

# Individual Differences

How to Discern and Then  
Mock Them

# Chapter Outline

- Intelligences
- Personality
- Cognitive Style
- Values
- Note: Some people may be missing some or all of these characteristics

# Intelligences

## ■ Analytical Intelligence

- Often guilty of talking like a computer
- Annoy them by presenting philosophical questions that they can't answer with pure logic
  - Ex: "If a tree falls, does it make a sound?"
  - Even better: "What is the meaning of life?"
- You can also accuse them of being unemotional and robotic, if you prefer

# Intelligences

## ■ Practical Intelligence

- Always interested in the bottom line
- They might be annoyed by constant suggestions of how to make something that they've done more elaborate
- For maximum effect, make sure that the things that you suggest are completely unnecessary
- If they refuse to listen to you, you can accuse them of being cheap and lazy

# Intelligences

## ■ Creative Intelligence

- Always thinking up new stuff
- Sometimes impractical or silly
- Question their intelligence often
- Give them weird looks whenever they suggest something
- Remind them of the bottom line a lot (See previous slide)
- In a project, accept their ideas and then change them without asking

# Personality

- Five major dimensions of personality
- “JERKS”
  - **J**udgmental
  - **E**gotistical
  - **R**elentless
  - **I**r**K**some
  - **S**tupid
- Knowing this will not help you annoy people in any fashion
- But it's on the test anyways
- Ha, ha, ha.

# Cognitive Style

- Closely tied into personality
  - Feeling type – Person uses intuition
  - Thinking type – Person wants facts
- Use the earlier slides to conjecture which personality type the person is
- Knowing this, you can guess their cognitive style
- Unfailingly give them the opposite kind of information that they need
- You will appear helpful to others and still manage to annoy your victim!

# Values

- First, verify that the person has them
  - Ask subtle questions, like: “Do you think that cracked software is wrong?”
  - Their answer will be no, obviously, since everybody cracks software
  - Even if they didn’t, they wouldn’t badger you about it!
- Now that their guard is down, ask them: “Do you think that murder is wrong?”
- If they look at you strangely or sprint away, then they probably have values



# Values

- Now that you've determined whether or not they have values, act accordingly
  - If they have values, accuse them of being preachy every time they disagree with you
  - If they don't have values, always talk to them in a condescending manner and infer that they might soon be hit by a bus
- Either way, refuse to get involved in a complicated moral argument... the group will grow disgusted with both of you if you start bickering!

# Chapter Summary

- You've now learned the basics of discretionary irritation
- (Translation: You can figure out a person's weakness and then exploit it in social settings)
- Next unit: False colours!