

ADRIANA S. JAMES

A READER'S GUIDE TO
VALUES

What You **MUST** Know About Yourself and Others
if You Want to Enhance Your **Success** in Life,
Relationships, and Business!



From the author of Time Line Therapy® Made Easy
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“If you know what value levels the people you meet and work with are operating from you will have a tremendous advantage as you will understand their strengths, weaknesses, and instinctive behaviors. What’s more, understanding your own values will help you achieve greater happiness, success, and satisfaction in life.”

~ Adriana James

Contrary to popular belief, what you **don't know can hurt you!** That's why you need to recognize different values levels so you don't make mistakes that just might derail your relationships, business, and career. You'll also have the key to your own and others happiness.

In this readers' guide, you'll learn what characterizes each values level as you meet: -

1. The Self-centered Addict... who will never return a favor no matter how much you do for them, but who will do whatever it takes to satisfy their basic needs.
2. The Family-first Loyalist... who will always seek advice from their clan or community tells them to, no matter how many other people they talk to.
3. The Independent Rebel... who will say whatever they need to so that you give them what they want and not worry what other people think about them.
4. The Faithful Follower... who can be relied on always to follow the rules and do what is 'right' according to socially accepted norms.
5. The Innovative Materialist... who enjoys material possessions, thinks like an entrepreneur and often makes people uncomfortable by debunking 'myths'.
6. The Metaphysical Thinker... who has fully experienced wealth and success and is re-connecting with community and spiritual thinking.
7. The Realistic Solution-finder... who values functionality, learning, and is open to new solutions and ready to lead **or** to follow as circumstances demand.
8. The Galactic Consciousness... whose solutions truly benefit humanity yet fully allow for the uniqueness of each individual.

But first, let's look briefly at...

Why Values Matter

“Everyone has a value system, whether or not they acknowledge it: this is their ‘religion’.

People who insist they are value-free, who are unaware of their propensities, are simply lying to themselves.”

~**Maggie Ross**

Why do we live?

Why do we die?

What is the meaning of life?

How then should we live?

These are the universal questions asked through countless ages by men and women all over the world, and answered in almost as many different ways. Those who claimed to have the ‘true’ story become the leaders of movements, religions, trends. The rest of us follow in their paths, adopt their values, and live according to their teachings. Many of us do this unconsciously, because that is the nature of values: they are deeply held, **unconscious** truths that hold our beliefs and drive our attitudes and actions.

Everyone has values but not everyone has the **same** values (far from it!). Since your values determine the things you will inevitably react to when threatened, and defend with whatever resources you have at your command... and since your family, friends, colleagues, and bosses may have different values that will cause them to react it’s worth thinking carefully about what values are, and why they drive us the way they do.

There is no such thing as ‘right values’ because values are individually determined. However, your values can be discovered, changed, and reorganized and this reality is particularly important in today’s highly transitional environment. Stability is itself a value - and if you hold the value of stability tightly then you will be resentful, angry, and poorly equipped to deal with our changing reality.

I believe that understanding Values (both your own and others’) is vital for anyone who wants to make a ‘success’ of their life... however you define that success. Ever since I encountered the seminal work of Clare Graves on values

and recognized its potential I have been testing his hypotheses against the people and societies I have encountered. After more than 20 years of analysis, my conclusion is that his observations were incredibly accurate, and the implications for our daily life are profound.

Have you ever wondered why: -

- Some people never return favors no matter how much you do for them while others are keen to reciprocate and *bate* to be 'indebted' in any way?
- Your highly intelligent spouse always follows the advice of his/her parents, or other family leader even on subjects where **you** are the expert?
- Some sales people only ever sell once to a customer, while others have customers coming back over and over?
- Some of your friends always know what the 'right' decision is, while others seem unsure?
- Some people have innovative and out-of-the-box ideas and solutions, and always seem to make money while others have just as many ideas but never seem to make them profitable?
- Socialism, fascism, communism, scientism ... and all the other '-isms' look so different, yet share many similarities?
- Communities that start out with high ideals and aims for saving the world end up looking like repressive ideologies after some years?
- Employees that agree with your mission statement and values end up sabotaging all your efforts?

... If so, then you'll find the study of values levels intensely valuable because they will help you understand why your loved ones, your colleagues, and your bosses respond the way they do to common situations like: -

- Conflict
- Competition
- Stress
- New ideas
- Rules and regulations
- Failure
- Contradictions and threats

But first, let's look at the basics of values levels so we're all on the same page...

What Are Values? - A Summary

1. Values are not what you like, but what is important to you;
2. Every person has values;
3. Every individual's set of values is different from another individual's;
4. No values levels are 'better' than others but they are all geared to support existence inside a certain type of environment;
5. Development through the values levels and different types of thinking is possible but not guaranteed;
6. Values are not related to intelligence, nor are they related to how people think. They are related to environment and neurology;
7. At least in the western world nobody 'is' a certain values level. You can't say to somebody "Oh, you're a values level X!";
8. Under stress people revert to the last completed previous values level.
9. You cannot progress through values levels unless all the concerns related to one values level are fulfilled, and the energy spent on these concerns is freed;
10. People can exhibit different values levels in different contexts;
11. A lower values level cannot understand or comprehend a higher values level;
12. The words a person is using to describe his/her own values may be of a higher values level than the neurology of the body.
13. Each values level has positive aspects and negative aspects like a coin with two facets.

When you read [Values and the Evolution of Consciousness](#) you will quickly realize that a major emphasis of all discussion of values levels is that this is not another kind of box or set of labels to use (for yourself or others). Values levels are a way of thinking about individuals and society that can help you understand what is **really** going on in individuals, corporations, and the world, so that you can respond appropriately.

This Reader's Companion is not a substitute for reading the book itself, it's not a 'Cliff's Notes' version. Its purpose is to help you understand why values level are highly relevant to your life, and worth your study. *

*All page numbers cited in this book refer to [Values and the Evolution of Consciousness](#) by Adriana S. James, Sidonia Press 2016.

The Key to Removing Resistance

“If we were to be totally congruent in what we do according to our values and in alignment within ourselves, our objectives and goals would be easier to achieve.”

~Adriana James

- What if you understood how to achieve your goals and objectives with the least possible resistance?
- What if you understood how to motivate others so that they worked alongside you without resistance?

Just think about those two questions for a moment... I'm sure you can quickly think of ways in which resistance complicates your life and relationships and interferes with your happiness. The truth is that most of this resistance is bound up in our unconscious values. We are often more focused on trying to fulfil society's expectations rather than our own values and so we create goals we believe we 'ought' to want to achieve, rather than goals that are aligned with our values. This is **not** a recipe for a happy and fulfilled life!

“From earliest recorded history, we have searched for ways in which to explain the mystery of our motivations, behaviors, relationships, and the meaning of our existence in the face of a mysterious universe.”

~Adriana James

The first chapters of [Values and the Evolution of Consciousness](#) delve into our motivations, the relationships between our values, beliefs, and attitudes (including our increasing awareness of attitudes relative to values) and establish the framework for discussing our journey through the values levels from 1 to 8 and understanding the role of both environment and neurology in that journey.

A World of Rapid Change

“When we say that people have ‘no values’ what we are really saying is that their values do not concur with ours.”

~Adriana James

“There are good reasons for suggesting the modern age has ended. Many things indicate that we are going through a transitional period, when it seems that something is on the way out and something else is painfully being born.”

~Don Edward Beck and Christopher C. Cowan

Our values, and, therefore, our belief systems, our ways of thinking and our resulting behaviors are geared toward supporting existence and survival inside a specific type of environment. On the other hand, when the environment is changing rapidly it implies that we need to change to keep up with it... and indeed, through the ages we have seen that periods of transition such as our own have resulted in one of two responses:- either forward movement into a new values level or constant iterations of the same values level (as seen in our own century where we have seen - and continue to see - various values level four expressions with disastrous consequences - extensively discussed in Chapters 8 & 9 of [Values and the Evolution of Consciousness](#)).

The critical question to ask in a rapidly changing world is: is change something you welcome, something you struggle with, or something you ignore?

There are many reasons why people resist change and these often are related to limiting beliefs and decisions about how the world operates. These limiting beliefs and decisions often lead to anger, denial, resentment, and a generally inflexible neurology that does not cope well with change and development.

There are other factors in our resistance to change and the question is raised in Chapter 2 and subsequent chapters about the role of media and other authorities in deliberately creating an environment in which we become less equipped to move forward through the values levels.

“[however] for the overall welfare of total man’s existence in this world, over the long run of time, that higher levels are better than lower levels and that the prime good of any society’s governing figures should be to promote human movement up the levels of human existence.”

~ Dr Clare Graves (see p. 38)

As discussed in Chapters 9 and 10 the role of government and other shadowy yet influential organizations in promoting or holding back mass progress through the values levels must be questioned although the truth is far too well hidden by special interests for the average person to fully unravel it. I am certainly not the first person to question the purpose of state education and the kind of movies, TV programming, and even news broadcasting we generally see and hear and the more I discover and observe about values levels, the more I admire the prescience of Ray Bradbury, Aldous Huxley, and other writers as they looked at themes of mass alignment and coherence via artificial means.

We know just from what we have seen so far that the possibilities for progress through the values levels are exciting and infinitely dynamic. As we journey through the values levels the complexity of thinking and its multi-dimensionality expands with each values level even while they remain intricately connected at a deep level.

What Happens to People When They Are Confronted With More Change Than They are Equipped to Handle?

The dangers of too-rapid change and its effects on individuals are discussed on p. 70-76. This is significant because new developments and insights in physics suggest that the frequency of our planet is intensifying and this will result in even faster rates of change in human neurology.

As Dr. Graves mentioned in the above quotation, it is the role of government to promote human movement up the levels of human existence. The question we must ask ourselves is: - Are there figures in government (or behind government) who are manipulating the level of change we are exposed to, and our response to it?

A second question follows: - If this is the case (or even a distinct possibility), do we trust them to pursue our best interests? **And**, what can we do to protect ourselves and ensure our own forward progress?

On Education and Critical Thinking

“The public does not have access to the greater design for the future of humanity. All we can see at work is a heavy propaganda machinery, designed to create a massive social engineering. If this is the case, for what purpose?”

~Adriana James

One of the recurring themes in [Values and the Evolution of Consciousness](#) is the state of education in the western world.

We know from history - especially the history of twentieth century - that critical thinking is an essential part of progress. Otherwise we risk being taken captive by propaganda and led blindly into wars, social experimentation, and oppression by sanctioned authorities.

“True education’ enables greater level of abstraction thinking. Most modern education systems are designed to enforce values level thinking and turn out good workers with desirable skills.” (p. 41) The question that follows has to be: What kind of education are our systems providing today? Does it fall under the classification of ‘true education’? Certainly, levels of literacy and numeracy are increasing, but is that the whole compass of education?

As we look at trends in the world today we have to ask ourselves whether our education system is, in fact, a system of de-education, and whether we are being lulled into a state of profound unconsciousness. There are indications that this is happening and that we are seeing a strong awakening of values level 2 thinking in the unwelcoming responses to the refugee situation (among others) See p. 116.

If this is the case, for what purpose is it happening?

We may never know the true answer (see p. 256 to learn why), but we do know that since the western world is pre-dominantly run on the basis of values levels 4 and 5 thinking that ‘crowd control’ is probably a strong motivational force in this re-engineering of the education system with a view to holding back the progress of society. I suspect that this is closely linked to...

Understanding Other Values Levels

“We cannot understand each other!”

One of the first principles of values levels is that a lower values level cannot understand a higher values level’s way of thinking. The corollary to this is that: -

“We cannot solve our problems with the same thinking we used when we created them.”

~Albert Einstein

Since our current society, and the powers that control it, has generally not evolved beyond the values level 4 and 5 thinking that has created the problems we face today we cannot really expect genuine solutions to emerge... yet.

In your daily life and relations, you need to keep in mind the fact that a lower values level cannot understand the thinking of a higher level. With a little practice, you will quickly recognize (in yourself as well as others) that there is some variation in your values level thinking depending on circumstances and stress. It’s amazing how quickly a values level 4 manager can turn into a values level 3 piranha when a project is not going well. What is less obvious is that when this person is operating out of their values level 3 persona, they cannot grasp their usual values level 4 way of thinking. Since this is true of a person who does have both levels of thinking open, how much more true if they have never moved beyond values level 3 thinking at all!

This is the real reason why **you, my reader**, need to take responsibility for the evolution of your own individual consciousness through self-awareness, self-education, and self-development. Values evolution has both individual and group aspects. While our environment can help or hinder our growth, it is still largely a question of personal choice, and there are ways of accelerating our personal evolution of consciousness through the values levels.

The further you have progressed through the values levels, the better you can understand others with whom you are living and working, and therefore, the

more flexibility you have to communicate with them. Since one of the reasons you have downloaded this eBook is to become more successful in life, relationships, and business you can see how achieving the higher values levels puts you at a competitive advantage, even though these levels are not 'better' than lower values levels.

“Understanding multiplied by critical thinking leads to freedom which leads to wisdom, and wisdom allows for creative and complex thinking.”

~ Adriana James

Speaking historically of the progress of values level thinking, we cannot categorically say what was the impetus for each transition, especially from values levels 1 and 2. However, we can see that these transitions did happen, and we can use more recent historical as well as psychological evidence of growth in children to understand them. In [Values and the Evolution of Consciousness](#), I explore the transition phenomenon in detail, especially how it varies between levels. For now, it enough to say that, for it to happen naturally, some conflict or major challenge is usually involved in the transition process.

Perhaps you feel (as I did, and as many of my students have), that you are not really that interested in your personal evolution if it requires you to confront conflict or major challenge. It is daunting. But I also know, because you are reading this eBook that you are not afraid of challenges and you do want to evolve your personal consciousness. I strongly urge you to read [Values and the Evolution of Consciousness](#) carefully, especially Chapter 3 and Chapters 8-16. You will probably be surprised and disturbed by some of what you read, but I suspect that you will also be intensely motivated to educate yourself in critical thinking, to resolve any issues that are holding you back from fully completing past values levels, and to work forward through the next values level by engaging in reflection and exercises to accelerate your progress.

To understand why critical thinking is so important today read [Values and the Evolution of Consciousness](#). Email info@nlpcoaching.com to learn more about our live trainings

Values Levels Outlined

“There are no constraints on the human mind, no walls around the human spirit, no barriers to our progress except those we ourselves erect.”

~ Ronald Reagan

This journey through the values levels is designed to provide a glimpse of how values levels affect your life each day, and how you can use them to gain insight into your own motivations, desires, and compulsions, and those of people around you. However, for a fuller understanding, you'll want to read [Values and the Evolution of Consciousness](#).

At risk of being boring and repetitious I'd like to remind you that every values level has positive and negative characteristics and that no values level is 'better' than any other.

Also, the values levels alternate between individualistic, self-orientation and sacrificial group orientation. There are certain similarities between all the odd-numbered values levels and all the even-numbered values levels. This is one of the reasons why transitioning from one level to the next can be so challenging... it involves a 180-degree change of orientation.

**As you read about each values level ask yourself: -
What is the perfect human being?**

If you answer according to the values level you are reading you will find that you end up with eight different descriptions... each one perfectly suited to the environment and neurology which it inhabits.

Values Level One: The Self-centered Addict

“Ken, my husband, just smelled like he belonged to me. I’m not talking about hygiene. I’m talking about when you hug him, he either feels like a member of your tribe or not. It’s their scent.”

~Erica Jong

This values level is dominated by survival reflexes. It is individualistic, consumed by basic human desires for food, sleep, shelter, safety, and reproduction of species.

Apart from some remote South American tribes which have avoided all contact with the outside world the only examples of values level 1 are babies, people with advanced dementia or other severely disabling conditions, drunken or drugged persons, and famine victims.

Values level 1 (in its native state) has better spatial awareness, a different relationship to time, and senses perfectly attuned to the weather and environment. They focus on **being**, rather than **doing** and probably can access different channels of awareness and communication.

There is no lack of intelligence in values level 1, they are simply immersed in their environment and one with it. They are primarily concerned with their own needs and once these needs are met will move onto the next instinct which demands their attention.

We have no idea what happened to catapult values level 1 out of their initial state of unconsciousness. Certainly, they were adapted to their environment, just as a baby is, and they had all they needed to survive, but something occurred to push them forward into...

Values Level Two: The Family-first Loyalist

“All for one, and one for all.”

~Alexandre Dumas

This values level is characterized by a complete surrender of one's life to the decisions of the tribe, family, or clan. The authority is external and family-based.

While values level 1 only survives today in the midst of tragedy, values level two is alive and well. In fact, some parts of the New Age movement clearly stem from an unfinished level 2 in many individuals (see p. 107). This is a communal and collective lifestyle, often involving shamanism and phenomena.

If you have a values level 2 person working for you, you will quickly discover the limits of your authority. No matter what you say, a values level 2 person will not accept your decision unless the elder or chief of the clan also agrees.

In this values level the safety and well-being of every member of the clan is paramount because it affects the safety and well-being of whole group. Clan members are willing to sacrifice themselves, and even give their lives for the safety of the group as a whole.

Values level 2 has much positive knowledge which is being rediscovered today including the use of plants for healing, energy work, altered states of consciousness, and the use of symbols to influence the unconscious. However, they are highly suspicious of newcomers and often rigid and inflexible in their thinking.

The indigenous Australian people still have a vibrant values level two culture which has much to offer the world including their access to different modalities of healing and conflict resolution.

When you meet values level 2 behavior it is especially important to respect their traditions and accept the fact that they will refer every major decision back to the elder or chief of their clan.

Values Level Three: The Independent Rebel

“When the tyrant has disposed of foreign enemies by conquest or treaty, and there is nothing more to fear from them, then he is always stirring up some war or other, in order that the people may require a leader.”

~Plato

Machiavelli's The Prince describes the epitome of values level behavior. If you look closely, you will still find many people in the world who consider this character admirable... which definitely shows that values level 3 is alive and well today.

Values level 3 sometimes seems like a toddler who is trying to assert his individuality. However, you have to admire their innate courage and willingness to pit themselves against the world of nature, humans, and other predators.

These are the explorers... always seeking the next frontier to conquer: mountains, oceans, deserts, space... or the next battle to fight. They are full of energy, often charismatic, and driven to succeed - or else!

Values level 3 wants immediate gratification of all his personal desires, requests and aspirations and they will do whatever it takes to achieve their goal including lying, cheating, and stealing; and impose their will on others without any hesitation or guilt because truth is always relative to the person you are dealing with. A values level 3 can tell the same story (or sell the same product) many different ways depending on who he is telling the story to, and what response he wants as a result.

Because the only real vehicle for fully completing values level 3 today is military, there are a lot of people around (both men and women), who have not yet completed this level and therefore still exhibit values level 3 behavior. Anywhere there is the opportunity to win (banks, politics, corporations, etc.) you will find examples of values level 3 alongside values level 5.

It is particularly important to remember that values level 3 cannot stand to lose and will become extremely aggressive and dangerous if defeated or shamed in any way.

The values level 3 person's motto is: "I will pit my all-powerful self against the world which is a jungle where only the fittest survive." He is ruthless, selfish, impulsive, and unpredictable, and yet he is also courageous, dauntless and his determination to succeed has led to some of mankind's greatest achievements.

Values level 3 never gives up his victories, and doesn't stop talking about them or parading them either. Alexander the Great, Napoleon Bonaparte and Adolf Hitler are classic examples of values level 3 charisma, energy, and personal magnetism.

Feudalism and colonialism are classic demonstrations of values level 3 economics, where wealth is unequally shared and a (very) few at the top profit inordinately while most people receive very little. Whereas values level 4 will attack another country to spread an idea (democracy), values level 3 attacks partly for the fun of fighting, but also for the resources they will gain.

Values level 3 is paranoid. If aliens were to visit earth then these people know that there cannot be a benevolent explanation. Before you laugh, on pp. 145-147 of [Values and the Evolution of Consciousness](#) I have documented some of the thinking shared by two experienced physicists with involvement in both defense and military intelligence that describes a scenario like this.

When dealing with anyone who has not completely finished values level 3 be very cautious. If they feel threatened they will attack mercilessly. You often meet values level 3 behavior in sales teams where, despite their charm offensive and ability to close an initial sale, they rarely receive follow-up orders unless they are carefully conditioned and have enough experience to realize that this is the key to long-term success.

Values Level Four: The Faithful Follower

“It is better to conquer yourself than to win a thousand battles. Then the victory is yours. It cannot be taken from you, not by angels or by demons, heaven, or hell.”

~Buddha

Values level 4 has many manifestations, but they are easy to recognize because they follow a very clear process and always have a guilt-inducing system.

Where values level 3 was individualistic in the extreme and tended to anarchy and unrest, values level 4 brings control, stability, and unity. It has a very important part to play in building society and making it livable.

Values level 4 has been in the world for thousands of years, with its first documented appearance in Egypt about 3,500 years ago (See pp. 159-162). Worship (an integral part of values level 4) was rigidly defined, ordered, systematized and made into a commonly accepted faith-based set of beliefs.

Common factors of values level 4 include delayed gratification (everything is for later, whether that is next year or in the afterlife), the controlling body is a larger entity - usually divine but possibly the state, or even a global authority. The excesses and indulgence of values level three become shortages and scarcities and the authority demands blind, unquestioning obedience.

Values level 4 follows a book that outlines and details the required beliefs, behaviors, and regulations. The book may be religious or secular, but either way it is the ultimate authority and describes **the One Right Way**. It also describes the **One Great Enemy!** Values level 4 thrives on dichotomy and unifies its adherents against a dangerous enemy.

Examples of values level 4 thinking include: -

- Socialism
- Communism
- Fascism
- Scientism
- Materialism

- Buddhism
- Hinduism
- Judaism
- Catholicism
- Islam
- Christianity
- Environmentalism

If you've ever wondered why governments have so much difficulty accomplishing anything, the answer lies with values level 4's preoccupation with academic study and theoretical work. They like tidy theories and closed systems and are not very interested in solving real problems.

Most of the world today is governed by values level 4 and 5 thinking. However, since values level 4 thinkers cannot comprehend values level 5 they relate to it as though it were values level 3 - with suspicion and repression.

Values level 4 thinkers aim for virtue and value sacrifice, duty, responsibility, purposeful living, compassion, love, stability, discipline and hard work. Life under values level 4 is simple and unambiguous, yet they have moved so far from uncertainty that they have developed a closed mind and are highly righteous, judgmental, and hypocritical.

They make great employees... as long as you are looking for people who will follow the rules and do what they are told to do in order to maintain the system.

Given the social goal of continuing to move up the ladder of evolution I have some concerns about the current direction of society and have noticed some very worrying trends. On pp. 179-181 of [Values and the Evolution of Consciousness](#) I discuss some signs of revival of an extremely repressive level 4 program on a global scale, its impact on medical practice and the attitude to health and healing, and its work in the schools.

Since values level 4 is a master of conditioning mechanisms and punishment, I believe that these are worrying signs that may delay the evolution of human consciousness and endanger our planet's future.

Values Level Five: The Innovative Materialist

“We will never know any real freedom unless our minds are free.”

~Jon Rappoport

Values level 5 is individualistic, free thinking and values science, commerce, trade, and the scientific method. Their goal is to maximize personal power, freedom, and take control of their own life. At the extreme they would like to take over the old values level 4 system, destroy the dogma, and use people and resources for their own ends.

Because they are thoroughly familiar with the ‘system’ having lived and worked inside it for years, they are able to use it for their own benefit and often exhibit treacherous behavior.

Values level 5 thinkers like Galileo, Kepler, Leibnitz, Francis Bacon, and Descartes were first seen during the Enlightenment (on pp. 206-208 James talks about the major advances in science and philosophy and how they affected society).

Life for values level 5 thinkers focuses on concerns related to money, control via money and wealth, sales, marketing, profit, and spin... values level 5 are masters of spin and the art of redefining words for their own ends.

In the 1400s and beyond some members of the merchant class saw the opportunity to position themselves as an intermediary between the producer of goods, and the consumer. They created opaque systems which were virtually immune to investigation, and had the ability to create inflation, deflation, bubbles, and generally take charge of the money supply. If that sounds familiar (and possibly scary), it should. Not much has changed since the 1400s except that wealth and control of wealth has become increasingly concentrated in the hands of a small number of families who control our money supply. Rep. Ron Paul has made a strong effort since 2009 to audit the US Federal Reserve Bank but this effort is working against the core principle of elements so powerfully entrenched that I would confidently assert it will never happen (See pp. 212-213 for further discussion).

Values level 5 does not directly engage in illegal activities. However, they are prone to 'bend the rules' and work around the system rather than simply ignore them as values level three would. Also, whereas values level 3 thinkers tend to use strong-arm tactics to engage cooperation, values level 5 uses mental manipulation techniques instead.

After all this talk of sales and profits, you may think that Capitalism is a values level 5 concept. It does contain elements of values level 5, and it is certainly used by values level 5 thinkers to achieve their ends, but it is still an '-ism' - an authoritarian system that belongs to values level 4. On the other hand, by opening the door to commerce it provides a way forward into values level 5 thinking.

If you've ever wondered what institutions like the IMF and World Bank are really after, pp. 213-216 will provide some rather alarming details about the level of control their 'benevolent' lending to developing countries really creates and this, in turn, will make you wonder about the immensely powerful individuals behind them.

If values level 4 thinking has you looking to an outside authority for answer, values level 5 thinking requires you to think for yourself and be alert. The system will only let you advance so far, but level 5 thinkers want all they can get and they realize that the way to get this is to work hard, think outside-the-box, and make the most of every opportunity. They take calculated risks and are willing to take responsibility for their decisions, and they expect others to do likewise. As salesmen, values level 5 thinkers usually sell good products, but they consider that it is your job to ensure that those products are fit for your purposes. They will not compel you to buy, but they will certainly offer you the opportunity!

At present the external environment is not particularly conducive to the development of values level 5 thinking, therefore society is shaped primarily by values level 4 thinking. Until this changes (when a critical mass of values level 5 thinkers is operative) the world as a whole will continue to cycle through different iterations of values level 4 thinking and the same problems will continue to resurface in different clothes because, you cannot solve problems by the same thing that created them.

Values Level Six: The Metaphysical Thinker

“To live more voluntarily is to live more deliberately, intentionally, and purposefully - in short, it is to live more consciously. We cannot be deliberate when we are disconnected from life. We cannot be intentional when we are not paying attention. We cannot be purposeful when we are not being present.”

~Duane Elgin

Values level 6 thinkers are again group-oriented but with greater awareness and consciousness than values level 4 and operating at a much greater level of complexity. They are acutely aware of the dangers and problems that values level 5's unmitigated pursuit of technology, wealth and profit have created (since they were totally involved in its creation) and they react against the totalitarianism and materialism of values level 5 thinking.

Unlike values level 4 they do not adopt dogma or adhere to a book, instead they pursue freedom of expression in a group setting. While this sounds very accepting, in reality they are **extremely** judgmental and will go after anyone who does not submit to their universal communitarian law.

Values level 6 thinkers are usually scientific and innovative. In values level 5 they questioned all the accepted tenets of values level four thinking, in values level 6 they question our perception of reality itself.

Is Light a Wave or a Particle?

As a consequence of scientific observation values level 6 thinking concludes that the consciousness of a person changes the reality that is observed (see p. 279 of [Values and the Evolution of Consciousness](#)). The impact of values level 6 thinking is especially evident in various branches of physics such as Quantum Physics.

Values level 6 is willing to expose fraud and take the consequences (which are often drastic as they threaten values level 5's profit and wealth creation strategies). Because of their openness to non-traditional ways of thinking and their focus on healing the environment and the body, values level 6 thinkers have been instrumental in forms of natural healing and have recognized and explored the body's innate ability to heal itself.

In following this path, they have attracted the attention of the medical establishment (values level 4 thinkers), and big pharma (values level 5) by threatening their stranglehold on people's minds and bodies. Some of these non-traditional medical practitioners have died in mysterious circumstances. (see p. 283)

Read about some of the fascinating scientific experiments: -

- Pjotr Garjajev - biophysicist and molecular biologist on changing DNA with words p. 285
- Noam Chomsky - linguist, philosopher, cognitive scientist on words and related frequencies and DNA along with their power to create a new framework for health rather than disease p. 286
- Zero Point Energy and the energy of the vacuum p. 287

Values level 6 thinking does not question the ability of artificial intelligence to compute faster than human brains, but it most definitely doubts that artificial intelligence is the same as humanity. Scientifically, it bases this on the presence of energy and inner power in humans, a thing which artificial intelligence cannot emulate.

Values level 6 thinking cannot be fully realized until you have actually made it to the point where financial concerns are no longer an issue. Some values level 4 people appear to be values level 6 because of their focus on the environment etc., but unless they have fully completed level 5 with all its individualistic materialism they cannot move fully into level 6.

Eventually values level 6 realize that they need to take some action to move the world forward, or else they become frustrated by the efforts of those around them to take control and overwhelmed by their sadness and guilt about the suffering of the world while they sit idly by. In addition, their entitlement attitude eventually bankrupts the state.

In any event, eventually they realize that they need to act, and bring the new inner energy, and higher consciousness back into the world.

Values Level Seven: The Realistic Solution-finder

“For the past several decades, highly-classified aerospace programs in the United States and in several other countries have been developing aircraft capable of defying gravity. One form of this technology can loft a craft on matter-repelling energy beams. This exotic technology falls under the relatively obscure field of research known as electro-gravitics. the origins of electro-gravities can be traced back to the turn of the twentieth century, to Nikola Tesla’s work.”

~Paul LaViolette

Values level 7 thinkers address issues predominantly at a planetary level. Thinking at values levels 7 and 8 not only looks at the individual, but also at humanity as a global entity and in its relationship to other possible intelligent life forms in the universe.

Being realistic is a core characteristic of values level 7, as is an insatiable appetite for learning. Whereas earlier levels were mostly dichotomous, values level 7 can handle a large degree of paradox and uncertainty. Values level 7 thinkers are individually oriented (like all the odd numbers levels), yet they also achieve a large degree of inter-dependence. They are not rebellious, nor do they seek admiration from others, quite simply what others think about them is irrelevant.

While it is theoretically possible for anyone to reach values levels 7 and 8 if the neurological and environmental conditions are met, the current environment is not conducive to this level of evolution. At this values level, all the detrimental aspects of previous levels are set aside, while the positive aspects are retained and integrated. At this point the individual must journey alone along paths that are virtually untrodden.

One of these untrodden paths is the issue of self-esteem. At values level 7 self-esteem becomes a non-issue. The question, “Who am I?” Is answered simply, “Myself.” There is no need to be, do, or have, anything special. there is also no need to concern oneself with law and order, organized religion, financial gains, love, or acceptance as they do not need any coercion to act responsibly and within the norms of socially acceptable behavior.

The values level 7 economy moves out of the industrialized form and into a networked economy which is far more streamlined. Minimal consumption replaces the shared resources level 6, the over-consumption of level 5, and the scarcity of level 4.

The small percentage of values level 7 thinkers on the planet are involved in exciting solution-finding such as artificial intelligence, 3D printing, robotics, and meta-materials. Level 7 uses all the information and knowledge it gathers to form new concepts, connect dots in unexpected ways and provide solutions with real results. They are even potentially involved in some highly secretive interplanetary explorations (see pp. 323-331).

The Fruit Fly Metaphor and Values Level Seven Thinking

Dr Joseph P. Farrell proposed the following metaphor: If one has a pair of fruit flies in a bottle, and controls the environment they will start to multiply until they fill the bottle. Once this happens, what should one do?

A closed thinking person will think of reducing the population of fruit flies since it will consider only the bottle (a closed system). These might include sterilizing the weaker specimens, introducing food, create a disease, change the environment of the bottle... However, there are potentially other options which involve opening the bottle, or seeing how the fruit flies adapt to different conditions.

When it comes to values level 7 thinking applied to the question of our planet and its ability to sustain our growing population you can see the parallels and possibly even consider why a space mission is a potential solution. Values level 7 likes to fix things and solve problems, which it does very efficiently. This can cause conflict with other values levels where employment may be based on the existence of the problem and a level 7 would put these people out of work.

Level 7 is not a superior human being and does not have all the answers. In fact, level 7 is also constrained by the thinking of other levels since at this point, there are not enough level 7 thinkers on the planet to genuinely change the way we operate.

Values Level Eight: The Galactic Consciousness

“The planet’s hope and salvation lies in the adoption of revolutionary new knowledge being revealed at the frontiers of science.”

~attributed to **Bruce Lipton**

Values level 8 once again thinks in a sacrificial manner. Very little is known about this values level because there are only a very small number of people on the planet who think in this way and it is truly an evolution.

Values level 8 combines all individuals on earth into a cohesive mass of humanity, yet without sacrificing individuality. Finally, this level of thinking appears to have resolved all the dichotomies and is able to live with paradox. It is able to combine absolute certainty about many things, with an equal lack of certainty about anything. this level is uniquely able to live with total uncertainty and mystery.

Values level 8 fully integrates the whole and the parts, not into a massive oneness with the environment as in values level 1, nor yet into the undistinguishable group of values level 4. This is genuine individuality in unity.

For such thinking to thrive, the person must have fully completed all the seven previous levels in all areas of life. However, such thinking could be open already in values level 6 and 7 thinkers who have not yet resolved all their obligations and compulsions.

Where could such thinking lead us? I firmly believe that it could help us solve the problem of interplanetary exploration, and even invasion because at this level of humanitarian concern strategic open-system thinking is truly possible and we could expand the horizons of our planet across the galaxy. In fact, it is possible, even extremely likely that the secret scientific establishment has more information than we have any idea of about such matters.

What is clear, is that it would take values level 8 thinking to successfully communicate with interplanetary life.

Conclusions

“Of one thing you may be certain: there is a continuous chain of improvement over the ages, and it is the wish of the author that you, too, enter into this spirit of evolutionary progress toward greater and more abundant enlightenment in your time, for in this vibrating world all things can be reconciled.”

~G. Pat Flanagan

As we look around our world it is easy to ask, “Where in the world are we going?” and “What are we doing to ourselves and our habitat in the process?”

These questions are loaded with overtones of guilt and thus are symptomatic of values level 4 and 6 thinking. They are also questions that don’t demand any action from us, and values level 6, in particular, would say that everything will work itself out. The question is, “How?” and “Will we be happy if the way everything works out is disastrous for the human race?”

At this point, values level 5 and values level 7 thinkers will offer quite different solutions, but they will at least urge us to action... to the creation of a different reality.

We know that transitions require struggle, and we know that for the past 600 years or so our thinking has oscillated between various iterations of values level 4 and values level 5 thinking. We know that values level 7 and 8 thinking does exist in the world, but it is far from strong enough to shift the balance from 4-5 level thinking and beyond, and we know that we cannot solve the problems created by one level of thinking by using that same level of thinking.

So, what is a responsible, thinking, person to do? I have explored this question at some length, examining the philosophical, scientific and sociological evidence in the final chapters of [Values and the Evolution of Consciousness](#) and I won’t repeat my arguments here.

Instead, I will simply say, that we, as human beings on earth have a choice: to evolve through the values levels, or to throw up our hands, abdicate responsibility, and leave it to chance, divinity, or some other entity to work out our salvation for us.

I know what path I will choose... but only you can decide whether you will choose to wander aimlessly into the wilderness, or set forth purposefully on a path of conscious evolution in the hope that you can be a part of the solution.

Purchase [Values and the Evolution of Consciousness](#) to learn more about what governments are doing behind the scenes in inter-galactic research and other secret projects.

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Adriana James, Ph.D., is one of the world's leading female business-coaching trainers. She believes that consciousness is something everybody can develop and grow once shown how, and that this process, although possible for all people, remains a personal choice. She is the author of **Time Line Therapy® Made Easy**, a beginner's guide to the process of how to let go of negative emotions and limiting decisions from one's life, a book which shows the relationship between the emotional state and life performance and overall happiness. In it, she reveals an easy method to let go of the sometimes crippling negative emotions.

She also co-authored the second edition of the metaphorical book **The Secret of Creating Your Future®** about the process by which the mind is directly involved in the creation of one's future.