



# Focus report relationships

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Demo LUXX

## Focus evaluation relationships

This focus evaluation is intended to be a basic tool for analyzing and coaching relationships of all kinds.

Preliminary remarks from LUXXprofile: we will not take any particular type of relationship as a central starting point. Logically, working relationships of all kinds are considered within LUXXprofile.

First, self-reflection of the respective relationship partners should be initiated, which is the starting point for all further inquiries that are solved together with the LUXX Expert.

### **Please be sure to note:**

The LUXXprofile is and remains without judgment and evaluation. People, on the other hand, do judge and evaluate results within the framework of their emotional perceptions. Many people who have significant BLUE and RED expressions see these as “right” and as “normal”. This alone can be the reason for considering the opposite expression neither as normal nor as right.

The emotional perceptions shown in this document are statements of people who have the corresponding expressions in RED or BLUE. I ask people with significant expressions to describe their emotional perceptions and to check to what extent they correspond to the already documented perceptions of other people. In this respect, this focus evaluation will be constantly upgraded.

The document is read from the perspective of the RED or BLUE profile. Each text begins with the respective characteristic. The description of the opposite motive expression follows thereafter. Thus, each relationship partner receives information about all existing emotional perceptions.

In addition, it is described how the respective motive characteristics can become noticeable within a relationship. That is not only a chance to understand the other person better, but also to get a realistic view of the emotional perceptions that can be triggered by and within people with the opposite expression

According to the experiences of many, this is the starting point to optimize the respective relationship behavior by turning the differences into synergies or by developing sustainable agreements.

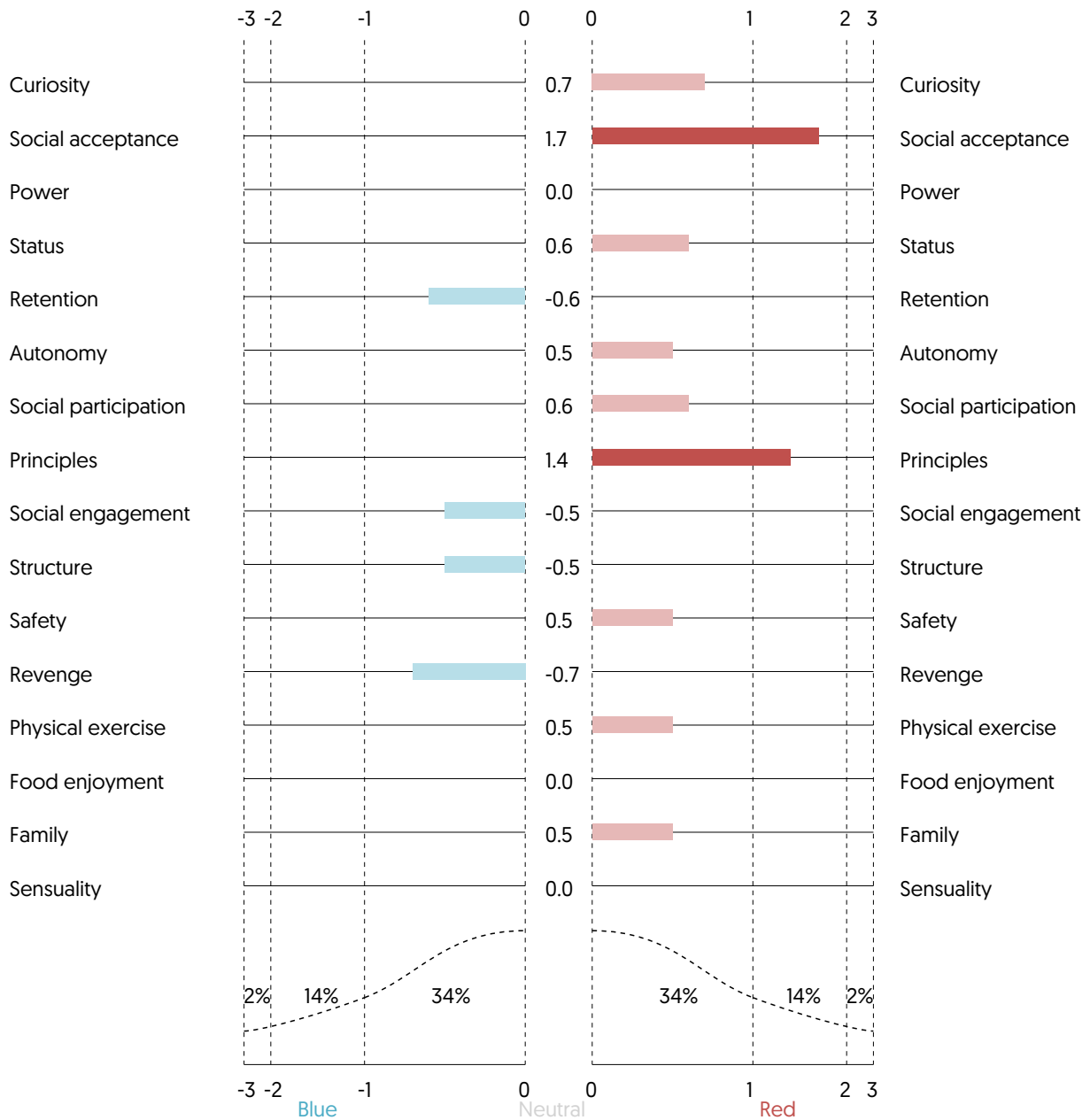
For any type of consulting, coaching or as such in which this focus evaluation is used, the following needs to be kept in mind:

The standard evaluation is always the start of any work with LUXXprofile. Before reflecting on relationships, the individual's self-reflection on the basis of their LUXXprofile must take place.

To work with this analysis for consulting or coaching purposes, it is always necessary to be accompanied by a qualified and certified LUXX Expert.

Aachen, 15.06.2019, LUXX United Ltd.

# Andreas Muster



## Social acceptance

■ Red characteristic

### Relationships – SOCIAL ACCEPTANCE RED

The motive SOCIAL ACCEPTANCE explores the perspective from which a person derives their positive self-image. The BLUE expression describes a person building their positive self-image from within themselves. If someone creates their positive self-image with the help of the feedback of others, their expression is RED.

The special significance of the motive SOCIAL ACCEPTANCE lies in the fact that the relationship partner having a RED expression actually needs the confirmation and recognition of the other partner, while BLUE does not require this kind of recognition and regards confirmation only as a friendly gesture.

The motive characteristic SOCIAL ACCEPTANCE RED leads to a kind of perfectionism with which one wants to correspond to the actual or supposed expectations of others linked with very high demands on oneself, which is frequently unfulfillable. The expected reward from these efforts consists of unrestricted confirmation and recognition. Any kind of relativization of the confirmation leads to the devaluation of the expressed confirmation.

In relationships, the characteristic SOCIAL ACCEPTANCE RED always leads to the expectation that the other person sees the effort and performance that has been made. In addition to the sensitivity to criticism, this often results in a particularly high level of attention to the reactions of the other person. In particular, people with the characteristic BLUE in SOCIAL ACCEPTANCE are not aware of this attention and, therefore, act "insensitively".

#### **Emotional self-description of SOCIAL ACCEPTANCE RED:**

*I am a perfectionist and self-critical.*

*I am very sensitive to criticism, but I am my own biggest critic.*

*Criticism demotivates me.*

*I am sensitive and adaptable.*

*I have very high expectations of myself.*

*I hate making mistakes and am constantly looking for the perfection that is expected of me.*

*Confirmation, positive feedback, and praise are very important to me.*

*I am always looking for recognition from others.*

*I am very sensitive to the reactions of other people and have very fine antennae for my human environment.*

*I praise others and can appreciate them.*

*I am very vulnerable to criticism or lack of affirmation.*

#### **People with an opposite expression (SOCIAL ACCEPTANCE BLUE) are often described by SOCIAL ACCEPTANCE RED with the following emotional perceptions:**

*SOCIAL ACCEPTANCE BLUE is conceited, arrogant, and has no sensitivity when it comes to criticism.*

*They are often cold and ruthless, and oriented only towards their own judgment.*

*They are arrogant, unreflective, careless, and inconsiderate in their statements.*

*They are unfair and hurtful.*

*They always see only the negative sides and cannot praise others.*

*They are selfish and opinionated.*

*They often overestimate themselves and without self-criticism.*

*They are callous and rude to others, and only grumble and criticize.*

#### **How does one deal with this motive expression in general and especially from the perspective of SOCIAL ACCEPTANCE BLUE in relationships?**

**The following strategies are recommended:**

It is helpful to keep in mind the sensitivity of SOCIAL ACCEPTANCE RED and the connected necessary validation.

These people do not immediately respond positively to recognition. Don't be discouraged. The joy of confirmation will come delayed.

Separate criticism and confirmation are helpful.

**Special Notes:**

The high demands that SOCIAL ACCEPTANCE RED places on oneself are usually unattainable. It helps to explain that these high demands are only their own. They usually do not correspond to the demands that others make.

**Examples from everyday life:**

- Example 1: It is noticeable how much these people hate to be out of control, because this could reveal a mistake. "I prefer to control myself!" is a quote from SOCIAL ACCEPTANCE RED.
- Example 2: Many of these people can spend a lot of time perfecting themselves because they are never really satisfied. In areas where performance requires a special talent or skill, this is a distinct advantage especially noticeable in sports, music, and arts. Training and practice are done with extraordinary meticulousness, which can often lead to great success.

**Relationships – SOCIAL ACCEPTANCE BLUE**

The motive SOCIAL ACCEPTANCE explores the perspective from which a person derives their positive self-image. The BLUE expression describes a person building their positive self-image from within themselves. If someone creates their positive self-image with the help of the feedback of others, their expression is RED.

The special significance of the motive SOCIAL ACCEPTANCE BLUE lies in the fact that this person does not need the confirmation and recognition of their partner and considers something like confirmation and praise as a friendly gesture.

For many people, this motivational characteristic leads to "trial and error" due to the mindset that one learns from mistakes, also within the relationship.

Thus, one must recognize mistakes as such and can also improve the respective relationship that way. For this reason, these people find it important to point out mistakes, which leads to criticism being seen as a positive contribution within the relationship. Criticism is rarely perceived as hurtful, but rather as helpful.

**Emotional self-description of SOCIAL ACCEPTANCE BLUE:**

- I am self-confident and self-assured.*
- I mostly have a positive self-image.*
- I have a high tolerance for mistakes and believe that you can only make each mistake once.*
- I am robust to criticism from others.*
- I learn from my mistakes.*
- "I can't be everybody's darling."*
- I rest within myself.*
- I usually see criticism as help and am happy to criticize and help others.*
- I am me! I can laugh at myself and often make my own mistakes with humor.*

**People with an opposite expression (SOCIAL ACCEPTANCE RED) are often described by SOCIAL ACCEPTANCE BLUE with the following emotional perceptions:**

- They are always uncertain.*
- They are weak and moody.*
- They lack self-confidence and are never satisfied with themselves.*
- They are selfish and are "fishing for compliments."*
- They are constantly questioning themselves.*

*They are often submissive and overly friendly.  
They don't stand up for their mistakes.*

**How does one deal with this motive expression in general and especially from the perspective of SOCIAL ACCEPTANCE RED in relationships?**

**The following strategies are recommended:**

It is useful not to see their manner of criticism as negative rejection or even as deliberately hurtful comment. Criticism is much more likely to be seen as a friendly gesture of help.

**Special Notice:**

People with SOCIAL ACCEPTANCE BLUE can laugh at their own mistakes and do the same at the mistakes of others. Most of the time, this is not meant to be an expression of arrogance and superiority.

**Examples from everyday life:**

- Example 1: Many executives and also company owners with this motive prefer a “culture of trial and error” because they consider it to be effective.
- Example 2: “I can do anything!” is a popular belief among these people.
- Example 3: If you confront this motivational expression with the sentence “you won't make it anyway!”, it usually leads to a strong motivation.

## Principles

■ Red characteristic

### Relationships – PRINCIPLES RED

The motive PRINCIPLES describes the importance and purpose of observing principles of all kinds such as rules, norms, and internal agreements as well as how consistently these are adhered to.

The motive PRINCIPLES RED implies that all internal and external principles and agreements are followed accurately.

PRINCIPLES RED also expresses itself through the affiliation to a community of values (e.g. a religion). If regulations for relationships are given, they are observed and lived by. The same is expected from the relationship partner.

The described consistency applies equally to agreements and rules made within the relationship with only little flexibility.

#### **Emotional self-description of PRINCIPLES RED:**

*I am responsible, loyal, principled, and full of character.*

*I am dutiful, honest, and faithful at all times.*

*I know the importance of virtue and morality.*

*I always align to the roles and duties assigned to me fully and loyally.*

*You can absolutely rely on me.*

*Keeping agreements is important to me.*

*I am always credible and reliable.*

*Of course I abide by rules and standards.*

#### **Emotional perception for the opposite (PRINCIPLES BLUE) from the point of view of PRINCIPLES RED:**

*They are unprincipled and disloyal.*

*They are dishonorable and repeatedly opportunistic.*

*They are unfaithful, characterless, selfish, and careless.*

*"If you rely on them, you're relied on."*

*They are not keeping agreements and adhere to rules. They only see their own advantage.*

### **How does one deal with this motive expression in general and especially from the perspective of PRINCIPLES BLUE in relationships?**

#### **The following strategies are recommended when dealing with PRINCIPLES RED:**

It is advisable to respect the adherence to principles in the respective relationship as something significant, in which there is no room for flexibility in many situations.

Every agreement within the relationship has meaning simply because there is a commitment to it. The content is less important than the commitment itself. In most cases, deviating from an agreement or ending an agreement leads to conflict.

The topic of loyalty is of particular importance. On the basis of PRINCIPLES RED, there is no leeway or flexible possibility of interpretation.

#### **Special Notice:**

A discussion or even an argument about consistency in the application of principles tends to be emotional in many situations. Criticism of consistency in adhering to principles is perceived as a kind of confirmation of how right and how important it is to stand up for one's principles. From this point of view, ultimatums of any kind are not helpful.

**Examples from everyday life:**

- Example 1: Strict believers from the most diverse religions do not even think about how they decide when they are supposed to follow the requirements of the job and, thus, contradict their religion (politics, culture, homeland, etc.).
- Example 2: Many people with PRINCIPLES RED report how much they intuitively see their own set of values and rules as something general that applies to all people.
- Example 3: A woman with PRINCIPLES RED shared how she was ashamed as a child when her parents hid cash in children's shoes during border crossings. "I still don't forgive them!"
- Example 4: Soccer fans are often characterized by PRINCIPLES RED. Questioning their love and loyalty to the club can lead to strong emotional reactions.

**Relationships – PRINCIPLES BLUE**

The motive PRINCIPLES describes the importance and purpose of observing principles of all kinds such as rules, norms, and internal agreements as well as how consistently these are adhered to.

The PRINCIPLES BLUE motive causes one to evaluate all internal and external principles and agreements regarding their purpose for the individual. Personal advantage needs to be linked to a principle in order for it to be adhered to. This approach is perceived as pragmatic and as "common sense."

The described flexibility enables adaptable situational behaviors and conditions. It is easy for individuals having the PRINCIPLES BLUE expression to abandon or change agreements that may unexpectedly cause unintended harm. To the same extent, it can be difficult to adhere to long-term agreements because they may not hold any obvious situational benefit.

**Emotional self-description of PRINCIPLES BLUE:**

- I am goal-oriented.*
- I am very flexible and adaptable when it comes to my goals.*
- I am very creative when it comes to alternative approaches.*
- I am of the opinion that it is not possible to keep all promises.*
- I am able to act situationally and I am purposeful and solution-oriented.*
- I am always goal/purpose/benefit-oriented.*
- I don't cling to outdated rules and norms and, thus, ensure a variety of possibilities for myself.*

**Emotional perception for the opposite (PRINCIPLES RED) from the point of view of PRINCIPLES BLUE:**

- They are (PRINCIPLES RED) very self-righteous.*
- They are "moralizers" and hypocrites.*
- They are strict, fussy, inflexible, vindictive, dogmatic, and lecturing.*
- They think, "Honor is something you have to be able to afford."*
- They are morally overbearing and arrogant, presumptuous and petty.*
- They are often far too hard on themselves and on other people.*
- They are narrow-minded and adopt rules and principles completely without reflecting on them and without regarding circumstances.*
- They are one-sidedly fixated on their faith (principles, beliefs).*

**How does one deal with this motive expression in general and especially from the perspective of PRINCIPLES RED in relationships?**

**The following strategies are recommended when dealing with PRINCIPLES BLUE:**

It is helpful if the meaning and goal of all kinds of agreements can be defined. In addition, it is supportive if they are regularly reminded of agreements.

Every agreement within the relationship gets its meaning from the mere fact that it brings an advantage for the individual.

The topic of loyalty is of particular importance.

**Special Notice:**

PRINCIPLES BLUE often considers keeping agreements as a kind of two-sided deal that is only valid as long as both deal partners keep it. If one of the partners breaks the deal, the deal as a whole is terminated.

**Examples from everyday life:**

- Example 1: For PRINCIPLES BLUE, rules are always considered with regard to their usefulness, for example, pedestrian traffic lights being in operation at night although no cars are on the road.
- Example 2: Athletes with this type of motive justify violations of the rules (up to and including doping) with the statement that others do the same and that one only has the choice of also doping or not competing at all.