

Intuitive Profiling

Your Secret Weapon For Better Emotional Management

By Nicole Fisher



Do you ever find yourself asking your partner or children something and think that they're not listening? Or wonder why you instantly click with some people and not with others? And have you ever wished that you could better understand your work colleagues and boss – but more importantly, have them better understand you?

For almost 20 years Brisbane psychic profiler Julianna Suranyi has been studying human behaviour and the role that the psyche plays in our actions. She has taught those in the corporate world the secrets to better personal and personnel management, and therefore profits, and is now sharing this information with the wider community by teaching intuitive profiling.

Born a psychic, Julianna was able to “read” people from childhood and at age 18 fully recognised her knack of innately understanding people’s motivations by “feeling their brain work”. Not content to have just one set of skills, she started applying her psychic expertise to forensic cases and received government training in psychological profiling. Julianna also undertook her own studies in NLP and acuity.

Working for years with the police, corporations and government departments in forensics, recruitment, corporate training and behavioural management, she has gained valuable insight into how people can improve all of their relationships through recognition and management of their behaviour and psyche.

“Intuitive Profiling was created from my vision to develop people’s psyches, enabling each person to adopt a proactive rather than reactive approach to every day decisions and challenges,” says Julianna. “I want to empower individuals to have the ability to identify, understand and alter their behavioural traits by recognising the interpersonal tools at their disposal.”

We all have moments when we feel like we’re talking and no-one is listening. Our partners, children, family, work colleagues and friends are often the greatest source of both inspiration and frustration to us. Supposedly simple things like getting your children to pick up their toys can quickly turn into one of the most aggravating situations in your day. Discussing a problem with a work colleague can be a major issue if you don’t have any kind of rapport with them.

But this can change with some powerful intuitive profiling knowledge. By classifying the way you absorb information, identifying your thinking preferences and developing and trusting your instinctive behaviours driven by the psyche, you will better understand your model of the world and gain a tool base to be able to recognise other people’s models of the world.

“We do not necessarily have to agree with these models but we need to co-habit with them. Once we acquire the skill base to not only understand these models, but to keep our own model of the world intact and successful, we are on our way to achieving emotional wellness.”

So where do you start? In teaching intuitive profiling, Julianna explores three areas in depth.

Step 1: Identify your acuity

“Everyone is born with one type of acuity – and we don’t get to choose it! We are either kinaesthetic, which means that our fingertips and toe tips are the conduits for our information absorption; visual, which means that we see in pictures; auditory, in which we tilt our head to absorb information via our right ear; olfactory in which we use our nasal passages to transmit messages to the brain; or gustatory, which uses the sensations of taste to make sense of our world,” said Julianna.

“Going through these is quite complex but once we identify how we absorb our information the reasons we act in certain ways become clear, making us better equipped to control our environment – and therefore more confident.

For example, if a person is auditory it doesn’t mean they have to look at someone who is speaking to absorb what they are saying – but it can appear that they are rude and disinterested during that conversation. If a person is kinaesthetic it may appear that they are fiddling all the time and therefore not paying attention.

Once you identify your own acuity and how you need to absorb information to understand your various environments, you then begin to understand how you relate to others. Do this and you can start identifying the acuities of others, which is particularly vital for great relationship management within a work and family environment.”

Step 2: Identify your HBDI

People naturally like people who are like themselves. The reality is that we all have to work, negotiate, manage and live with people who prefer to energise, take in information, arrive at decisions and live in the world differently from us.

Julianna says that the Herrmann Brain Dominance Instrument (HBDI) is a tool that allows you to always win/win with people as it provides a way to measure and describe thinking preferences.

Labelled with the colours blue, yellow, red and green, these four key

groups (distilled from over 800 areas of the brain) outline specific characteristics that can be attributed to people, to allow you to identify the way they think and react.

In brief, blue people are logical, analytical, factual and quantitative. They make decisions on what works for them and they work to specifics. Yellows are creative, global in their thinking, intuitive and entrepreneurial. They are good at seeing both the problem and the solution but often choose not to follow through on the details, plus they can be scatty and disorganised.

Reds are nurturers, emotional, great team workers and are touchy/feely. They place importance on the experience that people are having and can be easily hurt. Greens are the army in life – ordered, organised, planned and detailed. They like processes, lists, balance and knowing everything has its place.

Once you know your HBDI, and it becomes very easy to identify once you go through some simple exercises, the way you operate becomes very clear to you. What also becomes clear is the way you relate to others and the expectations you have of others and why you clash with some people constantly and others almost never.

“In the case of family it can be a light bulb moment,” Julianna says. “I have worked with people who suddenly realise that not everyone analyses every situation and behaviour they witness (blue). Others finally understand that while they like their feelings known (red), other people don’t see a need to share this, and that is why major clashes occur.”

In the case of a work environment, a blue manager who is able to identify a problem and gives out specific instructions to his team as to how it needs to be addressed, will lose the goodwill of the red members of his team if he doesn’t respond to their greetings or see if they are comfortable with the solution he is proposing. Identifying feelings is not a high priority for a blue person but it’s the basis from which a red person operates – and misinterpretation of this can mean both parties suffer because they are not working together effectively.

After an individual or group has their HBDI profile identified, they are better able to successfully apply not only the understanding of their thinking style, but also their preferred learning, communicating and problem solving styles.

Step 3: Identify your core inner strengths and weaknesses – your psyche

Julianna’s differentiating factor as a trainer and developer is the strategy she has devised around the use of the psyche in conjunction with acuity and HBDI. She believes in order to strengthen your personal abilities, it is essential that you are first instructed on how to develop and trust your own instinctual behaviours, which are fundamentally driven by your psyche.

“Our MINDS are the creators of our external and internal worlds. We give life to how we experience things by the ways in which we think about them. The business we are running, the family we are nurturing, the relationships we are building, all occur as a result of our own creation. The way these facets of our life develop are all products of our own personal beliefs, values, cultural influences, assumptions and decisions.”

Julianna says that whilst some coaches address the importance of balance, most lack the understanding and intuition to recognise and develop the strength of the psyche within an individual.

“Look at how many entrepreneurs following a well-formed strategy will also rely on their ‘gut instinct’. Most successful people are guided by different influences ranging from family values, personal challenges, creativity and freedom to experience their own personal achievements. Their common and most significant factor is that they all know what their purpose is in life. They know what their most important values are and choose to behave consistently with them.”

In her teaching, Julianna stresses that to further your ability to access and rely on your core inner strengths, you must also acquire the ability to understand and control your weaknesses (and she’s not talking about chocolate). Doing this will complement your ability to effectively anchor yourself during future decision-making processes.

“These added inner-self efficiencies enable people to have the freedom to comfortably channel and hone their thought processes and behaviour patterns.

Ultimately, they will achieve the ability to read and accurately pre-empt another individual’s response through the observation of body language and the combination of profiling tools provided to them, complemented by the ability to feel another person’s energy.

This is not about learning to be psychic. By creating this degree of transparency in personal encounters with others, it allows your approach to be more responsive, which in turn will create more opportunities to control and maximise an outcome to its gross potential.”

So how does intuitive profiling apply to everyday living?

Julianna says it’s about being empowered to:

- “Read” people by gaining rapid access to their personality and character traits.
- Identify, understand and alter your own behaviour traits.
- Appreciate how and why people differ, and how this can be an advantage and developed, instead of being a frustration.
- Access techniques to better understand and manage your children.
- Learn to develop and trust your own gut feeling, and stop giving away opportunities.

Personal relationships, communication with your family (especially children) and working relationships – can all be clearer and easier when you learn to intuitively profile and build on the resources you already have to achieve emotional wellness. ■

Julianna is holding two-day seminars teaching Intuitive Profiling on March 21 & 22 and April 4 & 5 2009. www.julianna.com.au