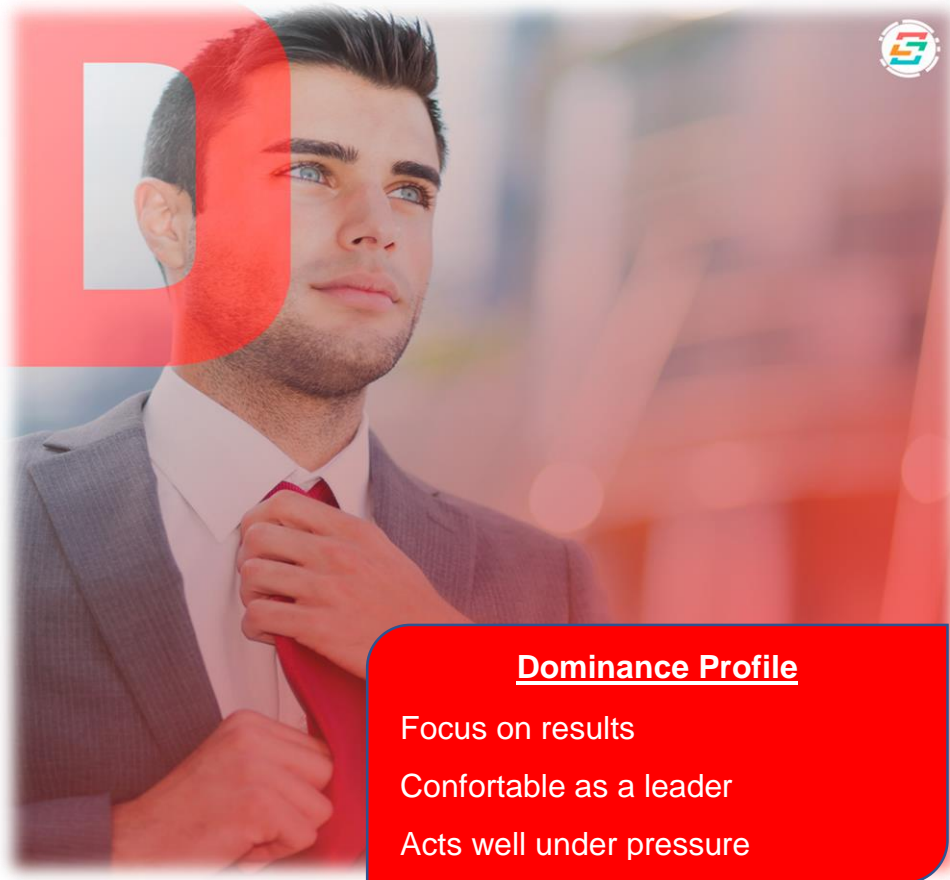
#### Dominance: Weaknesses and Fears

28 100%

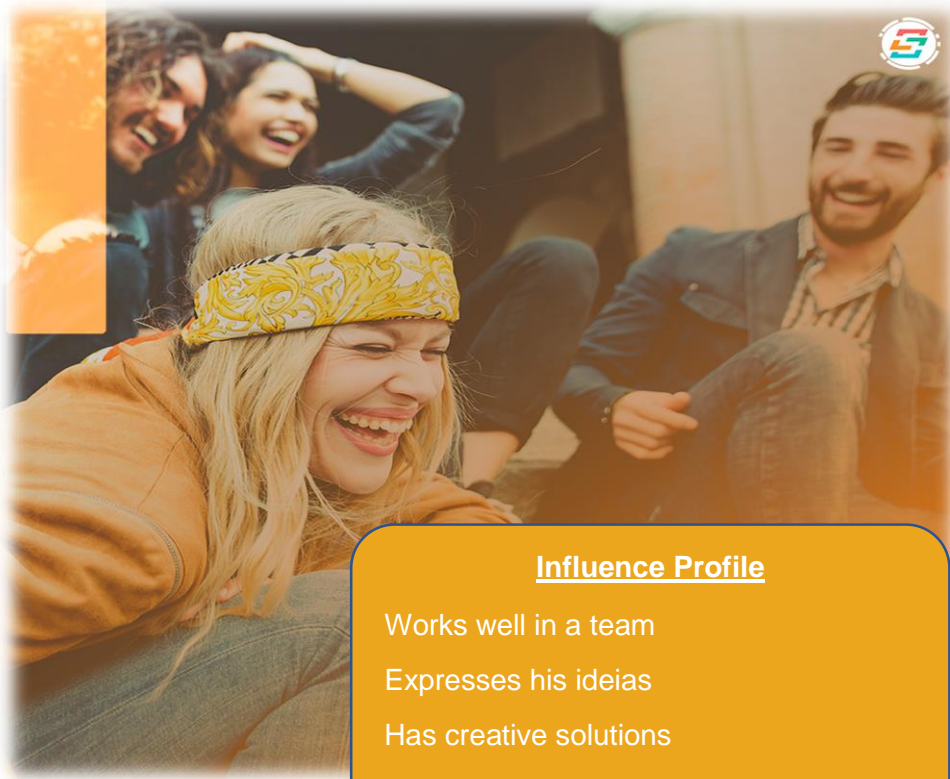
24 X

X=85,7%

Dominance	
Strenghts	Weaknesses/ Fears
Energetic	Impatient
Resolute	Agressive
Decided	Individualistic
Confident	Arrogant
Practical	Controller
Efficient	Demanding
Think and decide fast	Break rules
Focus on solution	Egocentric
Born leader	Cold
Trailblazer	Rigid
Determined	Sarcastic
Assertive	Predominant emotion: anger
Direct	Competitive
Bold	Obstinate
Deal well with pressure	Tend to be vengeful
Firm	Intolerant
High capacity of concentration	Do not submit to others
Focus on tasks and results	Stubborn
Tough	Impositive
See the macro	Inaccessible
Enjoy challenges	Fear of failure.
	Fear of losing the power and authority
	Fear of losing the aotonomy
	Fear of losing the freedom to act
	Fear of losing the position to someone else
	Fear of recognizing the own mistakes



Influence	
Strenghts	Weakenesses/ Fears
Charismatic	Exhibitionist
Confident	Fickle
Optimistic	Undisciplined
Persuasive	Impulsive
Articulated	Insecure
Creative	Dispersive
Communicator	Speaks more than listen
Has great sense of humor	Exaggerated
Motivator	Fearful
Dreamer	Disorganized
Seductive	Distracted
Sociable	Immediate
Radiant	Doesn't focus on results.
Expressive	Reckless
Enthusiastic	Doesn't finish tasks
Warm	Doesn't enjoy routines
Open-minded	Fear of rejection
Contagious	Fear of being alone
Interactive	Fear of frustationg other's expectations
Vain	Fear of not being recognized or valued
Great improvisor	Fear of not felling supported
Has facility ti express his emotions	Fear of losing pleasure in his actions
Thinks and decides fast	
Works well in a team	
Focus on people	
Predominant feeling: Joy	



### Influence Profile

Works well in a team  
Expresses his ideias  
Has creative solutions

Steadness	
Strenghts	Weakenesses/ Fears
Comprehensive	Predictable
Cozy	Fearful
Consistent	Indecisive
Good Listener	Worry excessively about what others will think
Peacemaker	Suspicious
Patient	Pretentious
Planner	Rigid
Calm	Unmotivated
Methodical	Conservative
Predictable	Rotineiro
Loyal	Dependent
Balanced	Resistant to change
Emphatetic	Closed
Attentive	Thinks and decides slowly
Willing of serving	Has difficulty to act firmly
Cautions	Predominant feeling: apathy
High capacity to do repeated Jobs	Permissive
Reflexive when speaking	Fear of disappointing or being disappointed
Persevering	Fear of daring and risking
Focus on people and relationships	Fear of unpredictable situations
	Fear of losing self- control
	Fear of participating and getting to much involved
	Fear of having to deal with conflicts





### Steadness Profile

Emphasizes with others  
Feel pleasure in helping  
Has a steady rhythm

### Conscientious

Strenghts	Weaknesses/ Fears
Disciplinaded	Selfish
Analytical	Grumpy
Precise	Pessimistic
Organizaded	Theoretical
Focus on details	Confused
Orderly	Anti-social
Formal	Critical
Reserved	Doesn't value so much relationships
Discreet	Inflexible
Questioner	Cold
Logical	Tasks centralizers
Rational	Perfectionist
Systematic	Demanding with himself and others
Focus on tasks	Fear of failuring and not following the rules
Thorough	Fear of not having thought of all the possibilities
Observer	Fear of receiving criticismo of his work
Objective	Fear of not having enough information
Introvert	Fear of not doing the best choice
Enjoy following all the rules	Predominant feeling: fear





### Conscientious Profile

Accurate in the processes  
Focused on results  
reserved

Now, take a time to answer the questions below:

What conclusions did you reach?

What did you learn with this exercise?

What is the matter of it?

## 2-PSYCHOLOGICAL TYPES

This theory was developed by the psychologist Carl Gustav Jung.

If the DISC is the tip of the iceberg, The Psychological Types are the rest under water. On a score, they are the elements we can not see directly, such as: the phrases (the sound of small parts in a score, called phrases, which together form the whole piece, such as in English), the bow gestures (the gesture that each string instrument does in each part of the song with the bow), fingering, points of tensions and rest, the conduction of dynamics. They are the elements which help to conduct the written notes on the staff. Otherwise, we would play just notes. And notes are not just notes.

In the exercise below, we will see what your Psychological Type is. Just as the DISC Factors, we have a little bit of each option. However, there is one that stands out.

Select one option between the two which is going to appear in each number:

- 1 Attitude (focus of attention): Are you more extroverted or Introverted? How do you focus your energies? Tip: Think about how you like to relax, to charge up your "batteries".

- Introversion: Prefers to concentrate your energy on the inner world: your emotions, reflections and personal impressions; tends to enjoy the silence and like to stay at home.

- Extroversion: Prefers to concentrate your energy on the outside world: on objects, people, experiences, things. Your energy is charged up when you get in contact with something outside your own.

- 2 Function of Perception (How you realize everything around you)

- Sense: focuses on what is real, values practical applications, is oriented by facts, observes details, is interested in practical goals, trusts on experiences.

- Intuition: Focuses the "whole", the possibilities; values an imaginative vision, is abstract and theoretical, is oriented towards the future, seeks new solutions, trusts on inspiration.

### 3 Function of judgment (how you make decisions)

- Thought: is analytical, solve problems logically, uses the reason based on "cause and effect", seeks flaws in arguments, likes the objective and impersonal truth.

- Feeling: evaluates the impact of his decisions on people, is guided by personal values, is quite sensitive, is comprehensive, has great compassion.

Stop for a minute and answer the questions below? pare um pouco para responder as questões abaixo:

What conclusions came to your mind?

What did you learn?

How can you use it in your life?

### 3-TEORIA DOS VALORES

It was created by the philosopher, professor and psychologist Eduard Spranger and addresses what the motivators of people are.

What gives you motive to wake up? What drives you to do what you do? Just as the two theories above, we have a little bit of each motivator. But, in different scale: in greater or lesser degree.

In music, The Values could be the Musical Characters. They determine what the main emotional state of a song and why you will express that emotion.

Allegro vivace- happy, living character.

Allegro moderato- happy, but not too excited. Moderated.

Andante- calm, however with some movement similar to someone who is walking.

Allegro maestoso- pompous joy, which brings an aura of majesty.

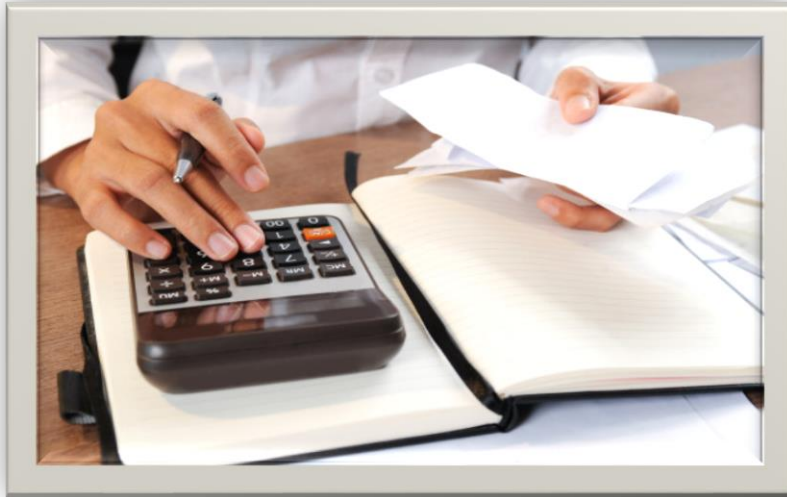
These characters suffered changes during the history such as our motivators. Our first one tend to be Always the first. But, the others can change.

In the exercise below, enumerate the values from the greater (the one you identify with the most) and the lesser (the one you identify with the lesser) from 1 to 6. 1 represents the greater and 6 represents the lesser.

- 1- Theoretical value: Thirst for explanations and challenging solutions; intellectual curiosity and investigative mind; experience focused on learning; is objective and impersonal; has as principle the Reason (investigation).



- 2- Economical Value: has as a principle the usefulness of resources, people, objects, experiences; is practical, efficient and pragmatic; is Always seeking a good cost-benefit relation; is sensitive to waste; insatiable in the search for material goods.



- 3- Aesthetic value: wants to enjoy every moment; appreciates beauty, subjectivity and creativity; values each experience as unique; seeks Harmony and well-being in relationships, places, with himself; seeks to be authentic.



- 4- Social Value: altruistic and generous; puts the common good before your personal interests; believes in the potential of people and is dedicated to developing them; Seeks to ease the pain of others.



- 5- Political value: Ambitious; it is clear where they want to go; ceaselessly seek success in every area of life; they like to lead and guide himself and people towards their goals freely; they value symbols of power and victory; have grandiose and challenging goals.





- 6- Religious value: values moral and ethical principles; he can see the greater meaning in everything, seeks to convert others to their convictions; it acts according to its principles and system of life; sees the world as "black and white", and things as right or wrong; he is usually convinced of a religion, philosophy or doctrine.



Take a moment and answer the questions below:

How can you use them in your life?

What caught your attention?

How important are them?

Before continuing to the forth theory, i would like talk to you about something:

The Human Being is not an object. We can't put a person in a box. You have, with your behavior, your experiences, your histories, your traumas, your achievements, your pain, your transformation.

So that, even we have parts of these theories that stand out on us, it doesn't stop us to develop aspects we don't have and learn other's behavior.

Understand it as, por example, your mother tongue and all the languages you have learnt. Your mother tongue will be always with you. The whole process of learning, teaching, expressing came from your mother-tongue and all her meanings. However, you are not restrict to it, because you are able to learn other languages, make new connects with them, see the diferences. You see?

Your basis is going to be Always with you: your mother-tongue. But you can learn and develop other languages (in your behavior).

One more thing: our behavior is sum of all the theories together. Yes, there are more aspects in our behavior that were not described here. Although do not try to see your behavior through only one theory. They communicate with each other.

## 4-LINGUAGEM DE AMOR

We arrived at the part everyone love: TALK ABOUT LOVE!!!!

I saw your face. There are ones that opened a big smile. Others with scared faces, mainly those who are like me: logical.

“Charlotty, what do you mean by Languages? What does it have to do with behavior?”

What about we see it in practise?

The Five Languages of Love, in music, would be the form the musician demonstrates his affection to the song, and how he receives the “affection/emotions” the song is conveyng.

This theory was cretad by Dr Gary Chapman, anthropologist, which delas with relationships of couples working in counseling area. His goal was that couples would understand and talk to each other language better. However, he realized that he need to expand to other groups such as: children, teenagers and single people.

The Five Languages of Love embrace any people, of any age, experience, phase of life, nacionality, etc. And they involve both the way we receive and demonstrate love to others.

In the same way, we have a little bit of each one, but int diferente degrees.

Shall we find out which is yours? In the exercise below, choose one option between the two given in each number.

I like to be hugged.....E

2.

I like to spend time with someone very special to me.....B

I feel loved when someone offers me practical help.....D

3.

I like when people give me present.....C

I like unhurried visits to friends and beloved relatives.....B

4.

I feel loved when people do things to help me.....D

I feel loved when people touch me.....E

5.

I feel loved when someone that i love or admire hugs me.....E

I feel loves when i receive presents from someone i love and admire.....C

6.

I like getting our with friends and beloved relatives.....B

1.

I like to receive affirming words, words that encourage me, that motivate me.....A



I like shaking hand or holding hands with special people for I like when someone says kind word to me.....A  
me.....E

7. 12.  
Visible symbols of love (presents) are very importante to me.....C  
I feel loved when people affirm me.....A  
What people do affects me more than what the say to me.....D  
The hugs make me feel appreciated and a participant.....E

8. 13.  
I like sitting next to people that i aprecciate.....E  
I like people telling me that i'm handsome/beautiful/attractive.....A  
I appreciate the praise and avoid the criticism.....A  
Many small presents mean more to me than a big one.....C

9. 14.  
I like spending time with friends and Family.....B  
I like receiving small presents from friends and family.....C  
I feel intimate with someone when we talk or do something together.....B  
I feel closer to friends and Family when they touch me frequently.....E

10. 15.  
Acceptance words are important to me.....A  
I know someone loves me when she or he helps me.....D  
I like people who praise my achievements.....A  
I know people love me when the do things for me that they don't appreciate doing for themselves.....D

11.  
I like being and doing things with friend and Family.....B

16.

I like to be touched by friends and Family when they pass by 21.

me.....E

I like when people listen to me and show genuine interest in what i am

saying.....B

I really appreciate the feeling when someone gives me full attention.....B

I really appreciate the feeling when someone does some services for me.....D

17.

I feel loved when friends and Family help me at work or in my 22.

projects.....D

I really like receiving presents from friends and Family.....C

I feel loves when someone celebrates my birthday with a present.....C

18.

I like when people praise my apperance.....A

I feel loved when someone celebrates my birthday with meaningful words.....A

I feel loved when people spend time to understand my feelings.....B

23.

19.

I feel secure when special people touch me.....E

I know what people are thinking when they give me a presente.....C

Acts of Service make me feel loved.....D

I feel loved when a person helps me with my daily tasks.....D

20.

I appreciate many things that special people do for me.....D

24.

I appreciate when someone listens to me patiently and doesn't interrump me.....B

I like receiving presents that people made for me.....C

I appreciate when someone reminds the special days with a presente.....C

25.

I like knowing that my Family is worried about helping me in my daily tasks.....D

I like doing long trips with someone special for me.....B

26.

I like kissing or be kissed by someone of my intimacy.....E

Receiving a present without a special reasons makes me feel happy.....C

27.

I like telling me that i'm loved.....A

I like people looking at me when we talk.....B

28.

Presents from a friend or relative are special for me.....C

I feel well when a friend or relative touches me.....E

29.

I feel loved when someone does something i asked with enthusiasm.....D

I feel loved when people say they appreciate me.....A

30.

I need to be touched every day.....E

I need affirming words everyday.....A

Count the quantity of each word and write it below:

A:

B:

C:

D:

E:

A- Affirming Words

B- Quality time

C- Presents

D- Acts of services

E- Physical Touch

Let's talk a little bit about each Language for you to understand better:

- Affirming Words: People with this language as their predominant like giving others encouragement, affirm them, incentivize them and express their admiration for others. In the same way, they like others demonstrating them these aspects. They are directly and firmly impacted by words: written or spoken.

- Presents: People with this language predominant love to give and receive presents. The gifts don't need to be expensive neither big. One simple souvenir has enormous value because it communicates to the person: I love you, I care about you and I rememberd you when I bought this gift.

- Acts of service: People with this language as their predominant like to do something as an act of serving others, without requirements, without contracts. They do it willingly. It is the small actions they like to do to demonstrate love.

- Quality Time: People with this language as predominant like to give attention to others, they like to talk to others in a very focused way. They like spending time with other people to demonstrate how much they love them.

- Physical Touch: People with this language as their predominant like hugs, touching others with affection as a way to demonstrate and receive love. It is a genuine and tender affection.

## CONCLUSION

Congratulations. We've arrived at the end of this journey!!

Actually, you've arrived at the end of the beginning of your journey kkkkkk. Now, you know yourself a little bit more and has the opportunity to see how much you are precious and unique. Not only yourself, but the others around you.

BUTTTTTTTTTT.....

The goal of this Ebook is to take you to a new level, an extraordinary level.

For that, there are the CIS Assessment reports which do a complete, detailed and precise mapping of your behavior, such as:

- 1- Predominant Profile
- 2- Leadership style (which is also teaching style and conducting style)
- 3- Making decisions
- 4- Best area of expertise
- 5- Motivators and fears
- 6- Behavioral Competences
- 7- Strong Points
- 8- Communication with the other profiles
- 9- 360° Perception, other's perception of you.
- 10- Psychological Types
- 11- Skills/ Intelligences
- 12- Ways of learning and teaching
- 13- Possible professions for each skills/ intelligences.

And, with the reports, there is an analysis, in which the analyst is going to explain the results, add some information and give tips.

GET YOURS NOW!!!!!!!!!!!!!!

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## WHO I AM- CHARLOTTY MACIEL



First of all, i am na human being.  
Second, i am a Musician from the State University of Minas Gerais,  
Musical lecturer and Behavioral Profile Analyst from the Brazilian  
Federation of Integral Systemic Coaching (FEBRACIS). Creator of this  
Ebook based on my Monograph: How emotions influence the life and  
performance of the musicians.

## REFERENCES

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“The Courage does not panic: it prays. Courage does not regret: she believes. Courage is not weakened: listen. Hear the voice of God calling 366 times in Scripture, once for each day of a leap year: DO NOT FEAR”- Max Lucado.

END