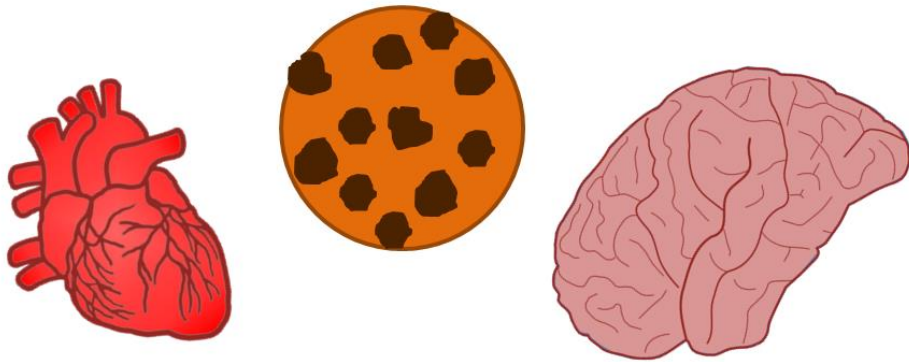




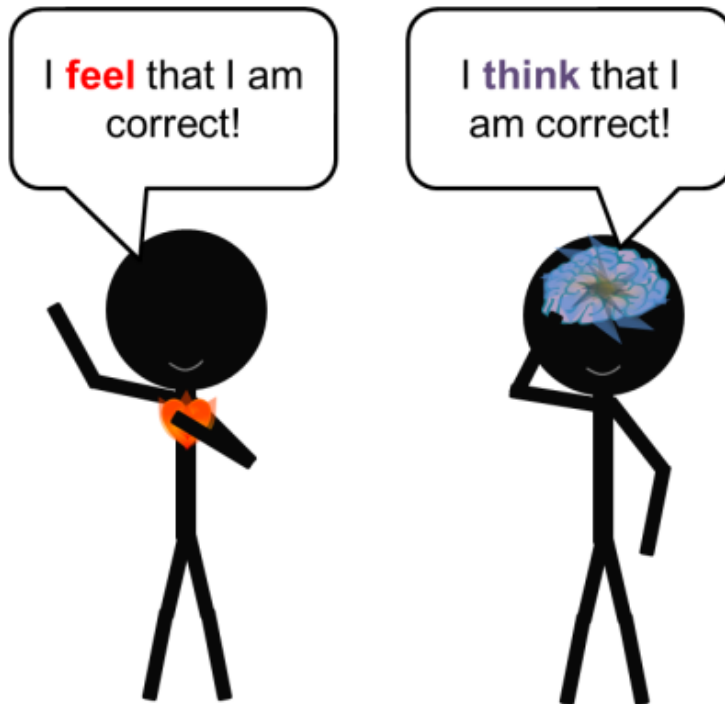
**Questions For  
Reflections**

This book provides you with thought provoking questions (accompanied with pictures for visual learners) that help you reflect on your outlook, preferences, and decisions as well as your life as a whole.

You can find miscellaneous concepts at the end of the book which were the basis of some of this book's questions.

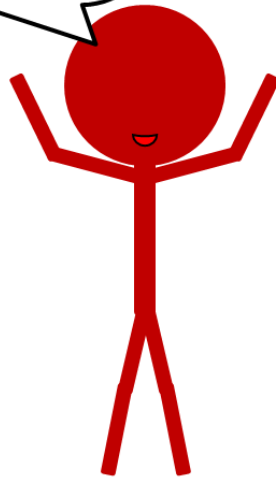
Enjoy reading & reflecting!

# Which stickman sounds more persuasive to you?

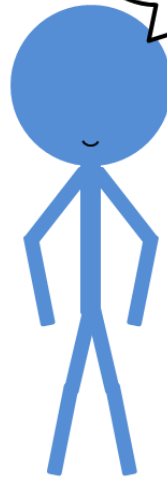


# Which stickman do you like more?

I tend to **encourage** myself, **express** my viewpoints, **enjoy** & **optimize** what I have & **move on** from my mistakes.



I tend to **calm** myself, **listen** to other viewpoints, **appreciate** & **nurture** what I have & **learn** from my mistakes.



**Which of these best describe how you usually feel if others tell you “do not be upset” when you are upset?**

**A) Calmer since others do not want you to be upset while also remembering that what made you upset is not worth it.**

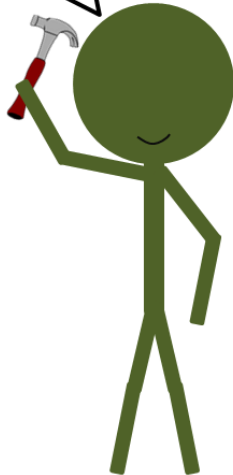


**B) Even more upset since others fail to understand & respect the reasons as to why you are upset.**

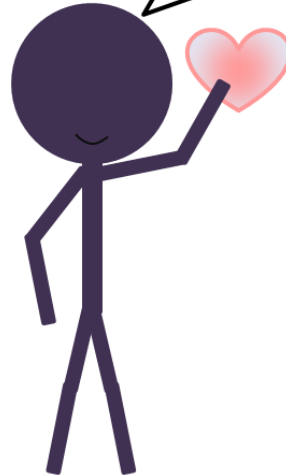


# Which stickman's advice do you like more?

Learn to love what you do.



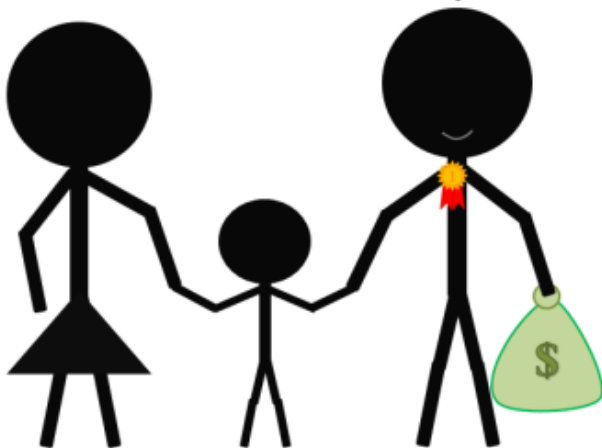
Do what you love.



# Which stickman inspires you more?

I work hard in  
order to get the  
things that make  
me happy.

I discipline myself  
in order to have  
the mentality &  
attitude that make  
me happy.



**Which is more  
important to you?**

*Outer Peace*

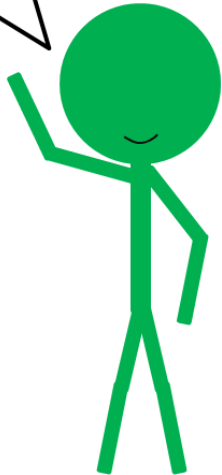


*Inner Peace*

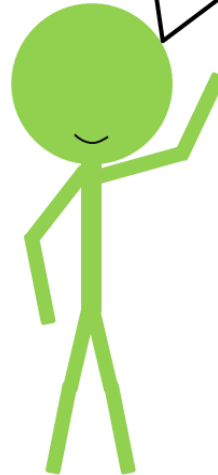


# Which host do you identify with more?

I treat my guests with respect, generosity & hospitality while making them feel at home.

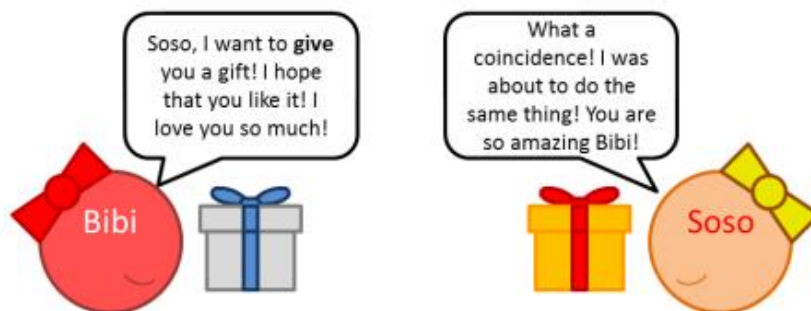


I treat my guests with respect, generosity & hospitality while upholding the rules of my house.

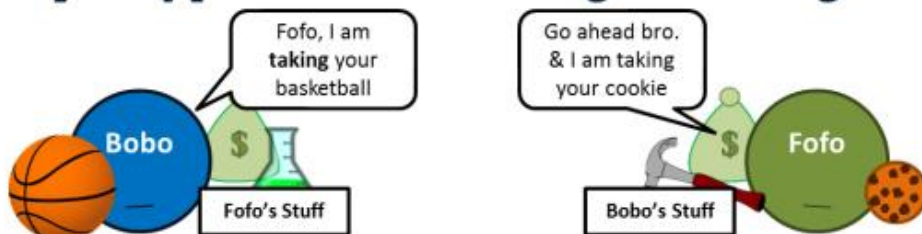


# Which of these relationships do you like more?

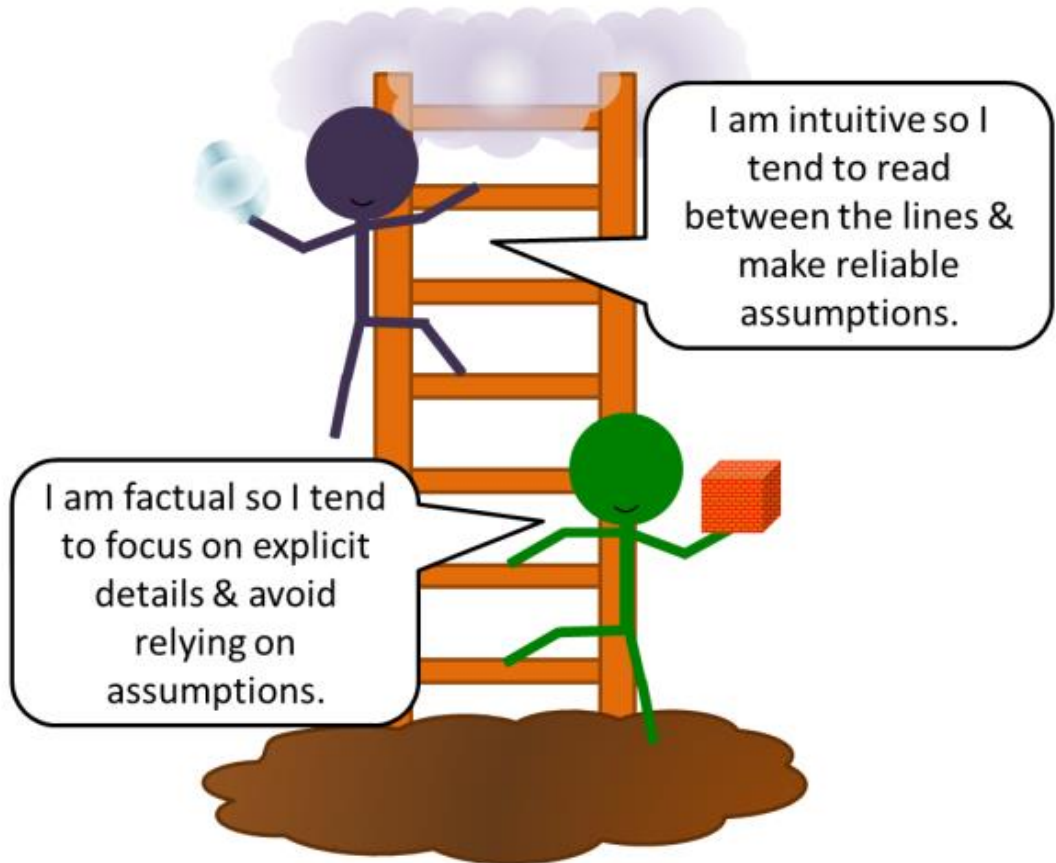
**Give-Give:** Where each side gives things to the other out of compassion & goodwill.



**Take-Take:** Where each side is able to take whatever it wants from the other unless the other side explicitly prohibits certain things from being taken.



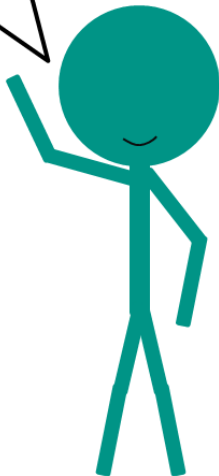
# Which stickman do you like more?



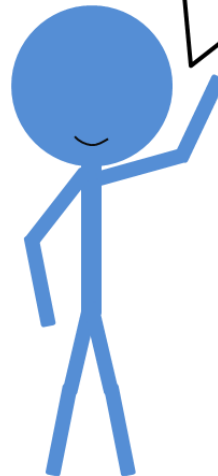
# Which stickman appeals to you more?

We all have the  
innate desire to be  
happy therefore it  
is our right to be  
happy!

*#BornToBeHappy*

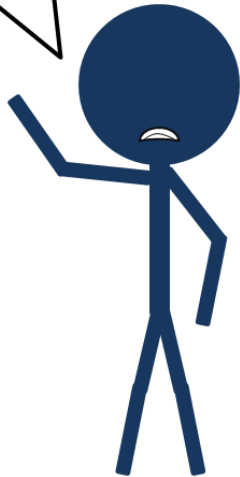


When you believe that  
you deserve happiness,  
you will not take  
responsibility for it, you  
will not work for it, & you  
will end up  
disappointed.

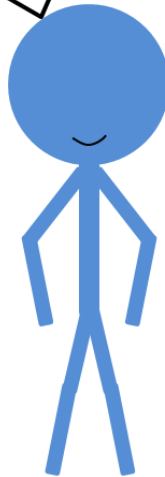


# Which stickman's mentality do you like more?

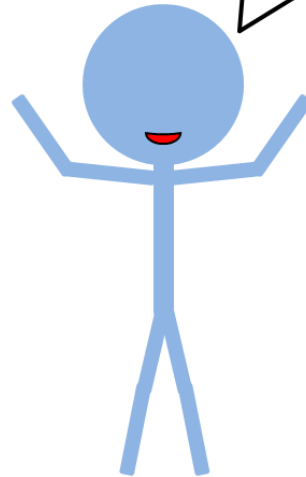
It is my mission in life to fix all of the negatives!



I mainly focus on the positives while also dealing responsibly with the negatives.

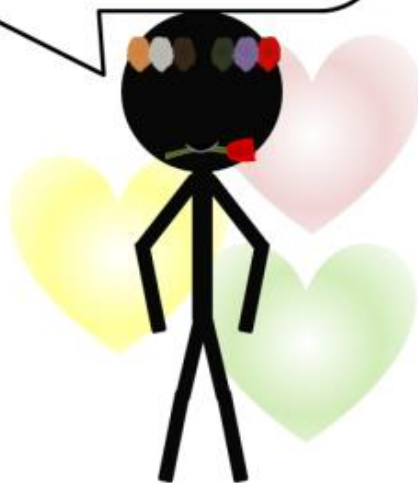


Life is too short for me to pay attention to anything that is not positive!



# Which stickman would you rather go to for emotional counselling?

You can come to me whenever you need an ear that listens to your affairs! You can always share with me whatever your heart bears!



It is best to not fret over your troubles, my dear. Rather, approach them in an objective manner or focus on something that is more pleasant.



# Which soldier would you rather take with you as an advisor to a war?

Imagine how you would react if you were in your enemy's situation to anticipate their next move.



Discover your enemy's motives & mentality to anticipate their next move.



## Which scenario is more painful for you?

Someone spiting you & preventing you from achieving your goals.



I hate you so much! I do not want you to enjoy the cookie!



Someone preventing you from achieving your goals despite caring about you.

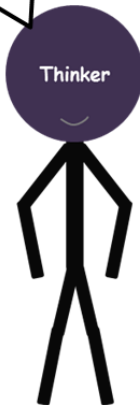


I care about you but I think that the cookie is not good for you.



# Which stickman is the most relatable to you?

I like to **focus** on concepts, theories & the bigger picture. I tend to **think** about the most appropriate solution for problems before attempting to solve them.



I like to **focus** on what has been done & how things really work in practice. I tend to **attempt** solving problems using conventional methods before thinking of better solutions.



I like to **focus** on how people feel & societal implications. I tend to **consider** my feelings & the perspectives of people involved in problems before attempting to solve them.

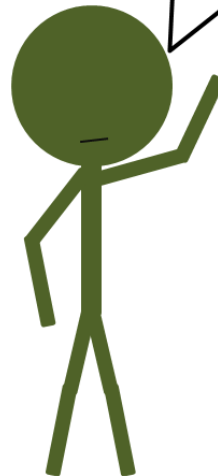


# Which stickman's apology do you appreciate more?

Sorry, it is not my fault, I was having difficulties! I love you! Please forgive me!



Sorry, it is my fault so please let me make it up for you.

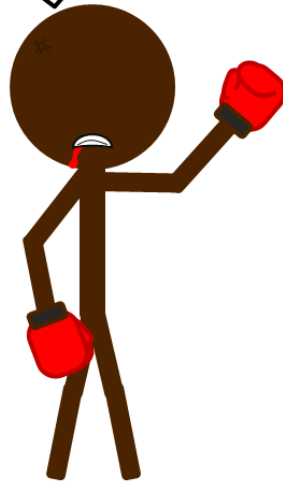


# Which of these attitudes do you like more?

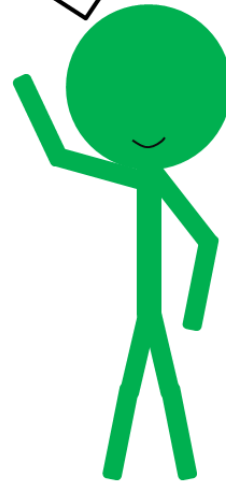
I am working  
towards my goals  
**but** I am making  
mistakes & facing  
difficulties!



I am working  
towards my goals  
**even though** I am  
facing challenges  
& discouragement!

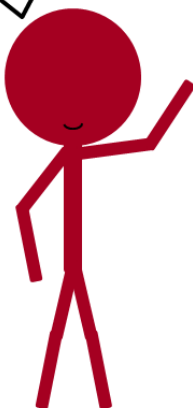


I am working towards  
my goals **while** learning  
from every situation &  
appreciating those who  
help me!

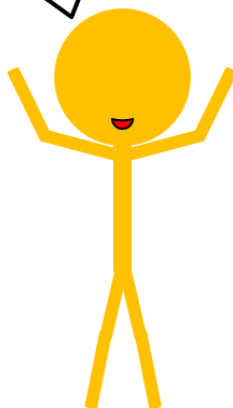


## Which stickman's advice about dealing with emotional pain do you like more?

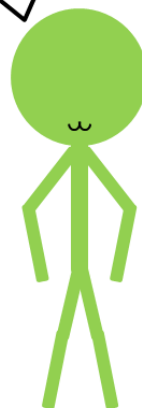
**Push** it aside! **Focus** on your values, goals & what makes you happy! **Nurture** what you love so that the pain becomes **insignificant** in comparison!



Make a **joke** out of it! **Laugh** it off! Look at it from a **light-hearted perspective** & have **fun** so that the pain may turn into **joy**!



**Learn** from it! **Appreciate** it! Make a **lesson** out of it & find the **opportunity** in it so that you may make **peace** with the pain!



# Which of these relationships do you like more?

You can tell  
me whatever  
you want as I  
am willing to  
accept  
anything  
from you



& the same  
goes to you



I see you as  
a source of  
support so  
please be  
considerate  
about what  
you tell me



& the same  
goes to you



# Which of these statements do you like more?

**"You are who you are, so be the best version of yourself."**

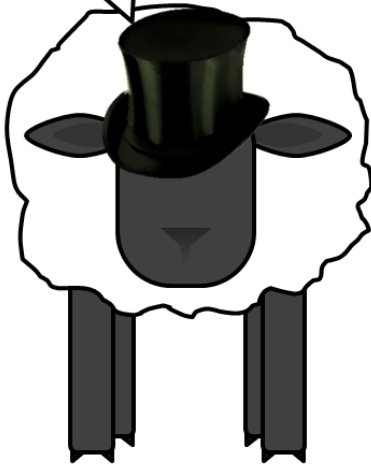


**"You can be anything that you want to be."**

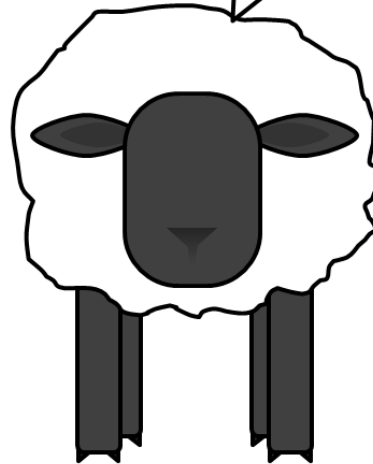


# Which sheepy do you like more?

I wear a hat that makes me **stand out** from my herd & that makes me feel special!



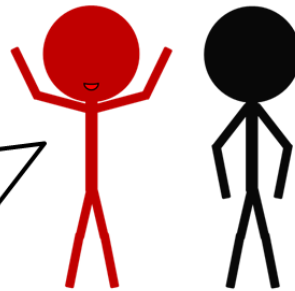
I am a regular sheep which makes me **fit in** my herd & that makes me feel safe!



# Which method of cheering up do you prefer?

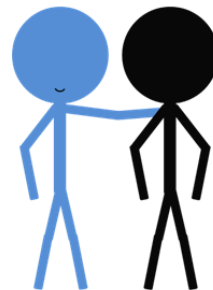
## Enthusiastic & Encouraging

You have **positive things** going for you! You have blessings in your life & you have good qualities so **do what you have to do** & put the smile on your face! **YOU CAN DO IT!**  
I believe in you!



## Calm & Understanding

I **understand** that you are having difficulties but keep in mind that **I am here for you** if you need someone to talk to or an ear that listens to you or anything else that benefits you.



## Who do you prefer to be with?

People that accept you for who you are & encourage you to be yourself.



People that enable you to improve & encourage you to become the person that you wish to be.



# What concerns you more?

*How to feel*



*How to respond  
to feelings*



# Which stickman do you prefer?

I am willing to  
dedicate my life  
for your interests  
but I am not willing  
to die to save you!

*#ILiveForYou*



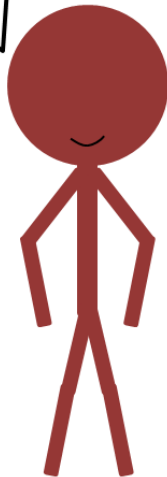
I am not willing to  
dedicate my life  
for your interests  
but I am willing to  
die to save you!

*#IDieForYou*

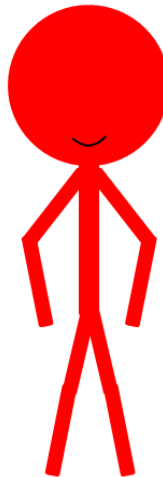


# Which stickman do you find more approachable?

Do not worry! I  
will never hurt  
you!



I try my best to  
make up for my  
mistakes & avoid  
repeating them!



When & how should each of these rules be applied in your opinion?

A) The Golden Rule: Do unto others as you would have them do unto you.

B) The Platinum Rule: Do unto others as they would have you do unto them.

**Which of these communication styles do you generally prefer to utilize?**

**A) Expressive, initiative & amiable**

**B) Supportive, cooperative & amiable**

**C) Directive, initiative & serious**

**D) Reflective, cooperative & serious**

Which of these do you  
like more?

A) **Constructive criticism**

B) **Positive reinforcement**

**Which of these would  
you rather seek from an  
advisor?**

**A) A lecture regarding the  
topic that you have an  
issue with for you to adapt  
in solving your problem.**

**B) An ear to listen to your  
story then a response that  
specifically fits your  
situation.**

**Which of these is closer to  
your own sense of happiness?**

**A) Happiness is a choice that is  
dependent on your attitude &  
outlook.**

**B) Happiness is a goal that is  
dependent on the journey of life.**

Which of these is closer to your own understanding of love?

A) Love is a benevolent form of care & respect.

B) Love is a positive emotional & mental connection.

Which of these is more  
important to you?

A) Knowing what to expect

B) Enjoying surprises

Which of these is more  
important to you?

A) The 'punctuality' of task  
completion

B) The 'quality' of task  
completion

Would you rather have  
fears that make you  
cautious or have no  
fears at all?

How would you rather be  
inspired?

A) Through presentation

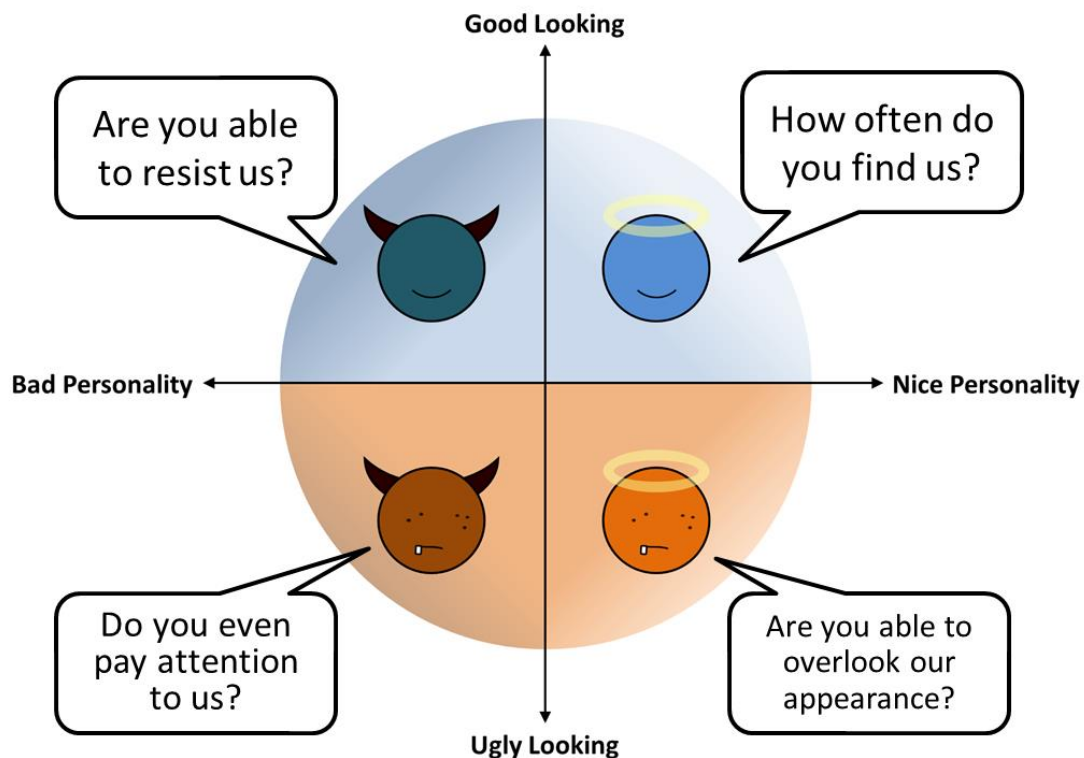
B) Through reasoning

# Which of these four lifestyles do you like more?

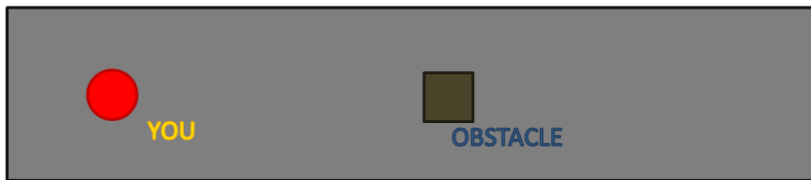


**Which area do you belong to in the chart?**

**What is your answer to the questions presented by the figures below?**



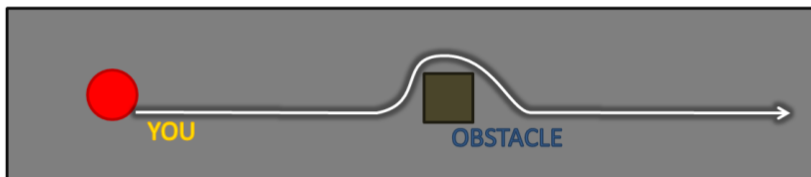
# How would you rather seek a goal along a path?



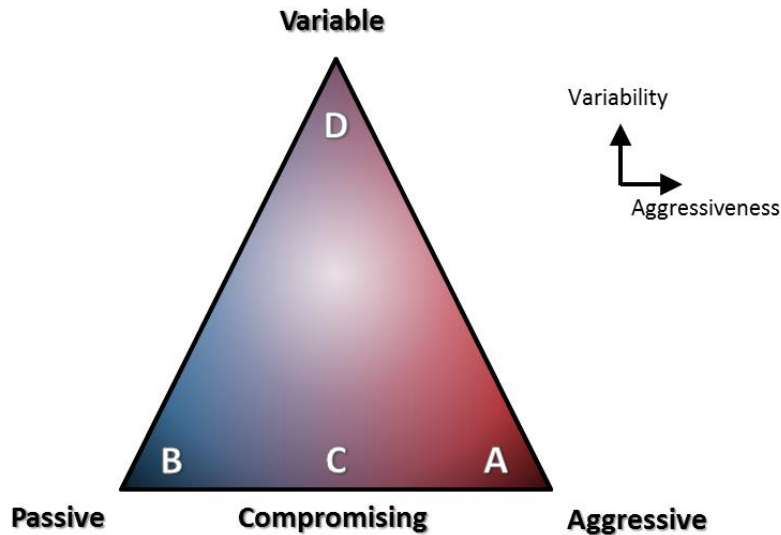
A) By being **firm** and **pushing past** obstacles.



B) By being **flexible** and **working around** obstacles.



Where does your behavior towards others lie within the triangle?



- A) **Aggressive:** Where you tend to seek your own success even at the expense of others.
- B) **Passive:** Where you tend to seek the success of others even at your own expense.
- C) **Compromising:** Where you tend to seek the success of both sides & have a high affinity towards the middle ground.
- D) **Variable:** Where you tend to be very situational & rely on several factors to determine your behavior.

# Miscellaneous Concepts

## Denotation Vs Connotation

**Denotation** is an explicit, agreed-upon meaning of a word; dictionary meaning of a word.

**Connotation** is an implied meaning of a word or expression. Connotation refers to the associations that are connected to a certain word or the emotional suggestions related to that word.

**For example:**

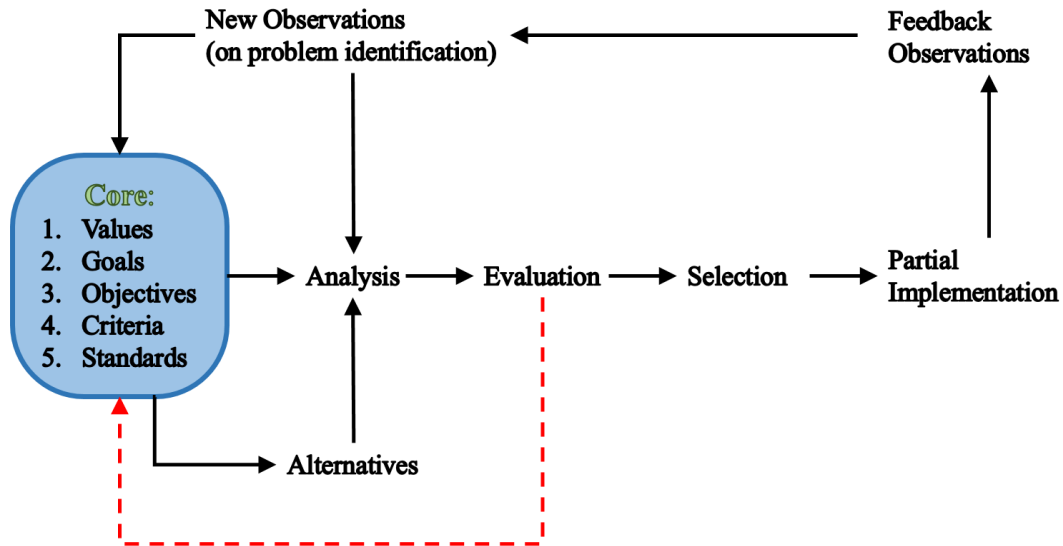
The words 'unique' & 'different' have similar denotations but the word 'unique' tends to have a more positive connotation than the word 'different.'

There is a type of a rating scale designed to measure the connotative meaning of objects, events, and concepts known as semantic differential which was developed by Charles E. Osgood.

### Example of a Semantic Differential Rating Scale

|        |                       |                       |                       |                       |                       |           |
|--------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------|
| Bad    | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | Good      |
| Firm   | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | Flexible  |
| Numb   | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | Sensitive |
| Casual | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | Formal    |
| Vague  | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | Clear     |

## System Analysis: Applicable to any system



### Glossary

**Values:** The underlying basic qualities upon which ethics, morals & preferences of societies, groups & individuals are based.

**Goals:** The idealized aims at which the planning process is based; ends towards which planning effort is aimed.

**Objectives:** Measurable operational statements of goals, expressed in forms that are more detailed & achievable.

**Criteria:** Indices of measurement capable of defining the degree to which a goal/objective has been attained.

**Standards:** Specified values of criteria.

**Alternatives:** Development of concept plans options (on a strategic level).

**Analysis:** To forecast/estimate the effects of alternatives with respect to "criteria" for evaluation.

**Evaluation:** To assess the positive & negative aspects of the effects of alternatives; assess effectiveness & costs.

**Selection:** Choosing the alternative to be (partially) implemented.

# The Ladder of Abstraction

## Abstract Terms

- Things that have no physical referent.
- They have variable meanings.
- Eg. love & success.

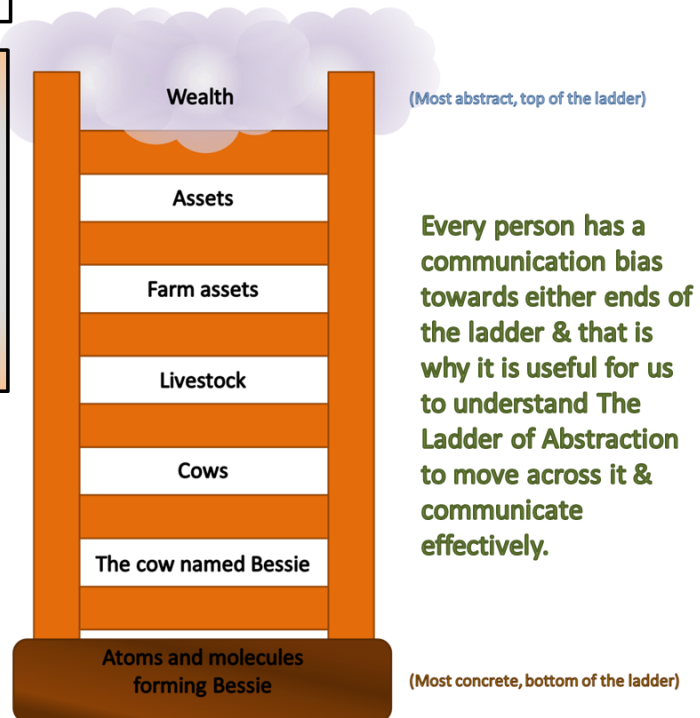
The Ladder of Abstraction is a concept that is popularized by S. I. Hayakawa. It is a hierarchy for language based on its 'concreteness' or 'specificity'.

An example of the Ladder of Abstraction is shown below through Bessie the cow.

## Concrete Terms

- Things that are available to the senses.
- They have consistent meanings.
- Eg. chair & apples.

Food for thought: Are you more inclined towards the top of the ladder or the bottom of the ladder?



# DISC Styles

DISC is a personal assessment tool used to improve work productivity, teamwork & communication.

It measures behaviour through two dimensions:

- **Pace (or Directness):** Measures the speed in which a person talks, makes decisions & does things in general.
- **Orientation (or Openness/Guardedness):** Measures how readily a person is willing to express their thoughts & emotions. A task-oriented (guarded) person tends to only share emotions & information when necessary while a people-oriented (open) person tends to readily share emotions & information.

